

# Cape Light Compact JPE Executive Committee & Governing Board Meeting

**DATE:** Wednesday, January 13, 2021  
**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](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, January 12, 2021 and should follow the public comment protocol below. Public comments received after the January 12<sup>th</sup> deadline will be distributed prior to the Compact's next Board meeting.

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

**Meeting ID: 893-0094-9892**

**[Further instructions are attached to this agenda.](#)**

## AGENDA

1. Public Comment – Written Only
2. Approval of December 16, 2020 Open Session Minutes
3. Chairman's Report, Ron Zweig
  - A. Elections for 2021 Officers
  - B. Elections for 2021 Executive Committee Members
4. Energy Efficiency: Discussion on 2021 Main Streets Effort, Lindsay Henderson
5. Administrator's Report, Maggie Downey
  - A. Review 2020 Operating and Energy Efficiency Budgets
  - B. Review Documents Sent to CLC Board
    1. Summary of Conflict-of-Interest Law for Municipal Employees (Board Member SIGNATURE REQUIRED)
    2. Office of the Attorney General: Open Meeting Law Guide and Educational Materials (Board Member SIGNATURE REQUIRED)
    3. Office of the Attorney General: 940 CMR: Open Meetings
    4. Office of the Inspector General: How to be an Effective Board Member of a Public Board or Commission
    5. First Amended and Restated Joint Powers Agreement of the CLCJPE
    6. Cape Light Compact Aggregation Plan, dated April 4, 2018
    7. Cape Light Compact Code of Conduct for Board Members
6. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)
7. **Open Session Vote on entry into Executive Session** pursuant to M.G.L. c. 30A §21(a)(10) to discuss trade secrets and confidential, competitively-sensitive or other proprietary power supply information related to a proposed Low-Income Community Solar project, not to return to open session thereafter. **Participation in the Executive Session is limited to CLC Board Members, CLC Staff and Invited Guests**

**Chairman's Public Comment Protocols  
for the January 13, 2021 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 January 13, 2021 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](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, January 12, 2021. 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 January 12<sup>th</sup> 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, December 13, 2021 at the Cape Light Compact JPE's web site at [www.capecompact.org](http://www.capecompact.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, December 16, 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, December 16, 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. David Anthony, Secretary/Executive Committee, Barnstable
2. Robert Schofield, Executive Committee, Bourne
3. Colin Odell, Brewster
4. Peter Cocolis, Executive Committee, Chatham
5. Timothy Carroll, Chilmark
6. Brad Crowell, Dennis
7. Erik Peckar, Dukes County
8. Fred Fenlon, Eastham
9. Alan Strahler, Edgartown
10. Ronald Zweig, Chair/Executive Committee, Falmouth
11. Valerie Bell, Harwich
12. Martin Culik, Executive Committee, Orleans
13. Nathaniel Mayo, Provincetown
14. Leanne Drake, Sandwich
15. Bob Higgins-Steele, Truro Alternate
16. Sue Hruby, West Tisbury
17. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

**Absent Were:**

1. Forrest Filler, Aquinnah
2. Wayne Taylor, Mashpee
3. Richard Toole, Executive Committee, Oak Bluffs
4. Kirk Metell, Tisbury
5. Jarrod Cabral, Truro
6. Richard Elkin, Wellfleet

**Legal Counsel Participating Remotely:**

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

**Staff Participating Remotely:**

Austin Brandt, Senior Power Supply Planner  
Maggie Downey, Administrator  
Melissa Allard, Senior Administrative Coordinator

**Public Participants:**

None.

Joyce Flynn called the meeting to order at 2:04 PM.

**PUBLIC COMMENT:**

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

**Ron Zweig joined meeting at 2:06 PM.**

**APPROVAL OF MINUTES:**

The Board considered the November 4, 2020 Open Session Meeting Minutes.

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

David	Anthony	Barnstable	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (14-0-0)*

**REPORT OF EXECUTIVE SESSION MINUTES REVIEW GROUP ON REVIEW OF EXECUTIVE SESSION MINUTES AND RELEASE OF CERTAIN MINUTES:**

Maggie Downey stated that she, Jeff Bernstein, legal counsel, and David Anthony, Secretary, reviewed executive session minutes and determined that the purpose under which the Executive Session minutes of February 14, 2018 and July 17, 2019 were withheld as Confidential was no longer applicable and that the minutes should be released.

**CHAIR REPORT:**

Ron Zweig expressed appreciation for the great privilege and honor of being Chair of the Board for the past year. He stated that he will be on the Board next year but will be stepping down as Chair. Therefore, the Board must nominate someone else.

**2020 OPERATING AND ENERGY EFFICIENCY BUDGET REPORTS:**

Peter Cocolis reviewed the Operating Budget. The Compact has spent about 75% of the budget. He stated that retirement and OPEB liability invoices will be paid at the end of the month. The Compact will most likely be under budget for the year.

