



ATTORNEYS AT LAW

The Firm has attorneys also admitted to
practice in District of Columbia, Idaho
and New Hampshire

1337 Massachusetts Ave
Box 301
Arlington, MA 02476
617-644-7681
www.kolawpc.com

August 1, 2022

VIA ELECTRONIC MAIL ONLY (dpu.efiling@mass.gov)

Mark D. Marini, Secretary
Department of Public Utilities
One South Station
Boston, Massachusetts 02110

Re: *Cape Light Compact JPE*, D.P.U. 22-116
2019-2021 Energy Efficiency Term Report

Dear Secretary Marini:

On behalf of the towns of Aquinnah, Barnstable, Bourne, Brewster, Chatham, Chilmark, Dennis, Edgartown, Eastham, Falmouth, Harwich, Mashpee, Oak Bluffs, Orleans, Provincetown, Sandwich, Tisbury, Truro, West Tisbury, Wellfleet and Yarmouth, and Dukes County, organized and operating collectively as the Cape Light Compact JPE (the “Compact”), enclosed is the Compact’s 2019-2021 Energy Efficiency Term Report for filing with the Department of Public Utilities (the “Department”).¹ Plan Year 2021 was the third and final year of implementation under the *2019-2021 Massachusetts Joint Statewide Electric and Gas Three-Year Energy Efficiency Plan*, as reviewed and approved by the Department in its Order D.P.U. 18-110 through D.P.U. 18-119. The Compact respectfully requests that the Department approve the 2019-2021 Energy Efficiency Term Report and approve the Compact’s total costs in the amount of \$134 million associated with implementing its energy efficiency programs. Also enclosed is a Motion for Protective Treatment of Confidential Information related to Appendix D, the vendor invoice summary, which is being filed in redacted form as well as confidentially under separate cover.

The Massachusetts Energy Efficiency Program Administrators² (the “Program Administrators” or “PAs”) successfully delivered on very ambitious energy savings goals for the

¹ This report is being submitted pursuant to D.P.U. 11-120-A, Phase II (2013) (approving revised Energy Efficiency Guidelines) and D.P.U. 11-120-B (June 2, 2016) (approving an Energy Efficiency Three-Year Term Report Template).

² The Massachusetts Program Administrators are: The Berkshire Gas Company, Fitchburg Gas & Electric Light Company d/b/a Unitil, Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty, Massachusetts Electric Company, Nantucket Electric Company, Boston Gas Company and former Colonial Gas Company, each d/b/a National Grid, NSTAR Electric Company, NSTAR Gas Company and

2019-2021 term, while maintaining budgetary control³ and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities.

As part of the 2019-2021 Plan, the Program Administrators built on many years of successful delivery of energy efficiency measures and programs, while at the same time working on new initiatives and overcoming the unprecedented challenge posed by the COVID-19 pandemic. Thanks to the diligent and creative efforts by the PAs and their partners, the electric PAs achieved 90 percent of the lifetime electric savings goal and 94 percent of planned total benefits. The electric PAs spent 96 percent of their planned budget for the term. Meanwhile, the gas PAs achieved 91 percent of the lifetime gas savings goal and 101 percent of planned total benefits statewide. The gas PAs spent 108 percent of their planned budget for the term. These savings corresponded with an impressive reduction of 2,548,444 tons of greenhouse gas (“GHG”) emissions over the 2019-2021 period. These reductions included 102 percent of the electric PAs GHG reduction goals and 83 percent of the gas PAs GHG reduction goals. Moreover, the PAs realized these savings even though they could no longer take credit for energy savings associated with replacing conventional lighting with LEDs—due in part to the PAs’ prior efforts, the lighting market has already transformed so that the more efficient product is the new standard.

The PAs and their partners overcame substantial obstacles to achieve these gains. To protect their employees and customers, the PAs suspended all on-premises Home Energy Assessments during the height of the pandemic, but the PAs and their partners successfully adjusted to “Virtual Home Energy Assessments.” And although the pandemic created a backlog of work installing residential energy efficiency measures, the PAs successfully promoted efficiency through other channels, including online audits, upstream/point-of-sale offers, and active demand response. Thanks to this adaptability, as well as the collaboration evident in new organizations like the PA-convened COVID Contractors Mitigation Group, the critical goals of the energy efficiency program advanced without any known cases of contractor-to-customer transmission of COVID.

The PAs also continued their pursuit of critical long-term goals, especially the equitable provision of energy efficiency services. The PAs have worked closely with the new Equity Working Group in developing strategies to reach underserved groups like low and moderate income customers, renters, households with a primary language other than English, and small businesses. These discussions have developed into concrete commitments in the 2022-2024 Plan to increase investment in efficiency services in environmental justice communities and the creation of a new Clean Energy Pathways internship program for women, people of color, and young people from low-income communities. Another focal point of these efforts going forward will be the Community First Partnership Program through which the PAs will collaborate with trusted local institutions like municipal governments and non-profits to reach underserved communities.

Eversource Gas Company of Massachusetts, each d/b/a Eversource Energy, and the Cape Light Compact JPE.

³ Please refer to Exh. CLC, Section VI(A) for a description of the Compact’s mid-term modification issues.

Mark D. Marini, Secretary

August 1, 2022

Page 3

The PAs are appreciative of the support and assistance in achieving energy efficiency in Massachusetts from various parties, including the Department of Energy Resources, the Office of the Attorney General, the Low-Income Energy Affordability Network, the Energy Efficiency Advisory Council, participating contractors, multiple cities and towns, and many other stakeholders and customers who have contributed to the successes of the programs in 2019-2021. The accomplishments reflected in the enclosed Term Report demonstrate the PAs' commitment throughout the 2019-2021 term to deliver energy efficiency programs as broadly and effectively as possible. As described in the 2022-2024 Plan, the PAs plan to facilitate even deeper energy savings by continuing to collaborate with their valued partners to achieve these critical goals.

Thank you for your time and attention to this matter. If you have any questions, please do not hesitate to contact me.

Very truly yours,

A handwritten signature in blue ink, reading "Audrey Eidelman Kiernan".

Audrey Eidelman Kiernan, Esq.

AEK/drb

Enclosures

cc: Jeffrey Leupold, Esq., Department of Public Utilities (via email only)
Sarah Smegal, Esq., Department of Public Utilities (via email only)
Stephanie Mealey, Esq., Department of Public Utilities (via email only)
Krista Hawley, Esq., Department of Public Utilities (via email only)
Jo Ann Bodemer, Esq., Office of the Attorney General (via email only)
Donald Boecke, Esq., Office of the Attorney General (via email only)
Rachel Graham Evans, Esq., Department of Energy Resources (via email only)
Jerrold Oppenheim, Esq., Low-Income Energy Affordability Network (via email only)
Members of the Energy Efficiency Advisory Council (via email only)
Margaret T. Downey, Compact Administrator (via email only)



Cape Light Compact JPE

Term Report on Energy Efficiency Activities for 2019–2021

**Submitted to the
Massachusetts Department of Public Utilities
and the Massachusetts Department of Energy Resources
August 1, 2022**

Cape Light Compact JPE

D.P.U. 22-116

2019–2021 Energy Efficiency Term Report

TABLE OF CONTENTS

Introduction

Part One – Data Tables

Part Two – Narrative

1. Core Initiative Variances & Cost-Effectiveness

I. Residential Programs

II. Income-Eligible Programs

III. Commercial Programs

2. Low-Income Cost Allocation

3. Minimization of Administrative Costs

4. Competitive Procurement

5. Benefit-Cost Ratio Screening Tool

6. Statewide Technical Reference Manual/Library

7. Statewide Evaluation Studies Summary

Previously Submitted Evaluation Studies Incorporated by Reference

Annual Summary for Year Three (2021)

Summary of the Studies with the Most Significant Effects

Evaluation Studies Recommendations Table

8. Three-Year Costs

Invoice Summary Table

Sponsorships and Subscriptions

9. Performance Incentive Models

10. Renter, Income, And Language Data

11. Investigations Report

Appendix A Benefit-Cost Ratio Screening Tool

Appendix B Technical Reference Manual – 2021 Report Version

Appendix C Statewide Evaluation Studies Summary

Appendix C-1: List of Previous Studies Incorporated by Reference

Appendix C-2: Evaluation Studies Completed in Advance of the 2019-2021 Term Report Not Previously Submitted

Appendix C-3: Statewide Evaluation Studies Summary

Appendix C-4: Evaluation Studies

Appendix C-5: Summary of the Evaluation Studies with the Most Significant Impacts

Appendix C-6: Summary of Recommendations from Evaluation Studies Completed During the 2019-2021 Term

Appendix D Invoice Summary Tables

Appendix E Sponsorships and Subscriptions

Introduction

Description of 2019–2021 Three-Year Sponsorships and Subscriptions

Appendix F Performance Incentive Models

Appendix G Alternative Performance Incentive Models

Appendix H Renter, Income, and Language Data

Appendix I Investigations Report

Appendix CLC-1 Cape Light Compact Town Activity Reports

Appendix CLC-2 Cape Light Compact Energy Education Outreach Activities

Appendix CLC-3 Shared Costs

Shared Costs and Consumer Advocacy Matters

Regulatory Background on the Compact's Shared Costs

2021 Shared Costs

Consumer Advocacy Costs related to Energy Efficiency

INTRODUCTION

The Cape Light Compact JPE (“Compact”) is pleased with the results of its 2019–2021 Three-Year Energy Efficiency Plan (“2019–2021 Three-Year Plan”), the fourth of such plans envisioned by the Green Communities Act (“GCA”) and approved by the Department of Public Utilities (“Department” or “DPU”). The Compact and the other Massachusetts Energy Efficiency Program Administrators (the “Program Administrators” or “PAs”) diligently implemented their respective plans over the past three years. Program Year 2021 continued to build on the nationally acclaimed accomplishments of the 2019 and 2020 plan-years and the prior Three-Year Plans. Over the course of three years, the Compact’s programs showed remarkable success with respect to achievement of real benefits for the environment and the economy in the Commonwealth of Massachusetts. The Compact maintained a cost-effective portfolio throughout the three-year term, complying with the directives of the GCA in ensuring that it makes available all cost-effective energy efficiency opportunities.

