

**Cape Light Compact
Executive Committee &
Governing Board Meeting**

DATE: Wednesday, May 13, 2020
TIME: 2:00 – 4:30 p.m.

Note: The meeting will be held through remote participation pursuant to Massachusetts Governor Charles D. Baker’s Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. All public comments should be submitted to Maggie Downey, Compact Administrator, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, May 12, 2020 and should follow the public comment protocol below. Public comments received after the May 12th deadline will be distributed prior to the Compact’s next Board meeting

Telephone dial-in: +1 (646) 558-8656

Meeting ID: 880 8134 6050

Further instructions are attached to this agenda.

AGENDA

1. Written Public Comments Only
2. Approval of April 8, 2020 Open Session Minutes
3. Chairman’s Report, Ron Zweig
4. 2020 Operating and Energy Efficiency Budget Reports, Peter Cocolis
5. Update on Energy Efficiency Programs
 1. Marketing Update, Dan Schell
 2. Residential Program, Briana Kane
 3. Commercial & Industrial Program, Lindsay Henderson
 4. Evaluation Program, Phil Moffitt
 5. Active Demand Response Program, Austin Brandt
6. Update on Cape & Vineyard Electrification Offering (“CVEO”), Austin Brandt
7. Administrator’s Report, Maggie Downey:
 1. Calendar Year 2019 Audit Update
 2. Update on Municipal Electric Contracts
8. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)
9. Roll Call Vote to Adjourn the Meeting

**Chairman's Public Comment Protocols
for the May 13, 2020 Compact Governing Board Meeting**

The Chair, pursuant to his authority under G.L. c. 30A, 20, and consistent with Governor Baker's emergency "Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, §20," issued on March 12, 2020, announces the following protocols to assist the public in effective participation in the May 13, 2020 Compact Board meeting, where all Board Members, staff and members of the Public shall be participating remotely:

1. All public comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, May 12th, 2020. Written comments must include a person's name and, if appropriate, the name of the organization the person is representing. Public comments received after the May 12th deadline will be distributed prior to the Compact's next Board meeting.
2. Public comment must be respectful, courteous, and presented in a dignified manner. All remarks must also be free of personal attacks.
3. All public comments consistent with these protocols shall be included in the Compact's Board meeting packet.
4. Board members and staff shall not respond to public comment during the Compact's Board meeting.
5. Copies of the Board meeting packet shall be made available to members of the public on Wednesday, May 13th, 2020 at the Cape Light Compact JPE's web site at www.capelightcompact.org. Documents exempt from disclosure pursuant to the Public Records Law or protected by the attorney-client privilege shall not be included.

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, April 8, 2020**

Pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020, the Cape Light Compact JPE Board of Directors met on Wednesday, April 8, 2020 at 2pm. The meeting was held through a Zoom videoconference for members of the Board with audio call-in available for members of the public.

Participating Remotely Were:

1. Forrest Filler, Aquinnah
2. David Anthony, Secretary/Executive Committee, Barnstable
3. Robert Schofield, Executive Committee, Bourne
4. Colin Odell, Brewster
5. Peter Cocolis, Executive Committee, Chatham
6. Timothy Carroll, Chilmark
7. Brad Crowell, Dennis
8. Erik Peckar, Dukes County
9. Fred Fenlon, Eastham
10. Alan Strahler, Edgartown
11. Ronald Zweig, Chair/Executive Committee, Falmouth
12. Valerie Bell, Harwich
13. Richard Toole, Executive Committee, Oak Bluffs
14. Martin Culik, Executive Committee, Orleans
15. Nathaniel Mayo, Provincetown
16. Leanne Drake, Sandwich
17. Kirk Metell, Tisbury
18. Bob Higgins-Steele, Truro
19. Richard Elkin, Wellfleet
20. Sue Hraby, West Tisbury
21. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Absent Were:

1. Wayne Taylor, Mashpee

Legal Counsel Participating Remotely:

Jeffrey Bernstein, Esq., BCK Law, P.C.

Staff Participating Remotely:

Austin Brandt, Senior Power Supply Planner
Briana Kane, Residential Program Manager
Dan Schell, Marketing and Communications Coordinator
Maggie Downey, Administrator
Melissa Allard, Senior Administrative Coordinator
Phil Moffitt, Planning & Evaluation Manager
Margaret Song, Commercial & Industrial Program Manager

Public Participants:

None.

Ronald Zweig called the meeting to order at 2:00 PM.

PUBLIC COMMENT:

There was no public present and no public comments were submitted to the Board in writing under the public comment guidelines.

APPROVAL OF MINUTES:

The Board considered the February 13, 2020 Open Session Meeting Minutes.