Peter Cocolis reviewed the Energy Efficiency Budget. He stated it started off slow due to the COVID pandemic and did not take off until the last few months. The Compact has spent 57% of that budget. Peter Cocolis stated that Maggie Downey signed off on \$1.5 million in invoices this week. He stated that the Compact will be under budget in some of the sectors. Maggie Downey stated that the Compact is on track to reach its three-year savings goals.

Martin Culik asked if other Program Administrators (PAs) are facing the same situation in terms of underspending. Maggie Downey answered yes because of COVID-19 all PAs' 2020 budgets are underspent. She stated that the Compact was back up and running before the rest of the state because there were fewer cases of COVID on Cape Cod. She stated that she is not sure whether the other PAs will achieve savings goals.

Peter Cocolis asked whether the Board wants to continue to review the status of the Operating and Energy Efficiency budgets at the monthly Board meetings. Maggie Downey stated she is looking for a sense of the Board if it wants to discuss this further and if yes, she would include the subject on the January's board meeting agenda. Sense of the Board was to put this on the agenda.

**Robert Schofield and Sue Hruby joined the meeting at 2:18 PM.**

**POWER SUPPLY PRICING OVERVIEW:**

Austin Brandt reviewed the power supply pricing for the upcoming term, December 2020 through June 2021 meter reads. The Compact's residential electric rate is 11.85 cents/kWh and Eversource's is 11.88 cents/kWh. The Compact's electric rate for small commercial customers is 11.60 cents/kWh and Eversource's rate is 11.17 cents/kWh.

Erik Peckar asked what percentage of customers have opted into the local green program. Austin Brandt stated that he thinks there are less than 50 customers. He stated he is working with Dan Schell for more targeted marketing.

**ADMINISTRATOR'S REPORT, MAGGIE DOWNEY:**

**1. Open Nominations for 2021 Officers and Executive Committee**

Maggie Downey stated that nominations are open for the Compact's Officers and Executive Committee. Nominations will remain open until the January Board meeting, and the final vote will occur at the meeting.

Maggie Downey asked if there were any nominations for Chair. Robert Schofield nominated Martin Culik. Seconded by Sue Hruby.

Maggie Downey asked if there were any nominations for Vice Chair. Ron Zweig nominated Joyce Flynn. Seconded by Robert Schofield.

Maggie Downey asked if there were any nominations for Secretary. Peter Cocolis nominated David Anthony. Seconded by Ron Zweig.

Maggie Downey asked if there were any nominations for the position of Treasurer. Martin Culik nominated Tammy Glivinski, Glivinski and Associates, Inc. Seconded by Robert Schofield.

Maggie Downey asked if there were any nominations for the position of Business Officer. Peter Cocolis nominated Megan Terrio. Seconded by Sue Hruby.

Maggie Downey noted that the three Compact Officers (not the Treasurer) have served as members of the Executive Committee and that the Board typically elects seven members to serve on the Executive Committee (the Joint Powers Agreement requires a minimum of five members serve on the Executive Committee). She asked that if there were any nominations for the other our Executive Committee member seats.

Peter Cocolis nominated Robert Schofield. Seconded by Sue Hruby.  
Robert Schofield nominated Richard Elkin. Seconded by Sue Hruby.

Sue Hruby nominated Erik Peckar. Jeff Bernstein stated he needed to look into whether he would be allowed to serve. Later in the meeting Jeff Bernstein advised that he would not, as only governing board members with full voting authority (e.g. municipal members) could act on the Executive Committee.

Colin Odell stated he would be willing. Tim Carroll nominated Colin Odell. Seconded by Robert Schofield.

## 2. Discuss and Potential Vote on 2021 Operating Budget

Maggie Downey reviewed the proposed 2021 Operating Budget. She stated Megan Terrio sent her an updated spreadsheet showing where she is estimating the Compact's accounts to be. She stated at the end of the year after an appropriation of the Operating Budget the Compact will end with approximately \$606,513 left in the power supply reserve fund. She stated the number will go down as it does not include all the expenditures for calendar year 2020.

Colin Odell asked if it reflects any of the reserve fund that the Compact had established or is it exclusive of that. Maggie Downey stated it will include \$185,000 for the contingency fund. She stated it is a line item in the \$935,616 for the proposed CY21. The Compact did not appropriate anything for the contingency fund for this calendar year. Colin Odell stated that the \$606,53 does not include any of the contingency fund. Maggie Downey stated that was correct.