The Compact’s successful energy efficiency programs implementation in 2019 and 2020 is described in the Compact’s 2019 Energy Efficiency Plan-Year Report (“2019 Plan-Year Report”) (D.P.U. 20-50) and the Compact’s 2020 Energy Efficiency Plan-Year Report (“2020 Plan-Year Report”) (D.P.U. 21-70), respectively. For 2021, the Compact enjoyed the following notable awards and accomplishments:

- 2019 ENERGY STAR® Partner of the Year – Sustained Excellence Award
- 2019 Advanced Rooftop Unit (“RTU”) Campaign Award for Commercial and Industrial HVAC programs from the U.S. Environmental Protection Agency
- 2021 ENERGY STAR Partner of the Year Award

The results for all three years of the 2019–2021 Three-Year Plan, presented in this 2019–2021 Term Report (“Term Report”), indicate that the Compact continues to offer successful energy efficiency programs. Over the three-year term, the Compact has achieved:

- cost-effective programs with a benefit-cost ratio (“BCR”) of 1.70;
- net benefits of \$125 million (2019\$);
- annual energy savings of 105 GWh;
- lifetime energy savings of 914 GWh;
- total benefits of \$304 million (2019\$); and
- program costs of \$134 million (\$ nominal).

PART ONE – DATA TABLES

Energy Efficiency Data Tables

Overview

Cape Light Compact

August 1, 2022

DATA OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2019 through 2021. The planned values are consistent with each Program Administrator's 2019-2021 Three-Year Plan. The 2021 preliminary and evaluated values are presented here for the first time as part of each Program Administrator's 2019-2021 Term Report.

USING THE DATA TABLES

These Term Report data tables are in a pivot table format with set outputs based on the Department's direction in D.P.U. 11-120-B (June 2, 2016). Users can manipulate the data by using either the raw data included on the Master Data tab, or the Slicers shown on the Selections tab. The Slicers will update the comparisons between years and between reporting periods (planned, preliminary, or evaluated) on all tables except the Variance tables. The Variance tables are fixed for the three years in total, and the reporting period is consistent with the Department's direction.

CORRECTIONS TO 2019 AND 2020 DATA

In performing a complete data review for this Term Report, the Program Administrators have updated certain limited data from previous years to correct errors. The data tables filed in this Term Report represent the final values for all three years. Additionally, updated Benefit-Cost Screening models for previous years that correspond to the final data tables are included at Appendix A.

SUPPORTING INFORMATION

The data included in these tables is based on other supporting models. The primary supporting models used by the Program Administrators in the preparation of this 2019-2021 Term Report are the Benefit-Cost Screening model and the Performance Incentive model. These exhibits should be referenced when looking for more detailed analyses, such as measure-level savings. High-level summaries for each of these models are provided below.

Benefit-Cost Screening Models

The Benefit-Cost Screening model provides measure-level savings and benefits. This model uses the avoided cost values from the 2018 Avoided Energy Supply Cost study prepared by Synapse Energy Economics, Inc.

Performance Incentive Model

The Performance Incentive model filed as part of the Joint Statewide Three-Year Plan provides support for the performance incentive dollars proposed for collection by the Program Administrator. Final performance incentive amounts will be based on the three-year term and will be subject to review and final approval in the three-year term report; the amounts shown in the Plan Year Report are based on the data available to date and will change as additional years of data are included. Note that performance incentives are not applicable to the Cape Light Compact.

EM&V ACTIVITIES

The Evaluation, Monitoring & Verification (EMV) Section of the Joint Statewide Three-Year Plan describes in detail the EM&V activities planned for 2019-2021. The EMV section of each Program Administrator's 2019-2021 Term Report summarizes the evaluation results completed in 2021 and their impact on the 2021 evaluated results. The Technical Reference Library (TRL) has been updated to account for recent evaluation results.

2019-2021 Term Report Data Tables

Template Version: July 5, 2022

PA-Specific Information

CURRENT FILING INFORMATION

Distribution Fuel	Electric
Program Administrator	Cape Light Compact
Date of Filing	August 1, 2022
Name of Filing	2019-2021 Term Report

FILING DATES AND DOCKETS

Reporting Period	Filing Date	DPU Docket Number
2019 Plan	February 19, 2019	D.P.U. 18-116
2020 Plan	February 19, 2019	D.P.U. 18-116
2021 Plan	February 19, 2019	D.P.U. 18-116
2019 Preliminary and Evaluated	May 29, 2020	D.P.U. 20-50
2020 Preliminary and Evaluated	June 4, 2021	D.P.U. 21-70
2021 Preliminary and Evaluated	August 1, 2022	D.P.U. 22-116

RATES FOR ADJUSTMENTS

2020 Nominal Discount Rate	2.33%
2021 Nominal Discount Rate	2.33%

REFERENCED YEARS

Current Plan Year 1	2019
Current Plan Year 2	2020
Current Plan Year 3	2021

GHG EMISSIONS REDUCTION FACTORS (Short Tons)

GHG per:	NOX	SO2	CO2
Electricity (MWh)	0.000164	0.000042	0.494000
Gas (Therm)			0.005850
Oil (MMBTU)			0.080693
Propane (MMBTU)			0.069589
Source:	File named "3-year plan EFs 8-9-18.xlsx"		

Technical Reference Library

TRL Link	https://etrm.anbetrack.com/#/workarea/home?token=6d6c45766e692f527044
----------	---

PROGRAM ADMINISTRATORS

PA Name	Distribution Company	2019-2021 Plan Docket Numbers	2019-2021 Term Report Docket Numbers
Cape Light Compact	Electric	D.P.U. 18-116	D.P.U. 22-116
Eversource Electric	Electric	D.P.U. 18-119	D.P.U. 22-119
National Grid Electric	Electric	D.P.U. 18-118	D.P.U. 22-118
Unitil Electric	Electric	D.P.U. 18-117	D.P.U. 22-117
Berkshire	Gas	D.P.U. 18-111	D.P.U. 22-110
Eversource Gas (EGMA)	Gas	D.P.U. 18-110	D.P.U. 22-111
Eversource Gas (NSTAR)	Gas	D.P.U. 18-115	D.P.U. 22-115
National Grid Gas	Gas	D.P.U. 18-114	D.P.U. 22-114
Liberty	Gas	D.P.U. 18-113	D.P.U. 22-113
Unitil Gas	Gas	D.P.U. 18-112	D.P.U. 22-112
Statewide Electric	Electric	Statewide Electric	Statewide Electric
Statewide Gas	Gas	Statewide Gas	Statewide Gas

Color Coding

Formula
PA-specific input
Filing-specific input

Selections for Data Displayed in Tables

2019-2021 Term Report

Cape Light Compact

August 1, 2022

Use the options in the boxes below to select the data shown and compared in the Term Report data tables.

Tables with Master Data source

Select the PA and corresponding Distribution Company

Program Administrator

Cape Light Compact

Eversource

National Grid

Statewide Electric

Unitil

Berkshire

CMA

Liberty

Statewide Gas

Distribution Company

Electric

Select comparison Reporting Periods

First Comparison

Evaluated

Planned

Preliminary

Second Comparison

Evaluated

Planned

Preliminary

Select comparison Year

Year

2019

2020

2021

Tables with Master ADR data source

Select the PA and corresponding Distribution Company

Program Administrator

Cape Light Compact

Statewide Electric

Distribution Company

Electric

Select comparison Reporting Periods

First Comparison

Evaluated

Planned

Preliminary

Second Comparison

Evaluated

Planned

Preliminary

Tables with Master Sector data source

Select the PA and corresponding Distribution Company

Program Administrator

Cape Light Compact

Eversource

National Grid

Statewide Electric

Unitil

Berkshire

CMA

Liberty

Statewide Gas

Distribution Company

Electric

Gas

Notes

- To select more than one option, press the Control button while clicking on the options.
- If no data is included for a Program Administrator on the MasterData tabs, then the Program Administrator's name and distribution company may not appear in the above boxes. For example, if this is a Program Administrator-specific filing, then the other Program Administrators names may not appear in the boxes for selection.