David Anthony asked if on page two, paragraph 3 under Approval of Minutes, can be struck. Jeff Bernstein answered yes that it can be stricken. David Anthony recommended it be struck.

David Anthony stated that Bob Higgins-Steele’s name was missing on the vote for the approval of minutes.

David Anthony stated that on page four, under Overview of 2020 Main Street Offering, the third line up from the bottom remove the word “for” and the second line from bottom remove the word “do”.

David Anthony stated that on page five, under Overview of Proposed Senate Legislation on Climate Change, in the first line it should say “Representative Peake” instead of “Peak” and on the second line it should be “had” instead of “has”.

Richard Elkin stated that on page four under Presentation on Proposed Cape & Vineyard Electrification Offering, the last paragraph, fifth line down, it should say “cost effective” instead of “cost affective”.

David Anthony asked about changing the word “harmonize” on page five under Overview of Proposed Senate Legislation on Climate Change. Maggie Downey asked for suggestions for an alternate word. Jeff Bernstein suggested “clarifies”.

Peter Cocolis moved the Board to accept the minutes as amended and to release them as amended, seconded by Tim Carroll.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Timothy	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes

Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Absent
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Kirk	Metell	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (19-0-0)

CHAIRMAN’S REPORT:

1. Introduce Griffin Girard, Bourne Alternate

Ron Zweig stated that Griffin Girard, the new Bourne Alternate member, was unable to join the meeting today. Robert Schofield stated that Griffin Girard worked for Vineyard Power out of college and has taken a real interest in the Compact goals and activities.

2020 OPERATING AND ENERGY EFFICIENCY BUDGET REPORTS, PETER COCOLIS:

Peter Cocolis stated that 18.5 % of the Operating Budget has been spent. The Energy Efficiency program has spent 14.5% of it’s annual budget. Covid-19 are expected to impact both budgets.

Richard Elkin asked what the Compact’s approach since it is will most likely be under budget. Maggie Downey stated that Brianna Kane will go over this more in her presentation, but the Compact will have to adjust the following year’s budget through the annual Energy Efficiency Reconciliation Factor (EERF) filing with the Department of Public Utilities (DPU).

Fred Fenlon asked if the Board members could get a breakdown of energy efficiency numbers by town. Maggie Downey stated they will be provided in the Town quarterly reports.

Forest Filler joined the meeting remotely at 2:52pm.

UPDATE ON COVID-19 IMPACTS TO CLC ENERGY EFFICIENCY PROGRAMS:

1. Residential and Commercial & Industrial Program Update, Margaret Song and Briana Kane

Margaret Song started the review of the COVID-19 Mitigation Efforts PowerPoint. Margaret Song stated that the Compact is following the Governor’s Executive Order and there is a temporary suspension of assessments ad installations. Margaret Song gave an update of the commercial offerings.

Briana Kane continued reviewing the PowerPoint presentation by giving an overview of the residential virtual assessment and offerings.

Dan Schell gave an overview on the residential retail offering and an update on marketing. All statewide awareness and program-specific marketing is on hold and looking to be back up and running in June. However, it's something that will be reevaluated weekly. An exception of marketing is the paid search advertising.

Phil Moffitt reviewed the Evaluation slide. He stated that the Compact is temporarily suspending any onsite data collection. The Compact is collaborating with the other PAs to develop protocols for collecting evaluation data through virtual means.

Richard Elkin asked if the Compact is willing to do any virtual presentations to the Board of Selectmen. Maggie Downey stated that would depend on the Town and whether they would like a virtual presentation or reschedule.

Erik Peckar asked if people are still able to call in and register for an assessment. Briana Kane answered yes, customers are still able to call in. She stated that they can receive a remote assessment or wait for an in-person one. So far everyone has been very understanding. Ron Zweig stated it will be interesting to see what new procedures will be applicable in the future. Margaret Song mentioned that Lindsay Henderson received feedback from many customers preferred virtual post inspections.

OVERVIEW AND POTENTIAL VOTE ON FINAL DESIGN FOR CAPE & VINEYARD ELECTRIFICATION OFFERING (“CVEO”), AUSTIN BRANDT:

Austin Brandt reviewed the Cape & Vineyard Electrification Offering (“CVEO”) PowerPoint. The Compact has worked closely with the Department of Energy Resources (“DOER”) and Energy Efficiency Action Council (“EEAC”) consultants to make adjustments to the offering. Austin Brandt stated that the Compact will file with the DPU after the EEAC approves the program.