### Bob Higgins-Steele joined the meeting at 2:45 PM.

*Peter Cocolis moved the CLCJPE Board of Directors vote to appropriate the Cape Light Compact Joint Powers Entity Calendar Year 2021 Operating Budget in the amount of \$935,616.00.*

*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 Colin Odell.*

David	Anthony	Barnstable	Yes
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Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (17-0-0)*

**3. Discuss and Potential Vote on 2.0% Cost of Living Adjustment (COLA) for Calendar Year 2021**

Maggie Downey stated the Compact historically has a separate vote for the staff COLA. The COLA is included in the 2021 budget under staff salaries. The 2% COLA is consistent with the Cape and Vineyard towns that have responded to the Compact’s human resources survey.

*Joyce Flynn moved the CLCJPE Board of Directors the Board vote to approve a 2021 employee cost of living adjustment (COLA) in the amount of 2.0%. The effective date is January 1, 2021.*

*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 Tim Carroll.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes

Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (17-0-0)*

**4. Update on Rural Energy Savings Program (RESP) Loan from the Rural Utilities Service (RUS)**

Maggie Downey stated that the RESP loan application has been submitted to the US Department of Agriculture Rural Utilities Service. She stated she would send it out to any Board Members who want to review it. Martin Culik asked if the Compact has communicated with our federal representatives that this has been submitted to the USDA. Maggie Downey stated that it is on her to do list. Martin Culik asked what the timeline for approval. Maggie Downey stated it will take up to 90 days.

**5. Discuss Affirmation of Compact Administrator as Chief Procurement Officer**

Maggie Downey stated that the Board appointed her the Chief Procurement Officer in 2017. Counsel recommended that it is a good practice to affirm this vote periodically. She stated the Compact is beginning to put together the next 3-year energy efficiency plan and there is discussion at the state level on making changes to the Request For Proposals (RFPs) process. She stated that she, under Massachusetts General Law, Chapter 30.B., the Compact is only authorized to execute a 3-year term for a contract unless she receives authorization for a longer contract terms from her appointing authority. Historically, the Compact enters into a 3-year contracts with the ability to extend up to another 3 years. This happens most often on RFPs issued on a statewide basis by the utility Program Administrators.

David Anthony stated that Barnstable has traditionally not liked to give open ended approvals. He stated that this vote does not set an end date when Maggie Downey would have to come back to the Board. He asked how long the contract terms are usually. Maggie Downey stated that on average they are for a 6 year term. She stated that the Compact could set a limit of 10 years for energy efficiency contracts and that should work fine. David Anthony stated that he endorses that amendment to the motion.

*Martin Culik moved that the Cape Light Compact Joint Powers Entity (CLCJPE) Board of Directors vote to affirm the Compact Administrator continue to serve as the Chief Procurement Officer (CPO) for the Compact, and to authorize the CPO to negotiate contract terms of up to 10 years for Energy Efficiency Program contracts that the CPO deems to be in the best of the Compact.*

*The CLCJPE 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.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes



Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (17-0-0)

### 6. Update on Proposed Energize Cape and Islands Effort

Maggie Downey gave an update on the Energize Cape and Vineyard effort. She stated that there is a group that is trying to take the Energize the Outer Cape model and do it for all of Cape Cod and Martha's Vineyard. Energy Efficiency is the foundation of this effort, along with pursuing strategic electrification through heat pumps and pairing that with solar and battery storage. Maggie Downey stated that there will be a request coming to the Board in 2021 for funding for such an initiative. There are many towns that are showing interest in the program.

### ADJOURNMENT:

Motion to adjourn made at 3:12 PM moved by Robert Schofield, seconded by Colin Odell.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (17-0-0)*

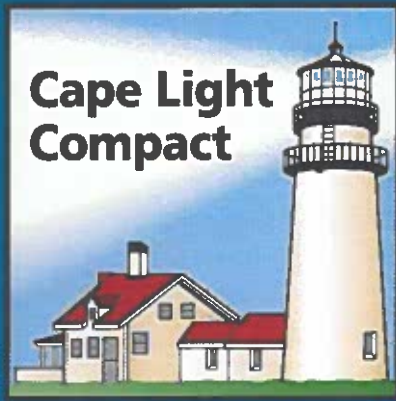
Respectfully submitted,

Melissa Allard

**LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice/Agenda
- November 4, 2020 Draft Meeting Minutes
- 2020 Operating Budget
- 2020 Energy Efficiency Budget
- Power Supply Pricing Press Release
- Proposed 2021 Operating Budget

Draft Minutes subject to correction, addition and Committee/Board Approval



*Your Trusted, Local  
Energy Resource*

# 2021 Main Streets Small Business Opportunity

1/13/21



# What is Main Streets

- Working with RISE Engineering and NRM (refrigeration vendor), go door-to-door to small businesses in a specified area to install energy efficiency measures on-site. For other opportunities we will follow up with customer.
- Ideal situations:
  - Defined “Main Street” which allows for walking the street to go business to business
  - Engaged Chamber of Commerce
  - Supportive Town staff (this would be ideal to help enforce the validity/importance of the programs)