Significant Variances
2019-2021 Significant Variances
Cape Light Compact
August 1, 2022

2019-2021 Significant Variances												
Program	Program Costs (\$)			Lifetime Electric Savings (MWh)			Total Resource Benefits (2019\$)			Total Benefits (2019\$)		
	Planned	Actual	Planned v. Actual (%)	Planned	Preliminary	Planned v. Preliminary (%)	Planned	Preliminary	Planned v. Preliminary (%)	Preliminary	Evaluated	Preliminary v. Evaluated (%)
A - Residential	72,520,946	92,437,985	27%	264,408	392,221	48%	191,165,668	195,624,093	2%	224,907,247	201,434,968	-10%
A1 - Residential New Buildings	2,931,861	3,013,642	3%	41,046	64,583	57%	19,375,203	14,088,983	-27%	14,860,486	9,832,734	-34%
A1a - Residential New Homes & Renovations	2,931,861	3,013,642	3%	41,046	64,583	57%	19,375,203	14,088,983	-27%	14,860,486	9,832,734	-34%
A2 - Residential Existing Buildings	60,465,835	77,890,882	29%	223,362	327,638	47%	171,790,465	181,535,110	6%	210,046,761	191,602,234	-9%
A2a - Residential Coordinated Delivery	33,351,806	49,345,102	48%	137,825	187,104	36%	101,030,084	106,810,020	6%	132,078,472	129,898,730	-2%
A2b - Residential Conservation Services (RCS)	5,773,380	5,506,470	-5%	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	18,164,818	20,579,044	13%	67,441	140,273	108%	65,854,121	74,023,712	12%	77,266,911	61,005,402	-21%
A2d - Residential Behavior	2,270,438	2,054,722	-10%	18,096	260	-99%	3,433,865	98,296	-97%	98,296	95,020	-3%
A2e - Residential Active Demand Reduction	905,393	405,544	-55%	-	(0)	-	1,472,397	603,082	-59%	603,082	603,082	0%
A3 - Residential Hard-to-Measure	9,123,250	11,533,460	26%	-	-	-	-	-	-	-	-	-
B - Income Eligible	13,691,624	10,325,255	-25%	53,282	29,831	-44%	16,906,540	9,556,421	-43%	15,696,932	15,235,612	-3%
B1 - Income Eligible Existing Buildings	13,004,258	9,554,703	-27%	53,282	29,831	-44%	16,906,540	9,556,421	-43%	15,696,932	15,235,612	-3%
B1a - Income Eligible Coordinated Delivery	13,004,258	9,554,703	-27%	53,282	29,831	-44%	16,906,540	9,556,421	-43%	15,696,932	15,235,612	-3%
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	687,366	770,552	12%	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	49,024,760	30,785,133	-37%	593,812	577,775	-3%	117,249,021	82,947,909	-29%	92,113,151	87,688,513	-5%
C1 - C&I New Buildings	1,900,493	952,333	-50%	49,727	42,000	-16%	6,291,474	6,157,176	-2%	6,304,843	6,346,521	1%
C1a - C&I New Buildings & Major Renovations	1,900,493	952,333	-50%	49,727	42,000	-16%	6,291,474	6,157,176	-2%	6,304,843	6,346,521	1%
C2 - C&I Existing Buildings	44,985,448	26,937,659	-40%	544,085	535,775	-2%	110,957,547	76,790,733	-31%	85,808,308	81,341,992	-5%
C2a - C&I Existing Building Retrofit	37,866,647	21,911,970	-42%	482,639	257,471	-47%	83,178,011	47,302,592	-43%	56,072,628	52,175,295	-7%
C2b - C&I New & Replacement Equipment	4,088,614	4,294,723	5%	61,446	278,305	353%	11,994,684	28,602,084	138%	28,849,623	28,434,832	-1%
C2c - C&I Active Demand Reduction	3,030,187	730,967	-76%	-	(0)	-	15,784,852	886,056	-94%	886,056	731,866	-17%
C3 - C&I Hard-to-Measure	2,138,818	2,895,142	35%	-	-	-	-	-	-	-	-	-
Grand Total	135,237,329	133,548,373	-1%	911,502	999,827	10%	325,321,230	288,128,424	-11%	332,717,330	304,359,093	-9%

Notes

- Significant variances, which require explanation, are defined as:
 - (1) variances between planned and actual core initiative budget of ten percent or greater
 - (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of ten percent or greater
 - (3) variances between planned and preliminary core initiative total resource benefits showing a decrease of ten percent or greater
 - (4) variances between preliminary and evaluated core initiative total benefits of ten percent or greater.
- Variances are calculated as a percent of the three-year goal, meaning variance are calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan Year Report year.
- Cells highlighted in the above tables indicate that a variance is significant enough to require explanation. Refer to the Program Administrator's Plan Year Report for explanations of significant variances.

Program Administrator Budgets
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	4,382,372	2,243,408	49,522,627	14,403,198	1,969,341	72,520,946	-	72,520,946	104	2.64
A1 - Residential New Buildings	162,268	76,587	2,082,976	610,029	-	2,931,861	-	2,931,861	1,890	6.61
A1a - Residential New Homes & Renovations	162,268	76,587	2,082,976	610,029	-	2,931,861	-	2,931,861	1,890	6.61
A2 - Residential Existing Buildings	3,348,579	1,394,436	42,610,406	13,112,415	-	60,465,835	-	60,465,835	87	2.84
A2a - Residential Coordinated Delivery	1,842,710	494,055	25,582,270	5,432,770	-	33,351,806	-	33,351,806	3,040	3.03
A2b - Residential Conservation Services (RCS)	318,988	141,726	-	5,312,665	-	5,773,380	-	5,773,380	-	-
A2c - Residential Retail	997,529	706,748	14,635,526	1,825,016	-	18,164,818	-	18,164,818	40	3.63
A2d - Residential Behavior	124,908	26,638	2,065,000	53,892	-	2,270,438	-	2,270,438	10	1.51
A2e - Residential Active Demand Reduction	64,443	25,269	327,609	488,072	-	905,393	-	905,393	-	1.63
A3 - Residential Hard-to-Measure	871,525	772,385	4,829,246	680,754	1,969,341	9,123,250	-	9,123,250	-	-
A3a - Residential Statewide Marketing	-	479,392	-	-	-	479,392	-	479,392	-	-
A3b - Residential Statewide Database	24,578	-	-	-	-	24,578	-	24,578	-	-
A3c - Residential DOER Assessment	435,267	-	-	-	-	435,267	-	435,267	-	-
A3d - Residential Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
A3e - Residential Workforce Development	-	-	-	112,769	-	112,769	-	112,769	-	-
A3f - Residential Evaluation and Market Research	-	-	-	-	1,969,341	1,969,341	-	1,969,341	-	-
A3g - Residential EEAC Consultants	122,735	-	-	-	-	122,735	-	122,735	-	-
A3h - Residential R&D and Demonstration	-	-	384,565	-	-	384,565	-	384,565	-	-
A3i - Residential HEAT Loan	288,945	67,993	4,444,681	417,985	-	5,219,604	-	5,219,604	-	-
A3j - Residential Education	-	225,000	-	150,000	-	375,000	-	375,000	-	-
B - Income Eligible	862,725	303,059	9,936,841	2,212,294	376,705	13,691,624	-	13,691,624	3,260	1.23
B1 - Income Eligible Existing Buildings	682,784	247,339	9,936,841	2,137,294	-	13,004,258	-	13,004,258	3,096	1.30
B1a - Income Eligible Coordinated Delivery	682,784	247,339	9,936,841	2,137,294	-	13,004,258	-	13,004,258	3,096	1.30
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	179,942	55,720	-	75,000	376,705	687,366	-	687,366	-	-
B2a - Income Eligible Statewide Marketing	-	55,720	-	-	-	55,720	-	55,720	-	-
B2b - Income Eligible Statewide Database	3,038	-	-	-	-	3,038	-	3,038	-	-
B2c - Income Eligible DOER Assessment	88,143	-	-	-	-	88,143	-	88,143	-	-
B2d - Income Eligible Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
B2e - Income Eligible Workforce Development	-	-	-	75,000	-	75,000	-	75,000	-	-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	376,705	376,705	-	376,705	-	-
B2g - Income Eligible Energy Affordability Network	88,761	-	-	-	-	88,761	-	88,761	-	-
C - Commercial & Industrial	3,386,653	1,142,110	37,460,152	5,512,738	1,523,108	49,024,760	-	49,024,760	8,174	2.39
C1 - C&I New Buildings	157,377	25,163	1,082,350	635,604	-	1,900,493	-	1,900,493	12,422	3.31
C1a - C&I New Buildings & Major Renovations	157,377	25,163	1,082,350	635,604	-	1,900,493	-	1,900,493	12,422	3.31
C2 - C&I Existing Buildings	2,913,911	1,014,163	36,265,302	4,792,072	-	44,985,448	-	44,985,448	7,696	2.47
C2a - C&I Existing Building Retrofit	2,441,501	827,794	31,177,214	3,420,138	-	37,866,647	-	37,866,647	16,162	2.20
C2b - C&I New & Replacement Equipment	259,035	144,942	2,580,783	1,103,854	-	4,088,614	-	4,088,614	1,170	2.93
C2c - C&I Active Demand Reduction	213,376	41,427	2,507,305	268,079	-	3,030,187	-	3,030,187	505,031	5.21
C3 - C&I Hard-to-Measure	315,365	102,783	112,500	85,063	1,523,108	2,138,818	-	2,138,818	-	-
C3a - C&I Statewide Marketing	-	87,783	-	-	-	87,783	-	87,783	-	-
C3b - C&I Statewide Database	4,183	-	-	-	-	4,183	-	4,183	-	-
C3c - C&I DOER Assessment	292,590	-	-	-	-	292,590	-	292,590	-	-
C3d - C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C3e - C&I Workforce Development	-	15,000	-	85,063	-	100,063	-	100,063	-	-
C3f - C&I Evaluation and Market Research	-	-	-	-	1,523,108	1,523,108	-	1,523,108	-	-
C3g - C&I EEAC Consultants	18,592	-	-	-	-	18,592	-	18,592	-	-
C3h - C&I R&D and Demonstration	-	-	112,500	-	-	112,500	-	112,500	-	-
Grand Total	8,631,749	3,688,577	96,919,620	22,128,230	3,869,153	135,237,329	-	135,237,329	190	2.41