Forest	Filler	Aquinnah	Yes
David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Timothy	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Kirk	Metell	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (20-0-0)

ADMINISTRATOR’S REPORT, MAGGIE DOWNEY:

1. Update on DPU 19-136, 2020 Energy Efficiency Surcharge

Maggie Downey stated that the technical session at the end of March was cancelled. The DPU indicated that it has enough information to make a decision on this issue.

2. Discuss and Potential Vote to Authorize Compact Administrator to Release Certain Previously Approved Executive Session Minutes (No discussion of executive session matters shall occur)

Maggie Downey stated that she and legal counsel have discussed and reviewed the executive session minutes, and counsel helped put together the wording and recommendations for this vote. Maggie Downey stated she wasn’t able to meet in person with the Secretary of the Board, David Anthony. David Anthony stated that there is a protocol in place and since counsel has reviewed it, he agrees with going ahead with the vote.

Martin Culik moved the CLCJPE Board of Directors vote to implement the recommendations of the Compact Administrator regarding the releasing and withholding the following Compact Governing Board Executive Session Meeting Minutes.

January 9, 2013, November 20, 2013, January 8, 2014, September 10, 2014, December 10, 2014, March 10, 2016, April 13, 2016, and July 17, 2017 executive session minutes shall be released in their entirety.

August 14, 2013, May 11, 2016 and January 9, 2019 executive session minutes shall be partially released. Portions of the minutes shall continue to be withheld as release of the minutes may defeat the purpose of the executive session.

October 8, 2014, November 18, 2015, January 10, 2018, February 14, 2018 and December 5, 2018 executive session minutes shall continue to be withheld as release of the minutes may defeat the purpose of the executive session.

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote. Seconded by Robert Schofield.

Forest	Filler	Aquinnah	Yes
David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Timothy	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes

Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Kirk	Metell	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (21-0-0)

3. Update on Retirement and Other Post-Employment Benefits (OPEB)

Maggie Downey stated that the Compact will present an update on OPEB at a future Board Meeting. She thought that this subject would be best discussed in person as opposed to a Zoom meeting.

Kirk Metell left the meeting at 3:35pm.

Bob Higgins-Steele left the meeting at 3:40pm.

PRESENTATION ON RESIDENTIAL ENERGY EFFICIENCY PROGRAMS, BRIANA KANE:

Briana Kane reviewed the Residential Program Update for 2020 PowerPoint. She described the changes on the Energy Efficiency Program Activity by Town reports and gave an overview of changes in residential retail and rebates.

Sue Hruby asked if there was a reason for these changes and stated that it seems some of the titles aren't clear about what is in each program. Briana Kane answered that they are statewide changes approved in the statewide energy efficiency plan. One specific program redesign changed lighting so that it is no longer its own program, but a measure. Maggie Downey stated that the Compact complies with the Massachusetts Program Administrator energy efficiency program descriptions.. Colin Odell stated that the lighting change is good because light bulb savings are decreasing and having lighting as a stand-alone program impacts cost effectiveness.

Briana Kane stated that the Board can help by encouraging customers to sign up for an assessment and asked if there are any groups Board Members are involved in that the Compact could speak to, they should get in contact with her.

ADJOURNMENT:

Motion to adjourn made at 3:55 PM moved by Joyce Flynn, seconded by Colin Odell.

Forest	Filler	Aquinnah	Yes
David	Anthony	Barnstable	Yes

Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Timothy	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Kirk	Metell	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (21-0-0)

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- February 13, 2020 Draft Meeting Minutes
- 2020 Operating Budget
- 2020 Energy Efficiency Budget
- COVID-19 Mitigation Efforts PowerPoint
- Cape & Vineyard Electrification Offering PowerPoint
- Residential Program Update for 2020 PowerPoint
- Agenda Action Request: Revised Cape & Vineyard Electrification Offering (“CVEO”)
- Agenda Action Request: Release Previously Approved Executive Session Minutes