# 2021 Main Streets

- Looking to serve as many towns as possible in 2021 – *Prioritize those who are interested*
  - Notes: Harwich Port and Provincetown were scheduled for Spring 2020 and were cancelled because of Covid-19. Had also planned on Orleans and Tisbury in Fall 2020, which were also not able to move forward.
  - Reminder: Main Streets events were done in Chatham and Oak Bluffs in 2019, so would like to start with other towns that haven't participated.
- Why do we want to do these?
  - Our businesses are struggling, and these Main Streets efforts would help to reduce their energy costs.
- Timing of these events
  - Mid-April – June
  - Last week of August through October



# Logistics

- Incentives
  - Currently offering up to 100% incentive through at least June for all Small Businesses who have measures installed through an energy assessment.
  - Those incentives would apply to these Main Street events
- Energy Specialists will follow the PPE and Safety guidelines that have been established
- Direct mail letters/flyers will be sent out to the targeted customers in advance of the Main Street effort
- Would engage the local Chambers of Commerce to help with outreach to the businesses



**Save the Date!**

Cape Light Compact is celebrating **Energy Efficiency Day** with a Main Street incentive to help small businesses save energy and money.

**October 2nd**

**save energy**

Cape Light Compact will be on your street October 2nd to meet with businesses about ways to save energy and **install energy-efficiency measures.**

**save money**

Plus, for a limited time, the Compact is offering enhanced incentives\* – **up to 90%** on select lighting, refrigeration and other eligible electric energy-efficiency upgrades!

Learn more and let us know your business is interested: **Call 1-800-769-6289 or visit [CapeLightCompact.org/MainStreets](http://CapeLightCompact.org/MainStreets)**

**Registration sites:**

Small Business Development Center  
Main Street  
Cape Light Compact



# Next Steps

- Board Members
  - Please speak with your Town Administrator/Manager to see if they would support and endorse this effort in your town.
    - Co-sign a letter that would be sent to the targeted customers and ideally have use of the Town seal.
    - If the Town Manager/Administrator sends out a newsletter, could we include info about these efforts.
  - Please speak with your Chamber Director/Business Assoc. and see if they would be able to promote this effort through email blasts, etc. CLC would provide the content/flyer to each of them.
- Let Lindsay know by **February 1**, if your Town and/or Chamber are supportive and interested in participating
  - If they are, then I will be reaching out to them with more information and details. Please provide me with contact info.





Lindsay Henderson

508-375-6889

[lhenderson@capelightcompact.org](mailto:lhenderson@capelightcompact.org)





## Operating Budget Expenses for Calendar Year 2020 (as of 1/8/2021)

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	45,000	45,000	63,726.39	-18,726	141.60
01001	5119	OP-SALARY RESERVE	5,000	5,000	0.00	5,000	0.00
01001	5171	OP-RETIREMENT	13,503	13,503	9,773.79	3,729	72.40
01001	5173	OP-GROUP INSURANCE	12,035	12,035	11,266.09	769	93.60
01001	5174	OP-MEDICARE/OTHER TAXES	1,275	1,000	696.32	304	69.60
01001	5175	STATE UNEMPLOYMENT INSURANCE	0	275	81.96	193	29.80
01001	5179	OP-MISC FRINGES	500	500	12.15	488	2.40
01001	5180	OP-RETIREMENT LIABILITY	42,700	42,700	0.00	42,700	0.00
01001	5181	OP-OPEB LIABILITY	15,000	15,000	0.00	15,000	0.00
01001	5210	OP-UTILITIES	500	500	58.26	442	11.70
01001	5270	OP-MISC RENTALS	1,000	1,000	35.53	964	3.60
01001	5272	OP-RENT	3,600	3,600	3,525.00	75	97.90
01001	5290	OP-CUSTODIAL SERVICES	800	800	810.88	-11	101.40
01001	5301	OP-ADVERTISING	160,000	160,000	119,835.81	40,164	74.90
01001	5309	OP-IT SERVICES	398	398	339.05	59	85.20
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	5,000	3,900	3,880.73	19	99.50
01001	5314	OP-PAYROLL SERVICES	80	1,080	104.39	976	9.70
01001	5315	OP-LEGAL SERVICES	195,000	195,000	224,736.96	-29,737	115.20
01001	5316	OP-AUDIT FEES	1,000	1,500	1,494.55	5	99.60
01001	5318	OP-TREASURY SERVICES	1,000	1,000	453.10	547	45.30
01001	5319	OP-CONTRACTUAL	20,000	34,000	27,680.25	6,320	81.40
01001	5320	OP-OUTREACH/MARKETING CONTRACT	100,000	100,000	76,884.32	23,116	76.90
01001	5341	OP-POSTAGE	10,000	10,000	7,801.11	2,199	78.00
01001	5343	OP-TELEPHONES	1,257	2,857	1,897.83	959	66.40
01001	5344	OP-INTERNET	587	2,187	1,424.21	763	65.10
01001	5345	OP-PRINTING	12,500	12,500	11,709.76	790	93.70
01001	5400	OP-SUPPLIES	1,500	1,500	113.72	1,386	7.60
01001	5490	OP-FOOD SUPPLIES	500	500	382.02	118	76.40
01001	5710	OP-TRAVEL IN STATE	17,000	4,400	1,915.67	2,484	43.50
01001	5720	OP-TRAVEL OUT STATE	6,000	0	1,645.32	-1,645	100.00
01001	5730	OP-SPONSORSHIPS	41,800	41,800	27,199.50	14,601	65.10
01001	5731	OP-SUBSCRIPTIONS	20,000	20,000	19,100.50	900	95.50
01001	5732	OP-SOFTWARE LICENSES	1,225	2,225	1,567.45	658	70.40
01001	5741	OP-INSURANCE	15,000	15,000	13,133.15	1,867	87.60
01001	5789	OP-UNPAID BILLS	2,000	2,000	0.00	2,000	0.00
01001	5850	OP-MISC EQUIPMENT	500	500	491.69	8	98.30
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	1,000	1,000	4,341.70	-3,342	434.20
01001	5855	OP-COMPUTER EQUIPMENT	3,000	3,000	0.00	3,000	0.00
		<b>Total 01 OPERATING FUND</b>	<b>757,260</b>	<b>757,260</b>	<b>638,119.16</b>	<b>119,141</b>	<b>84.30</b>
		<b>Expense Total</b>	<b>757,260</b>	<b>757,260</b>	<b>638,119.16</b>	<b>119,141</b>	<b>84.30</b>