Program Administrator Budgets
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	4,445,870	1,610,027	67,149,087	17,195,783	2,037,218	92,437,985	-	92,437,985	160	1.86
A1 - Residential New Buildings	163,707	66,016	2,333,641	450,278	-	3,013,642	-	3,013,642	2,634	3.01
A1a - Residential New Homes & Renovations	163,707	66,016	2,333,641	450,278	-	3,013,642	-	3,013,642	2,634	3.01
A2 - Residential Existing Buildings	3,405,540	1,168,287	57,415,963	15,901,092	-	77,890,882	-	77,890,882	135	2.09
A2a - Residential Coordinated Delivery	1,861,253	442,391	40,246,388	6,795,070	-	49,345,102	-	49,345,102	1,734	2.11
A2b - Residential Conservation Services (RCS)	357,050	86,074	-	5,063,346	-	5,506,470	-	5,506,470	-	-
A2c - Residential Retail	1,010,258	600,013	17,036,471	1,932,301	-	20,579,044	-	20,579,044	38	2.81
A2d - Residential Behavior	126,506	27,061	11,967	1,889,188	-	2,054,722	-	2,054,722	684,907	0.05
A2e - Residential Active Demand Reduction	50,474	12,747	121,137	221,186	-	405,544	-	405,544	142	1.49
A3 - Residential Hard-to-Measure	876,623	375,724	7,399,482	844,413	2,037,218	11,533,460	-	11,533,460	-	-
A3a - Residential Statewide Marketing	-	244,646	-	-	-	244,646	-	244,646	-	-
A3b - Residential Statewide Database	3,296	-	-	-	-	3,296	-	3,296	-	-
A3c - Residential DOER Assessment	409,098	-	-	-	-	409,098	-	409,098	-	-
A3d - Residential Sponsorships & Subscriptions	12,795	-	-	-	398	13,194	-	13,194	-	-
A3e - Residential Workforce Development	-	-	-	307,780	-	307,780	-	307,780	-	-
A3f - Residential Evaluation and Market Research	-	-	-	-	2,036,820	2,036,820	-	2,036,820	-	-
A3g - Residential EEAC Consultants	160,033	-	-	-	-	160,033	-	160,033	-	-
A3h - Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
A3i - Residential HEAT Loan	291,400	58,868	7,399,482	500,451	-	8,250,201	-	8,250,201	-	-
A3j - Residential Education	-	72,211	-	36,182	-	108,393	-	108,393	-	-
B - Income Eligible	872,774	217,456	7,010,761	1,786,694	437,571	10,325,255	-	10,325,255	1,555	0.93
B1 - Income Eligible Existing Buildings	688,141	161,549	7,010,761	1,694,252	-	9,554,703	-	9,554,703	1,439	1.00
B1a - Income Eligible Coordinated Delivery	688,141	161,549	7,010,761	1,694,252	-	9,554,703	-	9,554,703	1,439	1.00
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	184,633	55,907	-	92,442	437,571	770,552	-	770,552	-	-
B2a - Income Eligible Statewide Marketing	-	55,907	-	-	-	55,907	-	55,907	-	-
B2b - Income Eligible Statewide Database	568	-	-	-	-	568	-	568	-	-
B2c - Income Eligible DOER Assessment	97,697	-	-	-	-	97,697	-	97,697	-	-
B2d - Income Eligible Sponsorships & Subscriptions	2,742	-	-	-	67	2,808	-	2,808	-	-
B2e - Income Eligible Workforce Development	-	-	-	92,442	-	92,442	-	92,442	-	-
B2f - Income Eligible Evaluation and Market Research	-	-	-	-	437,504	437,504	-	437,504	-	-
B2g - Income Eligible Energy Affordability Network	83,626	-	-	-	-	83,626	-	83,626	-	-
C - Commercial & Industrial	3,079,483	1,144,050	20,766,821	3,640,114	2,154,664	30,785,133	-	30,785,133	7,904	2.49
C1 - C&I New Buildings	114,514	21,213	513,079	303,526	-	952,333	-	952,333	11,904	6.33
C1a - C&I New Buildings & Major Renovations	114,514	21,213	513,079	303,526	-	952,333	-	952,333	11,904	6.33
C2 - C&I Existing Buildings	2,704,416	950,108	20,253,742	3,029,393	-	26,937,659	-	26,937,659	7,061	2.62
C2a - C&I Existing Building Retrofit	2,280,454	657,739	16,873,965	2,099,811	-	21,911,970	-	21,911,970	11,191	1.94
C2b - C&I New & Replacement Equipment	246,048	258,752	3,244,919	545,004	-	4,294,723	-	4,294,723	2,370	6.35
C2c - C&I Active Demand Reduction	177,913	33,617	134,859	384,578	-	730,967	-	730,967	16,244	1.00
C3 - C&I Hard-to-Measure	260,553	172,729	-	307,195	2,154,664	2,895,142	-	2,895,142	-	-
C3a - C&I Statewide Marketing	-	172,646	-	-	-	172,646	-	172,646	-	-
C3b - C&I Statewide Database	1,819	-	-	-	-	1,819	-	1,819	-	-
C3c - C&I DOER Assessment	221,886	-	-	-	-	221,886	-	221,886	-	-
C3d - C&I Sponsorships & Subscriptions	11,878	-	-	-	239	12,117	-	12,117	-	-
C3e - C&I Workforce Development	-	83	-	307,195	-	307,278	-	307,278	-	-
C3f - C&I Evaluation and Market Research	-	-	-	-	2,154,426	2,154,426	-	2,154,426	-	-
C3g - C&I EEAC Consultants	24,969	-	-	-	-	24,969	-	24,969	-	-
C3h - C&I R&D and Demonstration	-	-	-	-	-	-	-	-	-	-
Grand Total	8,398,126	2,971,534	94,926,669	22,622,591	4,629,453	133,548,373	-	133,548,373	226	1.93

Program Administrator Budgets
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated v. Planned Program Administrator Budget Variances (%)											
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost	
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs					
A - Residential	1%	-28%	36%	19%	3%	27%		27%	54%	-29%	
A1 - Residential New Buildings	1%	-14%	12%	-26%		3%		3%	39%	-55%	
A1a - Residential New Homes & Renovations	1%	-14%	12%	-26%		3%		3%	39%	-55%	
A2 - Residential Existing Buildings	2%	-16%	35%	21%		29%		29%	56%	-26%	
A2a - Residential Coordinated Delivery	1%	-10%	57%	25%		48%		48%	-43%	-30%	
A2b - Residential Conservation Services (RCS)	12%	-39%		-5%		-5%		-5%			
A2c - Residential Retail	1%	-15%	16%	6%		13%		13%	-6%	-22%	
A2d - Residential Behavior	1%	2%	-99%	3405%		-10%		-10%	7119148%	-97%	
A2e - Residential Active Demand Reduction	-22%	-50%	-63%	-55%		-55%		-55%		-9%	
A3 - Residential Hard-to-Measure	1%	-51%	53%	24%	3%	26%		26%			
A3a - Residential Statewide Marketing			-49%			-49%		-49%			
A3b - Residential Statewide Database	-87%					-87%		-87%			
A3c - Residential DOER Assessment	-6%					-6%		-6%			
A3d - Residential Sponsorships & Subscriptions											
A3e - Residential Workforce Development				173%		173%		173%			
A3f - Residential Evaluation and Market Research					3%	3%		3%			
A3g - Residential EEAC Consultants	30%					30%		30%			
A3h - Residential R&D and Demonstration			-100%			-100%		-100%			
A3i - Residential HEAT Loan	1%	-13%	66%	20%		58%		58%			
A3j - Residential Education		-68%		-76%		-71%		-71%			
B - Income Eligible	1%	-28%	-29%	-19%	16%	-25%		-25%	-52%	-25%	
B1 - Income Eligible Existing Buildings	1%	-35%	-29%	-21%		-27%		-27%	-54%	-23%	
B1a - Income Eligible Coordinated Delivery	1%	-35%	-29%	-21%		-27%		-27%	-54%	-23%	
B1b - Income Eligible Active Demand Reduction											
B2 - Income Eligible Hard-to-Measure	3%	0%		23%	16%	12%		12%			
B2a - Income Eligible Statewide Marketing		0%				0%		0%			
B2b - Income Eligible Statewide Database	-81%					-81%		-81%			
B2c - Income Eligible DOER Assessment	11%					11%		11%			
B2d - Income Eligible Sponsorships & Subscriptions											
B2e - Income Eligible Workforce Development				23%		23%		23%			
B2f - Income Eligible Evaluation and Market Research					16%	16%		16%			
B2g - Income Eligible Energy Affordability Network	-6%					-6%		-6%			
C - Commercial & Industrial	-9%	0%	-45%	-34%	41%	-37%		-37%	-3%	4%	
C1 - C&I New Buildings	-27%	-16%	-53%	-52%		-50%		-50%	-4%	91%	
C1a - C&I New Buildings & Major Renovations	-27%	-16%	-53%	-52%		-50%		-50%	-4%	91%	
C2 - C&I Existing Buildings	-7%	-6%	-44%	-37%		-40%		-40%	-8%	6%	
C2a - C&I Existing Building Retrofit	-7%	-21%	-46%	-39%		-42%		-42%	-31%	-12%	
C2b - C&I New & Replacement Equipment	-5%	79%	26%	-51%		5%		5%	103%	116%	
C2c - C&I Active Demand Reduction	-17%	-19%	-95%	43%		-76%		-76%	-97%	-81%	
C3 - C&I Hard-to-Measure	-17%	68%	-100%	261%	41%	35%		35%			
C3a - C&I Statewide Marketing		97%				97%		97%			
C3b - C&I Statewide Database	-57%					-57%		-57%			
C3c - C&I DOER Assessment	-24%					-24%		-24%			
C3d - C&I Sponsorships & Subscriptions											
C3e - C&I Workforce Development		-99%		261%		207%		207%			
C3f - C&I Evaluation and Market Research					41%	41%		41%			
C3g - C&I EEAC Consultants	34%					34%		34%			
C3h - C&I R&D and Demonstration			-100%			-100%		-100%			
Grand Total	-3%	-19%	-2%	2%	20%	-1%		-1%	19%	-20%	