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	45,000	45,000	15,314.74	29,685	34.00
01001	5119	OP-SALARY RESERVE	5,000	5,000	0.00	5,000	0.00
01001	5171	OP-RETIREMENT	13,503	13,503	0.00	13,503	0.00
01001	5173	OP-GROUP INSURANCE	12,035	12,035	4,420.67	7,614	36.70
01001	5174	OP-MEDICARE/OTHER TAXES	1,275	1,275	207.98	1,067	16.30
01001	5175	STATE UNEMPLOYMENT INSURANCE	0	0	32.70	-33	100.00
01001	5179	OP-MISC FRINGES	500	500	27.00	473	5.40
01001	5180	OP-RETIREMENT LIABILITY	42,700	42,700	0.00	42,700	0.00
01001	5181	OP-OPER LIABILITY	15,000	15,000	0.00	15,000	0.00
01001	5210	OP-UTILITIES	500	500	17.68	482	3.50
01001	5270	OP-MISC RENTALS	1,000	1,000	0.00	1,000	0.00
01001	5272	OP-RENT	3,600	3,600	1,125.00	2,475	31.30
01001	5290	OP-CUSTODIAL SERVICES	800	800	195.00	605	24.40
01001	5301	OP-ADVERTISING	160,000	160,000	45,838.53	114,161	28.60
01001	5309	OP-IT SERVICES	398	398	178.75	219	44.90
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	5,000	5,000	2,946.00	2,054	58.90
01001	5314	OP-PAYROLL SERVICES	80	80	612.74	-533	765.90
01001	5315	OP-LEGAL SERVICES	195,000	195,000	63,241.96	131,758	32.40
01001	5316	OP-AUDIT FEES	1,000	1,000	201.18	799	20.10
01001	5318	OP-TREASURY SERVICES	1,000	1,000	122.07	878	12.20
01001	5319	OP-CONTRACTUAL	20,000	20,000	336.25	19,664	1.70
01001	5320	OP-OUTREACH/MARKETING CONTRACT	100,000	100,000	20,153.50	79,847	20.20
01001	5341	OP-POSTAGE	10,000	10,000	1,787.22	8,213	17.90
01001	5343	OP-TELEPHONES	1,257	1,257	1,393.08	-136	110.80
01001	5344	OP-INTERNET	587	587	1,081.38	-494	184.20
01001	5345	OP-PRINTING	12,500	12,500	2,573.44	9,927	20.60
01001	5400	OP-SUPPLIES	1,500	1,500	63.72	1,436	4.20
01001	5490	OP-FOOD SUPPLIES	500	500	382.02	118	76.40
01001	5710	OP-TRAVEL IN STATE	17,000	17,000	1,915.67	15,084	11.30
01001	5720	OP-TRAVEL OUT STATE	6,000	6,000	1,645.32	4,355	27.40
01001	5730	OP-SPONSORSHIPS	41,800	41,800	22,963.00	18,837	54.90
01001	5731	OP-SUBSCRIPTIONS	20,000	20,000	18,903.50	1,097	94.50
01001	5732	OP-SOFTWARE LICENSES	1,225	1,225	584.70	640	47.70
01001	5741	OP-INSURANCE	15,000	15,000	0.00	15,000	0.00
01001	5789	OP-UNPAID BILLS	2,000	2,000	0.00	2,000	0.00
01001	5850	OP-MISC EQUIPMENT	500	500	0.00	500	0.00
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	1,000	1,000	64.00	936	6.40
01001	5855	OP-COMPUTER EQUIPMENT	3,000	3,000	0.00	3,000	0.00
		Total 01 OPERATING FUND	757,260	757,260	208,328.80	548,931	27.50
		Expense Total	\$ 757,260.00	\$ 757,260.00	\$ 208,328.80	\$ 548,931.20	27.50
		2020 Revenue thru April	\$		\$ 281,682.00		

COVID-19 Mitigation Efforts

5/13/20



*Your Trusted, Local
Energy Resource*

General

- Following all Governor's Executive Order
- Temporary suspension of on-premise assessments and installations
- www.masssave.com/covid19 Frequently Asked Questions - updated regularly
 - Also shown as a banner on the home page



Mass Save COVID-19 Information

What's new

Frequently Asked Questions

Pursuant to COVID-19 Order 18, we will be updating the data and details below to reflect Questions and Answers.

Where can I go for additional resources?

Click here for a list of state and federal resources that we have compiled for your convenience.

Q: What mitigation efforts are the Program Administrators considering? (NEW 3/23/2020)

In light of the suspension of on-premise work, the Program Administrators are looking for ways to assist contractors in order to support their essential workforce and mitigate the impact of COVID-19-related work slowdowns and stoppages. The Program Administrators have formed a Contractor Mitigation Working Group consisting of representatives from the Program Administrators (led by National Grid and Peppercorn), the Department of Energy Resources, the Low Income Energy Affordability Network (LEAN), and the contractor community.



CLC General Updates

- New CLC Covid-19 Information page

www.capelightcompact.org/covid-19-information

- Eight additional energy education lessons are being provided by NEED and posted weekly to our website.

Energy Efficiency | 800-797-6694 | Power Supply | 800-797-6694

Home About Us Power Supply Energy Efficiency Consumer Advocacy News Contact Us Meet Swamp Store

COVID-19 Information

Program Impacts

Due to ongoing concerns about the spread of COVID-19, Cape Light Compact, in conjunction with the other Major State providers, has developed a subscription-size energy efficiency activities effective March 19, 2020 until further notice. Additional details can be found at <http://www.mass.gov/commerce/covid-19>.