Mil Adder Revenue thru December 2020: \$986,452

2020 Budgeted (Based on 2020 EES)

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
<b>A - Residential</b>	<b>\$ 1,578,859</b>	<b>\$ 749,627</b>	<b>\$ 18,360,036</b>	<b>\$ 4,991,575</b>	<b>\$ 498,880</b>	<b>\$ 26,178,977</b>
A1 - Residential New Buildings	\$ 44,374	\$ 23,234	\$ 1,033,587	\$ 224,208	\$ -	\$ 1,325,403
A1a - Residential New Homes & Renovations	\$ 44,374	\$ 23,234	\$ 1,033,587	\$ 224,208	\$ -	\$ 1,325,403
A2 - Residential Existing Buildings	\$ 1,199,780	\$ 461,092	\$ 15,556,071	\$ 4,521,194	\$ -	\$ 21,738,137
A2a - Residential Coordinated Delivery	\$ 579,878	\$ 147,635	\$ 9,793,399	\$ 1,851,849	\$ -	\$ 12,372,762
A2b - Residential Conservation Services (RCS)	\$ 99,394	\$ 42,200	\$ -	\$ 1,762,831	\$ -	\$ 1,904,425
A2c - Residential Retail	\$ 278,493	\$ 216,496	\$ 4,952,982	\$ 582,481	\$ -	\$ 6,030,452
A2d - Residential Behavior	\$ 33,220	\$ 6,739	\$ 665,000	\$ 14,380	\$ -	\$ 719,339
A2e - Residential Active Demand Reduction	\$ 208,795	\$ 48,022	\$ 144,690	\$ 309,652	\$ -	\$ 711,159
A3 - Residential Hard-to-Measure	\$ 334,704	\$ 265,302	\$ 1,770,377	\$ 246,173	\$ 498,880	\$ 3,115,436
A3a - Residential Statewide Marketing	\$ -	\$ 159,797	\$ -	\$ -	\$ -	\$ 159,797
A3b - Residential Statewide Database	\$ 8,193	\$ -	\$ -	\$ -	\$ -	\$ 8,193
A3c - Residential DOER Assessment	\$ 145,089	\$ -	\$ -	\$ -	\$ -	\$ 145,089
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ 37,590	\$ -	\$ 37,590
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 498,880	\$ 498,880
A3g - Residential EEAC Consultants	\$ 40,912	\$ -	\$ -	\$ -	\$ -	\$ 40,912
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ 124,817	\$ -	\$ -	\$ 124,817
A3i - Residential HEAT Loan	\$ 140,511	\$ 30,504	\$ 1,645,560	\$ 158,583	\$ -	\$ 1,975,159
A3j - Residential Education	\$ -	\$ 75,000	\$ -	\$ 50,000	\$ -	\$ 125,000
<b>B - Income Eligible</b>	<b>\$ 448,067</b>	<b>\$ 133,120</b>	<b>\$ 3,581,186</b>	<b>\$ 852,489</b>	<b>\$ 118,302</b>	<b>\$ 5,133,165</b>
B1 - Income Eligible Existing Buildings	\$ 388,086	\$ 114,547	\$ 3,581,186	\$ 827,489	\$ -	\$ 4,911,309
B1a - Income Eligible Coordinated Delivery	\$ 346,284	\$ 105,440	\$ 3,581,186	\$ 818,199	\$ -	\$ 4,851,109