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2019\$, 2020\$, 2021\$).
- Refer to common definitions for allocation of costs.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Savings
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Net Savings									
Program	# of Participants	Electric						Natural Gas	
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	699,905	8,701	12,349	56,106	264,408	407,318	1,796,397	513,486	13,995,828
A1 - Residential New Buildings	1,551	334	628	3,007	41,046	21,835	266,422	-	-
A1a - Residential New Homes & Renovations	1,551	334	628	3,007	41,046	21,835	266,422	-	-
A2 - Residential Existing Buildings	698,354	8,367	11,721	53,099	223,362	385,483	1,529,975	513,486	13,995,828
A2a - Residential Coordinated Delivery	10,970	2,091	3,674	17,715	137,825	128,589	911,770	697,406	14,927,281
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	451,384	3,841	4,281	17,288	67,441	125,426	486,737	(183,920)	(931,454)
A2d - Residential Behavior	236,000	2,436	3,765	18,096	18,096	131,468	131,468	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-
B - Income Eligible	4,200	773	1,218	6,424	53,282	46,722	359,779	-	-
B1 - Income Eligible Existing Buildings	4,200	773	1,218	6,424	53,282	46,722	359,779	-	-
B1a - Income Eligible Coordinated Delivery	4,200	773	1,218	6,424	53,282	46,722	359,779	-	-
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	5,998	8,265	7,109	51,004	593,812	373,156	4,021,907	(188,072)	(2,016,036)
C1 - C&I New Buildings	153	214	184	2,825	49,727	20,720	330,074	(6,629)	(122,943)
C1a - C&I New Buildings & Major Renovations	153	214	184	2,825	49,727	20,720	330,074	(6,629)	(122,943)
C2 - C&I Existing Buildings	5,845	8,051	6,925	48,179	544,085	352,436	3,691,834	(181,443)	(1,893,093)
C2a - C&I Existing Building Retrofit	2,343	6,670	6,071	41,603	482,639	304,292	3,269,969	(177,720)	(1,863,837)
C2b - C&I New & Replacement Equipment	3,496	1,381	855	6,576	61,446	48,144	421,865	(3,722)	(29,256)
C2c - C&I Active Demand Reduction	6	-	-	-	-	-	-	-	-
Grand Total	710,103	17,739	20,676	113,534	911,502	827,196	6,178,083	325,414	11,979,791

2019-2021 Evaluated Net Savings									
Program	# of Participants	Electric						Natural Gas	
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		(Therms)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	579,125	9,257	10,787	52,556	339,369	382,030	2,270,536	421,418	12,833,787
A1 - Residential New Buildings	1,144	185	490	2,547	46,940	18,420	300,069	-	-
A1a - Residential New Homes & Renovations	1,144	185	490	2,547	46,940	18,420	300,069	-	-
A2 - Residential Existing Buildings	577,981	9,071	10,297	50,009	292,429	363,609	1,970,467	421,418	12,833,787
A2a - Residential Coordinated Delivery	28,463	2,952	5,025	23,795	177,663	172,704	1,175,281	643,867	13,346,207
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	546,665	4,656	5,227	25,947	114,499	188,954	793,234	(222,449)	(512,421)
A2d - Residential Behavior	3	44	45	267	267	1,952	1,952	-	-
A2e - Residential Active Demand Reduction	2,850	1,420	-	(0)	(0)	(0)	(0)	-	-
B - Income Eligible	6,638	644	795	4,441	30,229	32,581	209,664	-	-
B1 - Income Eligible Existing Buildings	6,638	644	795	4,441	30,229	32,581	209,664	-	-
B1a - Income Eligible Coordinated Delivery	6,638	644	795	4,441	30,229	32,581	209,664	-	-
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	3,895	8,830	7,293	47,975	544,585	351,217	3,687,993	(812,340)	(11,665,510)
C1 - C&I New Buildings	80	317	124	2,409	41,602	17,670	276,643	(5,416)	(100,431)
C1a - C&I New Buildings & Major Renovations	80	317	124	2,409	41,602	17,670	276,643	(5,416)	(100,431)
C2 - C&I Existing Buildings	3,815	8,513	7,169	45,566	502,983	333,547	3,411,350	(806,924)	(11,565,079)
C2a - C&I Existing Building Retrofit	1,958	4,817	4,507	22,429	228,028	164,233	1,562,179	(86,761)	(807,182)
C2b - C&I New & Replacement Equipment	1,812	2,642	2,663	23,138	274,955	169,315	1,849,172	(720,163)	(10,757,897)
C2c - C&I Active Demand Reduction	45	1,054	-	(0)	(0)	(1)	(1)	-	-
Grand Total	589,658	18,731	18,875	104,973	914,183	765,828	6,168,192	(390,922)	1,168,277

Program Savings
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated v. Planned Net Savings Variances (%)										
Program	# of Participants	Electric						Natural Gas		
		Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)		Natural Gas (Therms)		
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	-17%	6%	-13%	-6%	28%	-6%	26%	-18%	-8%	
A1 - Residential New Buildings	-26%	-45%	-22%	-15%	14%	-16%	13%			
A1a - Residential New Homes & Renovations	-26%	-45%	-22%	-15%	14%	-16%	13%			
A2 - Residential Existing Buildings	-17%	8%	-12%	-6%	31%	-6%	29%	-18%	-8%	
A2a - Residential Coordinated Delivery	159%	41%	37%	34%	29%	34%	29%	-8%	-11%	
A2b - Residential Conservation Services (RCS)										
A2c - Residential Retail	21%	21%	22%	50%	70%	51%	63%	21%	-45%	
A2d - Residential Behavior	-100%	-98%	-99%	-99%	-99%	-99%	-99%			
A2e - Residential Active Demand Reduction										
B - Income Eligible	58%	-17%	-35%	-31%	-43%	-30%	-42%			
B1 - Income Eligible Existing Buildings	58%	-17%	-35%	-31%	-43%	-30%	-42%			
B1a - Income Eligible Coordinated Delivery	58%	-17%	-35%	-31%	-43%	-30%	-42%			
B1b - Income Eligible Active Demand Reduction										
C - Commercial & Industrial	-35%	7%	3%	-6%	-8%	-6%	-8%	332%	479%	
C1 - C&I New Buildings	-48%	48%	-33%	-15%	-16%	-15%	-16%	-18%	-18%	
C1a - C&I New Buildings & Major Renovations	-48%	48%	-33%	-15%	-16%	-15%	-16%	-18%	-18%	
C2 - C&I Existing Buildings	-35%	6%	4%	-5%	-8%	-5%	-8%	345%	511%	
C2a - C&I Existing Building Retrofit	-16%	-28%	-26%	-46%	-53%	-46%	-52%	-51%	-57%	
C2b - C&I New & Replacement Equipment	-48%	91%	212%	252%	347%	252%	338%	19247%	36671%	
C2c - C&I Active Demand Reduction	650%									
Grand Total	-17%	6%	-9%	-8%	0%	-7%	0%	-220%	-90%	

- Notes**
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.
 - MMBtu savings are calculated consistent with the findings in the Study to Propose a More Refined Method to Account for the Conversion of Electric Savings to MMBtu Savings (2019 Energy Efficiency Plan-Year Reports, D.P.U. 20-50, Appendix 7).