Cape Light Compact offers are posted to the public, but all staff are available through our energy efficiency line: 800-797-6694 by individual email and phone between 8:00 am and 4:00 pm, Monday - Friday.

Enhanced Offerings

For a limited time, Cape Light Compact will be offering enhanced incentives for homes and businesses.

- Residential Customers can now receive 100% Home Energy Assessments and 800% incentives on recommended insulation and weatherization. Terms and conditions apply. Full details are available on the home energy assessment and insulation page.
- Businesses can receive up to 100% on eligible measures. Terms and conditions apply. Full details are available on the business page.



Residential Retail Offerings

- Limited time offer of an increased incentive to Recycle Refrigerators and Freezers - Get a \$125 Rebate
- Appointment must be placed between May 6, 2020 and June 30, 2020 and picked up between May 6, 2020 and July 31, 2020 to qualify for this limited-time offer.
 - ARCA works with the customer to determine the best place for the customer to leave the unit - for example, garage, adjacent to garage, porch or patio.



- <https://www.massave.com/en/shop/recycling/refrigerator-and-freezer-recycling>



Residential Income Eligible Update

- Limited emergency work continues - approved on case by case basis
 - No heat repairs and system replacements
 - Non operable clothes washers or refrigerators
 - Safety issue exterior lighting requests from housing authorities
- Roll out of Remote Home Energy Assessment
 - working closely with HAC to tailor for our territory
 - Screening at intake for capability and willingness (email, video platform, willingness to take some photos and send)
 - Appointment conducted via video platform such as Google Duo, Facetime, or other
 - Look at lighting, appliances, heating systems, and potential weatherization
 - Report Emailed to customer reviewing decisions and next steps
 - Follow Up in person appointment for weatherization specifications, any needed appliance measurements, install of bulbs as needed (when on-premise resumes)



Residential New Construction Update

- Renovations & Additions inspections have gone virtual
 - 200 as of May 1
- Final inspections are taking place in person only if HERs Rater on site for code-required work
- Program intake volume is still running fairly high
 - ICF hearing from many developers and architects to expect 3-4 month delays for many projects



Residential Virtual Home Energy Assessment (VHEA) Update

VHEA	#'s
VHEA completed	41
Weatherization (WZ) proposed	36
WZ proposed value	\$155,256
WZ signed contracts	22
WZ signed contract value	\$136,641
Instant Savings Measures (ISM) Orders	16
ISM orders value	\$6,366
Scheduled VHEA	83

- Terms and conditions for a limited time enhanced 100% insulation incentive. Dates listed below are subject to change.
- To be eligible for the 100% incentives customers should call to schedule a Virtual Home Energy Assessment by May 31, 2020
- Customers who have a Virtual Home Energy Assessment (VHEA) have 30 days from date of VHEA to sign the contract and install by October 31, 2020.
- Customers who had an in-person assessment prior to the temporary suspension of on-premise who hadn't signed an insulation contract yet have to sign the contract by May 31, 2020, and install by October 31, 2020.
- Customers with signed contracts prior to the suspension of on-premise work need to have installed by August 31, 2020.
- Customers must live in a 1-4-unit home.



Small Business Offerings

Enhanced Incentives

- Up to 100%
- Some of the eligible measures include:
 - Lighting, thermostats, controls, water-saving devices

Eligible Customers

- New requests
- Proposals not yet signed from 2019 and 2020

Timeframe

- Contracts must be signed by 8/31/20
- Installed by 12/31/20



Small Business Process

New Requests

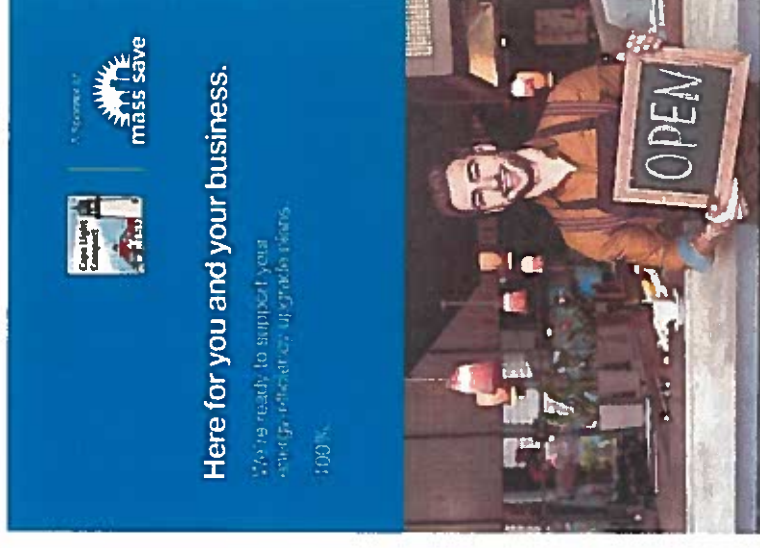
- Customer calls the Compact to sign up for energy assessment
- Request sent to RISE Engineering for energy specialist (ES) to follow up with customer within a couple of days
- ES will obtain information from customer about existing conditions and may ask for photos/video to help evaluate conditions. This will help expedite process once on-site visits may resume
- If instant savings measures such as, screw-in lamps, aerators, spray valves are identified, RISE will send a small kit to customer to self-install