B1b - Income Eligible Active Demand Reduction	\$ 41,802	\$ 9,107	\$ -	\$ 9,290	\$ -	\$ 60,199
B2 - Income Eligible Hard-to-Measure	\$ 59,981	\$ 18,573	\$ -	\$ 25,000	\$ 118,302	\$ 221,856
B2a - Income Eligible Statewide Marketing	\$ -	\$ 18,573	\$ -	\$ -	\$ -	\$ 18,573
B2b - Income Eligible Statewide Database	\$ 1,013	\$ -	\$ -	\$ -	\$ -	\$ 1,013
B2c - Income Eligible DOER Assessment	\$ 29,381	\$ -	\$ -	\$ -	\$ -	\$ 29,381
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ 25,000	\$ -	\$ 25,000
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 118,302	\$ 118,302
B2g - Income Eligible Energy Affordability Network	\$ 29,587	\$ -	\$ -	\$ -	\$ -	\$ 29,587
<b>C - Commercial &amp; Industrial</b>	<b>\$ 1,008,313</b>	<b>\$ 342,918</b>	<b>\$ 12,828,707</b>	<b>\$ 1,784,196</b>	<b>\$ 961,863</b>	<b>\$ 16,925,996</b>
C1 - C&I New Buildings	\$ 46,997	\$ 6,777	\$ 360,850	\$ 211,701	\$ -	\$ 626,324
C1a - C&I New Buildings & Major Renovations	\$ 46,997	\$ 6,777	\$ 360,850	\$ 211,701	\$ -	\$ 626,324
C2 - C&I Existing Buildings	\$ 856,194	\$ 301,880	\$ 12,430,357	\$ 1,544,141	\$ -	\$ 15,132,572
C2a - C&I Existing Building Retrofit	\$ 705,439	\$ 243,930	\$ 10,426,875	\$ 1,138,156	\$ -	\$ 12,514,399
C2b - C&I New & Replacement Equipment	\$ 78,565	\$ 45,596	\$ 1,017,402	\$ 278,348	\$ -	\$ 1,419,911
C2c - C&I Active Demand Reduction	\$ 72,190	\$ 12,354	\$ 986,080	\$ 127,637	\$ -	\$ 1,198,262
C3 - C&I Hard-to-Measure	\$ 105,122	\$ 34,261	\$ 37,500	\$ 28,354	\$ 961,863	\$ 1,167,099
C3a - C&I Statewide Marketing	\$ -	\$ 29,261	\$ -	\$ -	\$ -	\$ 29,261
C3b - C&I Statewide Database	\$ 1,394	\$ -	\$ -	\$ -	\$ -	\$ 1,394
C3c - C&I DOER Assessment	\$ 97,530	\$ -	\$ -	\$ -	\$ -	\$ 97,530
C3d - C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3e - C&I Workforce Development	\$ -	\$ 5,000	\$ -	\$ 28,354	\$ -	\$ 33,354
C3f - C&I Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 961,863	\$ 961,863
C3g - C&I EEAC Consultants	\$ 6,197	\$ -	\$ -	\$ -	\$ -	\$ 6,197
C3h - C&I R&D and Demonstration	\$ -	\$ -	\$ 37,500	\$ -	\$ -	\$ 37,500
<b>Grand Total</b>	<b>\$ 3,035,238</b>	<b>\$ 1,225,666</b>	<b>\$ 34,769,928</b>	<b>\$ 7,628,260</b>	<b>\$ 1,579,045</b>	<b>\$ 48,238,137</b>