Program Savings
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Net Savings												
Program	Deliverable Fuels				Other				Total Savings		Electric Energy, no Fuel Switching or ADR (MWh)	
	Oil (MMBTU)		Propane (MMBTU)		Wood (MMBTU)		Water (Gallons)		MMBTU		Annual	Lifetime
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime		
A - Residential	134,373	2,715,837	52,738	1,085,518	-	-	8,104,805	58,759,716	645,778	6,997,335	62,527	377,965
A1 - Residential New Buildings	56	1,362	14,494	357,785	-	-	-	-	36,385	625,569	3,007	41,046
A1a - Residential New Homes & Renovations	56	1,362	14,494	357,785	-	-	-	-	36,385	625,569	3,007	41,046
A2 - Residential Existing Buildings	134,317	2,714,475	38,244	727,733	-	-	8,104,805	58,759,716	609,393	6,371,766	59,519	336,920
A2a - Residential Coordinated Delivery	77,393	1,582,402	17,538	328,378	-	-	7,301,649	53,137,625	293,260	4,315,278	17,859	140,354
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	56,924	1,132,073	20,707	399,355	-	-	803,156	5,622,091	184,665	1,925,019	23,565	178,470
A2d - Residential Behavior	-	-	-	-	-	-	-	-	131,468	131,468	18,096	18,096
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	12,816	240,503	2,686	45,426	-	-	-	-	62,224	645,707	6,424	53,282
B1 - Income Eligible Existing Buildings	12,816	240,503	2,686	45,426	-	-	-	-	62,224	645,707	6,424	53,282
B1a - Income Eligible Coordinated Delivery	12,816	240,503	2,686	45,426	-	-	-	-	62,224	645,707	6,424	53,282
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	(14,299)	(159,584)	104	2,335	-	-	743,241	6,225,762	340,154	3,663,054	51,004	593,812
C1 - C&I New Buildings	(309)	(4,238)	-	-	-	-	13,997	111,975	19,748	313,542	2,825	49,727
C1a - C&I New Buildings & Major Renovations	(309)	(4,238)	-	-	-	-	13,997	111,975	19,748	313,542	2,825	49,727
C2 - C&I Existing Buildings	(13,990)	(155,347)	104	2,335	-	-	729,244	6,113,787	320,406	3,349,512	48,179	544,085
C2a - C&I Existing Building Retrofit	(13,335)	(149,397)	104	2,335	-	-	661,743	5,490,206	273,290	2,936,523	41,603	482,639
C2b - C&I New & Replacement Equipment	(656)	(5,950)	-	-	-	-	67,501	623,581	47,116	412,990	6,576	61,446
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total	132,890	2,796,755	55,528	1,133,279	-	-	8,848,046	64,985,479	1,048,156	11,306,096	119,955	1,025,060

2019-2021 Evaluated Net Savings												
Program	Deliverable Fuels				Other				Total Savings		Electric Energy, no Fuel Switching or ADR (MWh)	
	Oil (MMBTU)		Propane (MMBTU)		Wood (MMBTU)		Water (Gallons)		MMBTU		Annual	Lifetime
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime		
A - Residential	105,952	2,222,524	39,697	786,767	-	-	13,731,412	165,082,299	569,821	6,563,205	56,571	410,471
A1 - Residential New Buildings	127	3,146	2,726	71,874	-	-	-	-	21,273	375,089	2,547	46,940
A1a - Residential New Homes & Renovations	127	3,146	2,726	71,874	-	-	-	-	21,273	375,089	2,547	46,940
A2 - Residential Existing Buildings	105,825	2,219,378	36,971	714,892	-	-	13,731,412	165,082,299	548,548	6,188,117	54,025	363,531
A2a - Residential Coordinated Delivery	76,882	1,552,655	13,505	272,224	-	-	13,678,101	164,320,353	327,478	4,334,781	23,951	180,452
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	27,813	665,593	22,973	442,175	-	-	53,311	761,945	217,495	1,849,760	29,806	182,812
A2d - Residential Behavior	1,130	1,130	494	494	-	-	-	-	3,576	3,576	267	267
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	(0)	(0)	-	-
B - Income Eligible	5,781	113,891	1,047	20,024	-	-	2,227,938	26,856,627	39,408	343,579	4,512	31,348
B1 - Income Eligible Existing Buildings	5,781	113,891	1,047	20,024	-	-	2,227,938	26,856,627	39,408	343,579	4,512	31,348
B1a - Income Eligible Coordinated Delivery	5,781	113,891	1,047	20,024	-	-	2,227,938	26,856,627	39,408	343,579	4,512	31,348
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	(6,376)	(63,598)	564	5,505	-	-	2,244,080	21,544,696	264,171	2,463,349	47,987	544,784
C1 - C&I New Buildings	(293)	(4,264)	-	-	-	-	35,229	535,678	16,835	262,337	2,409	41,602
C1a - C&I New Buildings & Major Renovations	(293)	(4,264)	-	-	-	-	35,229	535,678	16,835	262,337	2,409	41,602
C2 - C&I Existing Buildings	(6,083)	(59,335)	564	5,505	-	-	2,208,850	21,009,018	247,336	2,201,012	45,579	503,182
C2a - C&I Existing Building Retrofit	(5,467)	(55,383)	564	5,505	-	-	1,648,720	13,675,860	150,654	1,431,582	22,433	228,087
C2b - C&I New & Replacement Equipment	(616)	(3,952)	-	-	-	-	560,130	7,333,158	96,683	769,431	23,146	275,096
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	(1)	(1)	-	-
Grand Total	105,357	2,272,817	41,308	812,295	-	-	18,203,430	213,483,622	873,401	9,370,133	109,071	986,603

Program Savings
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated v. Planned Net Savings Variances (%)													
Program	Deliverable Fuels				Other				Total Savings		Electric Energy, no Fuel Switching or ADR (MWh)		
	Oil (MMBTU)		Propane (MMBTU)		Wood (MMBTU)		Water (Gallons)		MMBTU				
	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	
A - Residential	-21%	-18%	-25%	-28%			69%	181%	-12%	-6%	-10%	9%	
A1 - Residential New Buildings	125%	131%	-81%	-80%					-42%	-40%	-15%	14%	
A1a - Residential New Homes & Renovations	125%	131%	-81%	-80%					-42%	-40%	-15%	14%	
A2 - Residential Existing Buildings	-21%	-18%	-3%	-2%			69%	181%	-10%	-3%	-9%	8%	
A2a - Residential Coordinated Delivery	-1%	-2%	-23%	-17%			87%	209%	12%	0%	34%	29%	
A2b - Residential Conservation Services (RCS)													
A2c - Residential Retail	-51%	-41%	11%	11%			-93%	-86%	18%	-4%	26%	2%	
A2d - Residential Behavior									-97%	-97%	-99%	-99%	
A2e - Residential Active Demand Reduction													
B - Income Eligible	-55%	-53%	-61%	-56%					-37%	-47%	-30%	-41%	
B1 - Income Eligible Existing Buildings	-55%	-53%	-61%	-56%					-37%	-47%	-30%	-41%	
B1a - Income Eligible Coordinated Delivery	-55%	-53%	-61%	-56%					-37%	-47%	-30%	-41%	
B1b - Income Eligible Active Demand Reduction													
C - Commercial & Industrial	-55%	-60%	441%	136%			202%	246%	-22%	-33%	-6%	-8%	
C1 - C&I New Buildings	-5%	1%					152%	378%	-15%	-16%	-15%	-16%	
C1a - C&I New Buildings & Major Renovations	-5%	1%					152%	378%	-15%	-16%	-15%	-16%	
C2 - C&I Existing Buildings	-57%	-62%	441%	136%			203%	244%	-23%	-34%	-5%	-8%	
C2a - C&I Existing Building Retrofit	-59%	-63%	441%	136%			149%	149%	-45%	-51%	-46%	-53%	
C2b - C&I New & Replacement Equipment	-6%	-34%					730%	1076%	105%	86%	252%	348%	
C2c - C&I Active Demand Reduction													
Grand Total	-21%	-19%	-26%	-28%			106%	229%	-17%	-17%	-9%	-4%	

- Notes**
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.
 - MMBtu savings are calculated consistent with the findings in the Study to Propose a More Refined Method to Account for the Conversion of Electric Savings to MMBtu Savings (2019 Energy Efficiency Plan-Year Reports, D.P.U. 20-50, Appendix 7).