Small Business Process

Proposals Not Yet Signed

- RISE is going to be sending out mailers to customers who have proposals that have not yet been signed from 2019 and 2020
- Mailer will identify the change in their incentives and how the customer can take advantage



Evaluation

- The Compact continues to collaborate with the other PAs to develop protocols for collecting evaluation data through virtual means (e.g. phone, email). Protocols include:
- PA Leads (Maggie for CLC) will review and approve all communications
- Evaluation will not:
 - conduct on-site visits
 - reach out to any health care facilities (i.e. hospitals, nursing homes, assisted living facilities)
 - Ask anyone to go into their facility if they are not already there
 - Create a situation where a customer feels compelled to provide data
- Evaluation will:
 - Avoid creating any additional COVID19 exposure for customers, vendors, employees or others
 - Be mindful that COVID19 could affect responses
 - Be judicious about what types of data to collect
 - Be patient and understanding in communications
- Prior to outreach, the Compact will receive a list of C&I customers and approve or deny contact with that customer



Demand Response Updates

- All program administrators' demand response (DR) offerings are referred to by the name "ConnectedSolutions"
- C&I: Storage and Curtailment Offerings
 - Working with dispatch platform vendor on configuration of CLC's instance
 - Agreements signed with curtailment service providers to guide customers through participation
 - Expect to be ready to call events by June 1
- Residential: Thermostat and storage offerings
 - Delayed due to dispatch platform vendor's engineering backlog
 - Thermostats expected by early August (mid-season)
 - Batteries expected by September (post-summer DR season; in time for winter)



CVEO Updates

CVEO:

- Unanimous approval by Energy Efficiency Advisory Council at their April meeting
- Staff, consultants, and counsel are preparing filing materials
 - Petition, pre-filed testimony, exhibits
- Plan to file CVEO with DPU on Friday, May 15



**RESOLUTION OF THE ENERGY EFFICIENCY ADVISORY COUNCIL
REGARDING THE PROPOSED
CAPE & VINEYARD ELECTRIFICATION OFFERING OF
THE CAPE LIGHT COMPACT JPE**

Adopted April 15, 2020

Introduction and Background

In its 2019-2021 three-year energy efficiency plan (“2019-2021 Plan”), the Cape Light Compact JPE (“Compact”) proposed the Cape & Vineyard Electrification Offering (“CVEO”), an integrated and comprehensive strategic electrification and energy optimization offering that combines home weatherization from the Compact’s historically successful energy efficiency programs with three technologies: (1) cold climate air source heat pumps; (2) battery storage; and (3) solar photovoltaic (“PV”) arrays. The offering was designed to address changes to the Green Communities Act of 2008 (St. 2008, c. 169) as a result of the 2018 Act to Advance Clean Energy (St. 2018, c. 227) (the “2018 Act”). These 2018 changes expanded the permissible scope of energy efficiency plans to include strategic electrification, energy storage and other active demand management technologies and programs that result in customers switching to renewable energy sources or other clean energy technologies. Although not explicitly addressed by the Council in its October 30, 2018 resolution, the 2019-2021 Plan included CVEO as a Compact-specific enhancement and the Council supported the overall 2019-2021 Plan.

The Compact’s CVEO proposal submitted as part of the 2019-2021 Plan targeted 700 residential participants to convert their oil, propane or electric resistance heat to cold climate heat pumps, install solar PV systems to support electrification of their heating system and reduce greenhouse gas emissions and install battery storage for demand response and resiliency. The Compact proposed to offer incentives tiered by income for customers participating in the offering. Low-income participants would have no out-of-pocket expenditures and moderate-income participants would have highly subsidized incentives, to address the up-front technology cost barriers faced by these customers. The proposed incentives declined as a participant’s income surpassed 80% of state median income (“SMI”).