2020 Actuals through December 2020

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
<b>A - Residential</b>	<b>\$ 1,285,955</b>	<b>\$ 466,882</b>	<b>\$ 17,328,812</b>	<b>\$ 4,253,652</b>	<b>\$ 542,935</b>	<b>\$ 23,878,236</b>
A1 - Residential New Buildings	\$ 45,386	\$ 17,541	\$ 792,450	\$ 119,215	\$ -	\$ 974,592
A1a - Residential New Homes & Renovations	\$ 45,386	\$ 17,541	\$ 792,450	\$ 119,215	\$ -	\$ 974,592
A2 - Residential Existing Buildings	\$ 945,343	\$ 340,312	\$ 14,376,305	\$ 4,007,611	\$ -	\$ 19,669,572
A2a - Residential Coordinated Delivery	\$ 510,105	\$ 129,834	\$ 8,674,574	\$ 1,473,326	\$ -	\$ 10,787,839
A2b - Residential Conservation Services (RCS)	\$ 101,071	\$ 24,863	\$ -	\$ 1,171,903	\$ -	\$ 1,297,837
A2c - Residential Retail	\$ 280,755	\$ 173,779	\$ 5,678,831	\$ 624,057	\$ -	\$ 6,757,422
A2d - Residential Behavior	\$ 33,977	\$ 7,529	\$ -	\$ 663,305	\$ -	\$ 704,812
A2e - Residential Active Demand Reduction	\$ 19,435	\$ 4,307	\$ 22,900	\$ 75,020	\$ -	\$ 121,662
A3 - Residential Hard-to-Measure	\$ 295,226	\$ 109,029	\$ 2,160,058	\$ 126,825	\$ 542,935	\$ 3,234,072
A3a - Residential Statewide Marketing	\$ -	\$ 55,370	\$ -	\$ -	\$ -	\$ 55,370
A3b - Residential Statewide Database	\$ 640	\$ -	\$ -	\$ -	\$ -	\$ 640
A3c - Residential DOER Assessment	\$ 150,212	\$ -	\$ -	\$ -	\$ -	\$ 150,212
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ 15,100	\$ -	\$ 15,100
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 542,935	\$ 542,935
A3g - Residential EEAC Consultants	\$ 62,820	\$ -	\$ -	\$ -	\$ -	\$ 62,820
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3i - Residential HEAT Loan	\$ 81,554	\$ 18,073	\$ 2,160,058	\$ 111,725	\$ -	\$ 2,371,409
A3j - Residential Education	\$ -	\$ 35,586	\$ -	\$ -	\$ -	\$ 35,586
<b>B - Income Eligible</b>	<b>\$ 253,075</b>	<b>\$ 59,829</b>	<b>\$ 1,324,395</b>	<b>\$ 360,148</b>	<b>\$ 117,424</b>	<b>\$ 2,114,871</b>
B1 - Income Eligible Existing Buildings	\$ 188,129	\$ 47,574	\$ 1,324,395	\$ 357,591	\$ -	\$ 1,917,690
B1a - Income Eligible Coordinated Delivery	\$ 188,129	\$ 47,574	\$ 1,324,395	\$ 357,591	\$ -	\$ 1,917,690
B1b - Income Eligible Active Demand Reduction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2 - Income Eligible Hard-to-Measure	\$ 64,945	\$ 12,255	\$ -	\$ 2,557	\$ 117,424	\$ 197,181
B2a - Income Eligible Statewide Marketing	\$ -	\$ 12,255	\$ -	\$ -	\$ -	\$ 12,255
B2b - Income Eligible Statewide Database	\$ 110	\$ -	\$ -	\$ -	\$ -	\$ 110
B2c - Income Eligible DOER Assessment	\$ 43,698	\$ -	\$ -	\$ -	\$ -	\$ 43,698
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ 2,557	\$ -	\$ 2,557
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 117,424	\$ 117,424
B2g - Income Eligible Energy Affordability Network	\$ 21,137	\$ -	\$ -	\$ -	\$ -	\$ 21,137
<b>C - Commercial &amp; Industrial</b>	<b>\$ 885,487</b>	<b>\$ 339,181</b>	<b>\$ 4,404,494</b>	<b>\$ 944,548</b>	<b>\$ 641,382</b>	<b>\$ 7,215,092</b>
C1 - C&I New Buildings	\$ 31,722	\$ 6,537	\$ 131,086	\$ 81,448	\$ -	\$ 250,793
C1a - C&I New Buildings & Major Renovations	\$ 31,722	\$ 6,537	\$ 131,086	\$ 81,448	\$ -	\$ 250,793
C2 - C&I Existing Buildings	\$ 764,656	\$ 293,944	\$ 4,273,408	\$ 857,725	\$ -	\$ 6,189,732
C2a - C&I Existing Building Retrofit	\$ 633,382	\$ 187,390	\$ 3,608,351	\$ 541,562	\$ -	\$ 4,970,684
C2b - C&I New & Replacement Equipment	\$ 71,888	\$ 94,238	\$ 648,702	\$ 143,805	\$ -	\$ 958,632
C2c - C&I Active Demand Reduction	\$ 59,386	\$ 12,316	\$ 16,355	\$ 172,358	\$ -	\$ 260,416
C3 - C&I Hard-to-Measure	\$ 89,109	\$ 38,700	\$ -	\$ 5,375	\$ 641,382	\$ 774,567
C3a - C&I Statewide Marketing	\$ -	\$ 38,700	\$ -	\$ -	\$ -	\$ 38,700
C3b - C&I Statewide Database	\$ 353	\$ -	\$ -	\$ -	\$ -	\$ 353
C3c - C&I DOER Assessment	\$ 79,202	\$ -	\$ -	\$ -	\$ -	\$ 79,202
C3d - C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3e - C&I Workforce Development	\$ -	\$ -	\$ -	\$ 5,375	\$ -	\$ 5,375
C3f - C&I Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 641,382	\$ 641,382
C3g - C&I EEAC Consultants	\$ 9,553	\$ -	\$ -	\$ -	\$ -	\$ 9,553
C3h - C&I R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Grand Total</b>	<b>\$ 2,424,516</b>	<b>\$ 865,892</b>	<b>\$ 23,057,701</b>	<b>\$ 5,558,348</b>	<b>\$ 1,301,741</b>	<b>\$ 33,208,199</b>