Active Demand Reduction Savings
2019-2021 Planned v. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Net Electric Savings							
Core Initiative	# of Participants	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime
2019	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-
2020	1,804	16,018	5,245	(17)	(17)		
A2e - Residential Active Demand Reduction	1,764	1,455	120	(1)	(1)		
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-		
C2c - C&I Active Demand Reduction	40	14,563	5,125	(16)	(16)		
2021	2,763	27,367	7,950	(17)	(17)		
A2e - Residential Active Demand Reduction	2,709	2,247	200	(2)	(2)		
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-		
C2c - C&I Active Demand Reduction	54	25,120	7,750	(16)	(16)		

2019-2021 Evaluated Net Electric Savings							
Core Initiative	# of Participants	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime
2019	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-
2020	729	962	-	(0)	(0)	(1)	(1)
A2e - Residential Active Demand Reduction	704	-	-	-	-	-	-
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C2c - C&I Active Demand Reduction	25	962	-	(0)	(0)	(1)	(1)
2021	2,166	2,474	-	(0)	(0)	(1)	(1)
A2e - Residential Active Demand Reduction	2,146	1,420	-	(0)	(0)	(0)	(0)
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C2c - C&I Active Demand Reduction	20	1,054	-	(0)	(0)	(1)	(1)

2019-2021 Planned v. Evaluated Net Electric Savings Variances (%)							
Core Initiative	# of Participants	Annual Capacity (kW)		Electric Energy (MWh)		Electric Energy (MMBTU)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime
2019							
A2e - Residential Active Demand Reduction							
B1b - Income Eligible Active Demand Reduction							
C2c - C&I Active Demand Reduction							
2020	-60%	-94%	-100%	-98%	-98%		
A2e - Residential Active Demand Reduction	-60%	-100%	-100%	-100%	-100%		
B1b - Income Eligible Active Demand Reduction							
C2c - C&I Active Demand Reduction	-38%	-93%	-100%	-98%	-98%		
2021	-22%	-91%	-100%	-98%	-98%		
A2e - Residential Active Demand Reduction	-21%	-37%	-100%	-97%	-97%		
B1b - Income Eligible Active Demand Reduction							
C2c - C&I Active Demand Reduction	-63%	-96%	-100%	-98%	-98%		

Notes

- The above tables reflect only demand response measures in the active demand reduction core initiatives. These savings cannot be summed across years, so are shown here for each individual year.

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Benefits										
Program	Electric Benefits									
	Capacity						Electric Energy			
	Summer Generation	Capacity DRIPE	Transmission	Distribution	Reliability	Total Capacity Benefits	Electric Energy	Electric Energy DRIPE	Electric Energy Environmental Compliance	Total Electric Energy Benefits
A - Residential	3,304,771	914,270	4,603,949	9,697,681	135,338	18,656,009	17,363,741	5,914,737	9,479,266	32,757,744
A1 - Residential New Buildings	240,595	4,712	288,020	606,681	4,362	1,144,371	2,732,175	558,612	1,439,657	4,730,444
A1a - Residential New Homes & Renovations	240,595	4,712	288,020	606,681	4,362	1,144,371	2,732,175	558,612	1,439,657	4,730,444
A2 - Residential Existing Buildings	3,064,177	909,557	4,315,929	9,090,999	130,976	17,511,638	14,631,566	5,356,125	8,039,608	28,027,299
A2a - Residential Coordinated Delivery	966,895	172,425	1,165,532	2,455,056	21,324	4,781,231	9,058,325	2,176,576	4,877,469	16,112,370
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,894,664	101,981	2,564,016	5,400,800	51,030	10,012,491	4,423,353	2,800,356	2,502,875	9,726,583
A2d - Residential Behavior	167,743	344,902	232,732	490,224	10,960	1,246,560	1,149,351	378,591	659,362	2,187,304
A2e - Residential Active Demand Reduction	34,875	290,249	353,648	744,919	47,663	1,471,355	538	602	(98)	1,042
B - Income Eligible	382,756	50,043	489,190	1,030,421	9,487	1,961,898	3,341,319	1,054,299	1,899,927	6,295,544
B1 - Income Eligible Existing Buildings	382,756	50,043	489,190	1,030,421	9,487	1,961,898	3,341,319	1,054,299	1,899,927	6,295,544
B1a - Income Eligible Coordinated Delivery	382,756	50,043	489,190	1,030,421	9,487	1,961,898	3,341,319	1,054,299	1,899,927	6,295,544
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	8,539,614	3,629,601	13,526,528	28,492,049	668,285	54,856,077	35,938,097	12,098,092	20,923,082	68,959,270
C1 - C&I New Buildings	233,171	3,320	277,253	584,000	4,390	1,102,134	3,033,047	696,853	1,728,036	5,457,936
C1a - C&I New Buildings & Major Renovations	233,171	3,320	277,253	584,000	4,390	1,102,134	3,033,047	696,853	1,728,036	5,457,936
C2 - C&I Existing Buildings	8,306,443	3,626,281	13,249,275	27,908,048	663,895	53,753,943	32,905,050	11,401,239	19,195,045	63,501,334
C2a - C&I Existing Building Retrofit	6,975,705	412,180	8,234,216	17,344,412	129,215	33,095,727	29,221,467	9,962,843	17,020,053	56,204,362
C2b - C&I New & Replacement Equipment	956,887	102,734	1,224,079	2,578,379	23,751	4,885,830	3,677,412	1,430,877	2,176,218	7,284,507
C2c - C&I Active Demand Reduction	373,852	3,111,368	3,790,981	7,985,257	510,929	15,772,387	6,172	7,519	(1,226)	12,465
Grand Total	12,227,142	4,593,914	18,619,667	39,220,151	813,110	75,473,983	56,643,157	19,067,127	32,302,274	108,012,558

2019-2021 Evaluated Benefits										
Program	Electric Benefits									
	Capacity						Electric Energy			
	Summer Generation	Capacity DRIPE	Transmission	Distribution	Reliability	Total Capacity Benefits	Electric Energy	Electric Energy DRIPE	Electric Energy Environmental Compliance	Total Electric Energy Benefits
A - Residential	3,430,508	784,259	4,281,573	9,018,633	96,819	17,611,794	21,964,062	5,830,210	12,021,992	39,816,264
A1 - Residential New Buildings	226,225	8,536	243,285	512,452	2,752	993,251	3,161,011	466,094	1,640,053	5,267,158
A1a - Residential New Homes & Renovations	226,225	8,536	243,285	512,452	2,752	993,251	3,161,011	466,094	1,640,053	5,267,158
A2 - Residential Existing Buildings	3,204,283	775,724	4,038,288	8,506,181	94,067	16,618,543	18,803,051	5,364,116	10,381,939	34,549,106
A2a - Residential Coordinated Delivery	1,436,937	213,648	1,682,757	3,544,531	28,968	6,906,842	11,671,766	2,715,583	6,276,961	20,664,309
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	1,745,710	409,966	2,215,673	4,667,057	46,618	9,085,024	7,115,781	2,642,946	4,095,251	13,853,977
A2d - Residential Behavior	4,106	6,231	4,204	8,856	198	23,596	15,501	5,588	9,729	30,818
A2e - Residential Active Demand Reduction	17,528	145,879	135,653	285,737	18,283	603,081	3	(0)	(2)	1
B - Income Eligible	279,053	46,430	359,653	757,567	7,357	1,450,060	1,912,153	644,664	1,095,219	3,652,035
B1 - Income Eligible Existing Buildings	279,053	46,430	359,653	757,567	7,357	1,450,060	1,912,153	644,664	1,095,219	3,652,035
B1a - Income Eligible Coordinated Delivery	279,053	46,430	359,653	757,567	7,357	1,450,060	1,912,153	644,664	1,095,219	3,652,035
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	6,094,430	500,500	7,857,934	16,551,818	163,753	31,168,434	32,658,173	10,605,118	19,221,863	62,485,154
C1 - C&I New Buildings	359,010	4,856	423,776	892,635	6,499	1,686,777	2,533,213	594,078	1,446,854	4,574,145
C1a - C&I New Buildings & Major Renovations	359,010	4,856	423,776	892,635	6,499	1,686,777	2,533,213	594,078	1,446,854	4,574,145
C2 - C&I Existing Buildings	5,735,420	495,644	7,434,157	15,659,182	157,255	29,481,658	30,124,960	10,011,041	17,775,008	57,911,009
C2a - C&I Existing Building Retrofit	3,456,659	309,813	4,465,208	9,405,439	85,313	17,722,432	13,575,686	5,174,041	8,076,935	26,826,662
C2b - C&I New & Replacement Equipment	2,267,247	90,010	2,776,350	5,848,057	45,985	11,027,650	16,549,117	4,836,842	9,698,098	31,084,058
C2c - C&I Active Demand Reduction	11,514	95,821	192,598	405,686	25,957	731,576	157	157	(25)	289
Grand Total	9,803,991	1,331,189	12,499,160	26,328,018	267,930	50,230,288	56,534,388	17,079,992	32,339,073	105,953,453