In its January 29, 2019 Order in D.P.U. 18-116 on the 2019-2021 Plan, the Department of Public Utilities (“Department”) did not approve CVEO and determined that additional stakeholder input on the proposed structure of CVEO was necessary. The Department directed the Compact to work with the Council (particularly, the Department of Energy Resources (“DOER”) and the Office of the Attorney General, who raised concerns specific to program costs, bill impacts and the proposed funding of the solar PV component) as part of any CVEO redesign. The Department also directed the Compact to obtain Council approval before submitting a revised proposal and budget to the Department for review.¹

¹ The Department also directed the Compact to reach a final agreement with NSTAR Electric regarding all aspects of coordination necessary to implement active demand reduction (“ADR”) offerings in the Compact’s service area. On September 27, 2019, the Compact submitted its Memorandum of Agreement (“MOA”) with NSTAR Electric to the Department for review and approval. On February 10, 2020, the Department approved the MOA and the Compact’s ADR budget.

The Compact is currently seeking the support of the Council to fund and implement a revised CVEO proposal for 2020-2021. The redesign is based on feedback from Council members the Compact received throughout 2019 and is further informed by the results of the Compact's 2019 Request for Information from solar PV developers and battery installers. The redesign includes the following changes to reduce program costs and associated bill impacts, and utilize outside funding for the solar PV and battery storage components:

- Limited to low- and moderate-income customers (*i.e.*, < 80% of state median income), no longer offering the package of measures to extended moderate income or market rate residential customers, which removes 350 participants over the three-year term (320 participants for 2020-2021) and eliminates enhanced incentives for these customers;
- Reduce low- and moderate-income participants to a maximum of 250 potentially eligible customers over 2020-2021 (from 320 originally proposed over 2020-2021);
- Greater alignment with the statewide storage pay-for-performance offering; and
- Use of an innovative third-party owner ("TPO") model for paired solar PV and battery storage systems, which lowers planned energy efficiency funding requirements for low- and moderate-income participants by maximizing non-energy efficiency funding sources and tax credits, as described below.

The Compact intends to procure a TPO for the paired PV and battery storage systems furnished as part of CVEO that will monetize tax credits and other existing incentive programs (*e.g.*, federal investment tax credit, depreciation, Solar Massachusetts Renewable Target, ConnectedSolutions, Clean Peak Standard, Alternative Portfolio Standard, *etc.*) for the paired systems for up to 10 years. The TPO will be responsible for performance and maintenance of the paired systems during the 10-year ownership period. The TPO and CVEO participants will sign a form of contract spelling out the rights and obligations of paired system ownership prepared by the Compact that contains commercially reasonable terms and conditions and appropriate protections for customers. The contract will be at no cost for low-income customers and low cost (capped at \$5,000) for moderate-income customers. At the end of the 10-year TPO ownership period, ownership of the paired systems will revert to participants at no additional cost. The Compact separately will also procure a long-term maintenance contract for the heat pumps installed, with no out-of-pocket expenditures to the participant, as part of the offering.

The Compact's proposed savings, cost-effectiveness and revised budget for CVEO is set forth in the table below:

2020-2021	CVEO
Savings	
Participants	250
Annual MWh	1,096
Lifetime MWh	36,258
Summer kW	2,848
Winter kW	1,407
Annual CO ₂ Short Tons	1,911
Cost-Effectiveness	
Benefits (\$M)	\$28.5
TIRC Costs (\$M)	\$11.8
Net Benefits (\$M)	\$16.7
Benefit-Cost Ratio	2.4
CLC Budget (\$M)	\$10.4

The Compact's proposed revised participants and participant incentives for CVEO are set forth in the table below:

Income Level (SMD)		Customers			Heat Pumps	Solar PV + Storage
		2020	2021	Total		
Low-Income	<=60%	50	100	150	100% of cost covered (EE Funds)	100% of cost covered (EE & non-EE Funds)
Moderate Income	61-80%	25	75	100	100% of cost covered (EE Funds)	75+% of cost covered (EE & non-EE Funds) \$5,000 customer contribution cap
Total Participants		75	175	250		

The Compact’s proposed budget for the redesigned CVEO is \$10.4 million, a reduction of approximately \$17 million from the proposal as originally submitted in the 2019-2021 Plan. A budget comparison is set forth in the table below:

2020-2021	Heat Pumps	PV + Storage	Total
Plan	\$7.2M	\$20.5M	\$27.6M
Revised	\$5.4M	\$5.0M	\$10.4M
Difference	-\$1.8M	-\$15.5M	-\$17.3M

A comparison of savings and cost-effectiveness associated with the redesigned CVEO is set forth in the table below:

2020-2021	Plan	Revised	Difference	
			Change	% Change
Savings				
Participants	640	250	(390)	-61%
Annual MWh	4,486	1,096	(3,390)	-76%
Lifetime MWh	125,047	36,258	(88,789)	-71%
Summer kW	7,642	2,848	(4,794)	-63%
Winter kW	8,198	1,407	(6,791)	-83%
Annual CO ₂ Short Tons	5,173	1,911	(3,262)	-63%
Cost-Effectiveness				
Benefits (\$M)	\$97.7	\$28.5	\$(69)	-71%
TRC Costs (\$M)	\$33.3	\$11.8	\$(21)	-65%
Net Benefits (\$M)	\$64.4	\$16.7	\$(48)	-74%
Benefit-Cost Ratio	2.9	2.4	(0.5)	-18%
CLC Budget (\$M)	\$27.6	\$10.4	\$(17)	-63%

Summary of CVEO Benefits and Bill Impacts

The following benefits are achieved through the redesign of CVEO:

- Reduced energy bills for participants as a result of the combined technology package (net energy bill reductions as a result of the solar PV production offsets, and after accounting for increased electricity usage from heat pumps).
- Reduced overall low-income subsidy paid by non-low-income customers.
- Reduced overall bill impact (from leveraging outside and existing funding sources).

The following bill impacts are associated with the redesign of CVEO:

- Bill impacts to non-participant residential customers are expected to increase by about \$0.48 or 0.4% per month from current 2020 EES rates in 2020 if rates are adjusted mid-year, and by about \$1.41 or 1.2% per month from 2020 to 2021 EES rates.
- Bill impacts to non-participant low-income customers are expected to increase by about \$0.40 or 0.6% per month from current 2020 EES rates in 2020 if rates are adjusted mid-year, and by about \$0.32 or 0.5% per month from 2020 to 2021 EES rates.

Summary of Council Review and Analysis

In its October 30, 2018 resolution supporting the statewide 2019-2021 Plan, the Council:

- supported the Program Administrators' commitment to energy optimization with a focus on fuel switching to cold climate air source heat pumps and other clean energy sources;
- recommended that Program Administrators include goals specific to active demand management, highlighted peak demand reduction as a key priority and supported the Program Administrators' commitment to target summer and winter peak energy reduction, including through demand management and energy storage;
- sought to increase participation by, and savings from underserved populations and geographies, including moderate-income customers, and recommended a review of low-income programs to identify potential improvements in participation and achievement of savings;
- sought to promote strategic electrification and to promote and incent fuel switching strategies that support benefits for customers and achieve Global Warming Solutions Act supportive emissions reductions; and
- recognized that the 2018 Act was enacted late in the three-year planning process and urged the Program Administrators to continue efforts to introduce new approaches and clean energy sources into the energy efficiency programs.

After review of the material supporting this resolution, the Council has determined that the Compact engaged in a full and robust stakeholder review of the redesigned CVEO as directed by the Department. The Compact's outreach resulted in a redesign of CVEO that addresses the

concerns of the Department and is consistent with the Council's priorities and the statutory directives in the 2018 Act.

The Council and its Consultants have examined the data and supporting information provided by the Compact. The Council concludes that CVEO is cost-effective both individually for each technology and as a package offering, outside funding sources are sufficiently leveraged through the proposed TPO (*e.g.*, tax credits and other incentives for solar PV and battery storage), the participant target is reasonably narrowed to focus on low- and moderate-income customers, and CVEO is combined with home weatherization. As a result of these changes, the budget for CVEO is significantly and appropriately reduced, while maintaining direct benefits to low- and moderate-income residential customers on Cape Cod and Martha's Vineyard. The Compact's continued focus on equity as part of the redesigned CVEO will provide both low- and moderate-income customers access to a targeted technology package of energy solutions that comprehensively address their energy needs and the upfront cost barriers of new technology. The Council further concludes that the requested budget associated with the revised CVEO is reasonable and appropriate.

Council Review and Support

Having reviewed the proposed redesign of CVEO and based on its analysis of the incentives, budget, savings, cost-effectiveness and other supporting information presented by the Compact, the Council resolves to support CVEO.

In recognition of: (1) the significant time and effort undertaken by the Compact to address stakeholder concerns in the redesign of CVEO; (2) the limited time remaining to implement this offering during the 2019-2021 Plan term; (3) the time and effort it will take for the Compact to begin implementation of the offering and engage customers; and (4) the expiration at the end of 2021 of federal tax credits that provide a significant amount of the revenue support for the Compact's revised proposal, the Council respectfully requests the Department to review and approve the Compact's revised CVEO.

The Council hereby directs that this Resolution be transmitted in full by DOER to the Department.