2020 Actuals as Percent of Budgeted

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
<b>A - Residential</b>	<b>81.4%</b>	<b>62.3%</b>	<b>94.4%</b>	<b>85.2%</b>	<b>108.8%</b>	<b>91.2%</b>
A1 - Residential New Buildings	102.3%	75.5%	76.7%	53.2%	0.0%	73.5%
A1a - Residential New Homes & Renovations	102.3%	75.5%	76.7%	53.2%	0.0%	73.5%
A2 - Residential Existing Buildings	78.8%	73.8%	92.4%	88.6%	0.0%	90.5%
A2a - Residential Coordinated Delivery	88.0%	87.9%	88.6%	79.6%	0.0%	87.2%
A2b - Residential Conservation Services (RCS)	101.7%	58.9%	0.0%	66.5%	0.0%	68.1%
A2c - Residential Retail	100.8%	80.3%	114.7%	107.1%	0.0%	112.1%
A2d - Residential Behavior	102.3%	111.7%	0.0%	4612.6%	0.0%	98.0%
A2e - Residential Active Demand Reduction	9.3%	9.0%	15.8%	24.2%	0.0%	17.1%
A3 - Residential Hard-to-Measure	88.2%	41.1%	122.0%	51.5%	108.8%	103.8%
A3a - Residential Statewide Marketing	0.0%	34.7%	0.0%	0.0%	0.0%	34.7%
A3b - Residential Statewide Database	7.8%	0.0%	0.0%	0.0%	0.0%	7.8%
A3c - Residential DOER Assessment	103.5%	0.0%	0.0%	0.0%	0.0%	103.5%
A3d - Residential Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3e - Residential Workforce Development	0.0%	0.0%	0.0%	40.2%	0.0%	40.2%
A3f - Residential Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	108.8%	108.8%
A3g - Residential EEAC Consultants	153.6%	0.0%	0.0%	0.0%	0.0%	153.6%
A3h - Residential R&D and Demonstration	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3i - Residential HEAT Loan	58.0%	59.2%	131.3%	70.5%	0.0%	120.1%
A3j - Residential Education	0.0%	47.4%	0.0%	0.0%	0.0%	28.5%
<b>B - Income Eligible</b>	<b>56.5%</b>	<b>44.9%</b>	<b>37.0%</b>	<b>42.2%</b>	<b>99.3%</b>	<b>41.2%</b>
B1 - Income Eligible Existing Buildings	48.5%	41.5%	37.0%	43.2%	0.0%	39.0%
B1a - Income Eligible Coordinated Delivery	54.3%	45.1%	37.0%	43.7%	0.0%	39.5%
B1b - Income Eligible Active Demand Reduction	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2 - Income Eligible Hard-to-Measure	108.3%	66.0%	0.0%	10.2%	99.3%	88.9%
B2a - Income Eligible Statewide Marketing	0.0%	66.0%	0.0%	0.0%	0.0%	66.0%
B2b - Income Eligible Statewide Database	10.9%	0.0%	0.0%	0.0%	0.0%	10.9%
B2c - Income Eligible DOER Assessment	148.7%	0.0%	0.0%	0.0%	0.0%	148.7%
B2d - Income Eligible Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2e - Income Eligible Workforce Development	0.0%	0.0%	0.0%	10.2%	0.0%	10.2%
B2f - Income Eligible Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	99.3%	99.3%
B2g - Income Eligible Energy Affordability Network	71.4%	0.0%	0.0%	0.0%	0.0%	71.4%
<b>C - Commercial &amp; Industrial</b>	<b>87.8%</b>	<b>98.9%</b>	<b>34.3%</b>	<b>52.9%</b>	<b>66.7%</b>	<b>42.6%</b>
C1 - C&I New Buildings	67.5%	96.5%	36.3%	38.5%	0.0%	40.0%
C1a - C&I New Buildings & Major Renovations	67.5%	96.5%	36.3%	38.5%	0.0%	40.0%
C2 - C&I Existing Buildings	89.3%	97.4%	34.4%	55.5%	0.0%	40.9%
C2a - C&I Existing Building Retrofit	89.8%	76.8%	34.6%	47.6%	0.0%	39.7