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated v. Planned Total Benefits Variances (%)										
Program	Electric Benefits									
	Capacity						Electric Energy			
	Summer Generation	Capacity DRIPE	Transmission	Distribution	Reliability	Total Capacity Benefits	Electric Energy	Electric Energy DRIPE	Electric Energy Environmental Compliance	Total Electric Energy Benefits
A - Residential	4%	-14%	-7%	-7%	-28%	-6%	26%	-1%	27%	22%
A1 - Residential New Buildings	-6%	81%	-16%	-16%	-37%	-13%	16%	-17%	14%	11%
A1a - Residential New Homes & Renovations	-6%	81%	-16%	-16%	-37%	-13%	16%	-17%	14%	11%
A2 - Residential Existing Buildings	5%	-15%	-6%	-6%	-28%	-5%	29%	0%	29%	23%
A2a - Residential Coordinated Delivery	49%	24%	44%	44%	36%	44%	29%	25%	29%	28%
A2b - Residential Conservation Services (RCS)										
A2c - Residential Retail	-8%	302%	-14%	-14%	-9%	-9%	61%	-6%	64%	42%
A2d - Residential Behavior	-98%	-98%	-98%	-98%	-98%	-98%	-99%	-99%	-99%	-99%
A2e - Residential Active Demand Reduction	-50%	-50%	-62%	-62%	-62%	-59%	-99%	-100%	-98%	-100%
B - Income Eligible	-27%	-7%	-26%	-26%	-22%	-26%	-43%	-39%	-42%	-42%
B1 - Income Eligible Existing Buildings	-27%	-7%	-26%	-26%	-22%	-26%	-43%	-39%	-42%	-42%
B1a - Income Eligible Coordinated Delivery	-27%	-7%	-26%	-26%	-22%	-26%	-43%	-39%	-42%	-42%
B1b - Income Eligible Active Demand Reduction										
C - Commercial & Industrial	-29%	-86%	-42%	-42%	-75%	-43%	-9%	-12%	-8%	-9%
C1 - C&I New Buildings	54%	46%	53%	53%	48%	53%	-16%	-15%	-16%	-16%
C1a - C&I New Buildings & Major Renovations	54%	46%	53%	53%	48%	53%	-16%	-15%	-16%	-16%
C2 - C&I Existing Buildings	-31%	-86%	-44%	-44%	-76%	-45%	-8%	-12%	-7%	-9%
C2a - C&I Existing Building Retrofit	-50%	-25%	-46%	-46%	-34%	-46%	-54%	-48%	-53%	-52%
C2b - C&I New & Replacement Equipment	137%	-12%	127%	127%	94%	126%	350%	238%	346%	327%
C2c - C&I Active Demand Reduction	-97%	-97%	-95%	-95%	-95%	-95%	-97%	-98%	-98%	-98%
Grand Total	-20%	-71%	-33%	-33%	-67%	-33%	0%	-10%	0%	-2%

- Notes**
- Benefits for each year are presented in real dollars (2019\$).
 - Total Energy Benefits are the sum of electric benefits, natural gas benefits, and other resource benefits.

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

Program	2019-2021 Planned Benefits										
	Natural Gas Benefits				Oil Benefits				Propane Benefits		
	Natural Gas	Natural Gas DRIPE	Natural Gas Environmental Compliance	Total Natural Gas Benefits	Oil	Oil DRIPE	Oil Environmental Compliance	Total Oil Benefits	Propane	Propane Environmental Compliance	Total Propane Benefits
A - Residential	12,935,328	1,168,106	5,373,751	19,477,185	64,247,696	188,616	14,461,507	78,897,820	35,435,059	4,983,668	40,418,727
A1 - Residential New Buildings	-	-	-	-	32,706	104	7,185	39,995	11,832,451	1,627,942	13,460,393
A1a - Residential New Homes & Renovations	-	-	-	-	32,706	104	7,185	39,995	11,832,451	1,627,942	13,460,393
A2 - Residential Existing Buildings	12,935,328	1,168,106	5,373,751	19,477,185	64,214,990	188,512	14,454,322	78,857,824	23,602,608	3,355,726	26,958,334
A2a - Residential Coordinated Delivery	13,775,988	1,489,725	5,746,753	21,012,467	37,554,694	112,870	8,398,514	46,066,078	10,680,782	1,510,821	12,191,603
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(840,660)	(321,620)	(373,002)	(1,535,282)	26,660,296	75,642	6,055,808	32,791,746	12,921,826	1,844,906	14,766,732
A2d - Residential Behavior	-	-	-	-	-	-	-	-	-	-	-
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	-	-	-	-	5,672,962	16,501	1,284,203	6,973,666	1,465,189	210,244	1,675,432
B1 - Income Eligible Existing Buildings	-	-	-	-	5,672,962	16,501	1,284,203	6,973,666	1,465,189	210,244	1,675,432
B1a - Income Eligible Coordinated Delivery	-	-	-	-	5,672,962	16,501	1,284,203	6,973,666	1,465,189	210,244	1,675,432
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	(1,697,243)	(395,206)	(796,521)	(2,888,971)	(2,989,821)	(6,974)	(869,341)	(3,866,137)	76,786	10,662	87,447
C1 - C&I New Buildings	(104,115)	(14,160)	(47,709)	(165,984)	(81,265)	(234)	(22,938)	(104,438)	-	-	-
C1a - C&I New Buildings & Major Renovations	(104,115)	(14,160)	(47,709)	(165,984)	(81,265)	(234)	(22,938)	(104,438)	-	-	-
C2 - C&I Existing Buildings	(1,593,129)	(381,047)	(748,812)	(2,722,987)	(2,908,556)	(6,740)	(846,403)	(3,761,699)	76,786	10,662	87,447
C2a - C&I Existing Building Retrofit	(1,568,272)	(373,960)	(737,212)	(2,679,444)	(2,799,058)	(6,491)	(813,908)	(3,619,457)	76,786	10,662	87,447
C2b - C&I New & Replacement Equipment	(24,857)	(7,087)	(11,600)	(43,544)	(109,498)	(249)	(32,495)	(142,242)	-	-	-
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
Grand Total	11,238,085	772,900	4,577,230	16,588,214	66,930,837	198,143	14,876,368	82,005,349	36,977,033	5,204,573	42,181,607

Program	2019-2021 Evaluated Benefits										
	Natural Gas Benefits				Oil Benefits				Propane Benefits		
	Natural Gas	Natural Gas DRIPE	Natural Gas Environmental Compliance	Total Natural Gas Benefits	Oil	Oil DRIPE	Oil Environmental Compliance	Total Oil Benefits	Propane	Propane Environmental Compliance	Total Propane Benefits
A - Residential	11,858,115	1,171,200	4,939,143	17,968,458	52,710,287	154,855	11,831,806	64,696,947	25,615,738	3,621,859	29,237,597
A1 - Residential New Buildings	-	-	-	-	74,962	239	16,576	91,776	2,382,737	326,308	2,709,046
A1a - Residential New Homes & Renovations	-	-	-	-	74,962	239	16,576	91,776	2,382,737	326,308	2,709,046
A2 - Residential Existing Buildings	11,858,115	1,171,200	4,939,143	17,968,458	52,635,325	154,616	11,815,230	64,605,171	23,233,001	3,295,551	26,528,551
A2a - Residential Coordinated Delivery	12,300,988	1,366,920	5,145,481	18,813,389	36,816,435	110,172	8,246,295	45,172,901	8,875,280	1,248,258	10,123,539
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-	-	-	-	-
A2c - Residential Retail	(442,872)	(195,720)	(206,338)	(844,930)	15,799,371	44,401	3,562,649	19,406,421	14,345,334	2,044,921	16,390,255
A2d - Residential Behavior	-	-	-	-	19,519	43	6,286	25,849	12,386	2,371	14,757
A2e - Residential Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
B - Income Eligible	-	-	-	-	2,685,697	7,942	606,950	3,300,589	646,369	92,262	738,630
B1 - Income Eligible Existing Buildings	-	-	-	-	2,685,697	7,942	606,950	3,300,589	646,369	92,262	738,630
B1a - Income Eligible Coordinated Delivery	-	-	-	-	2,685,697	7,942	606,950	3,300,589	646,369	92,262	738,630
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	(9,892,251)	(1,715,893)	(4,571,527)	(16,179,670)	(1,172,197)	(2,722)	(347,319)	(1,522,238)	176,710	25,784	202,494
C1 - C&I New Buildings	(84,855)	(11,569)	(38,983)	(135,407)	(80,942)	(236)	(23,049)	(104,226)	-	-	-
C1a - C&I New Buildings & Major Renovations	(84,855)	(11,569)	(38,983)	(135,407)	(80,942)	(236)	(23,049)	(104,226)	-	-	-
C2 - C&I Existing Buildings	(9,807,395)	(1,704,324)	(4,532,543)	(16,044,263)	(1,091,255)	(2,487)	(324,270)	(1,418,012)	176,710	25,784	202,494
C2a - C&I Existing Building Retrofit	(676,796)	(178,075)	(319,861)	(1,174,732)	(1,021,215)	(2,346)	(302,546)	(1,326,107)	176,710	25,784	202,494
C2b - C&I New & Replacement Equipment	(9,130,600)	(1,526,250)	(4,212,682)	(14,869,532)	(70,041)	(141)	(21,723)	(91,905)	-	-	-
C2c - C&I Active Demand Reduction	-	-	-	-	-	-	-	-	-	-	-
Grand Total	1,965,865	(544,693)	367,616	1,788,788	54,223,786	160,075	12,091,437	66,475,298	26,438,817	3,739,904	30,178,722

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

Program	2019-2021 Evaluated v. Planned Total Benefits Variances (%)										
	Natural Gas Benefits				Oil Benefits				Propane Benefits		
	Natural Gas	Natural Gas DRIPE	Natural Gas Environmental Compliance	Total Natural Gas Benefits	Oil	Oil DRIPE	Oil Environmental Compliance	Total Oil Benefits	Propane	Propane Environmental Compliance	Total Propane Benefits
A - Residential	-8%	0%	-8%	-8%	-18%	-18%	-18%	-18%	-28%	-27%	-28%
A1 - Residential New Buildings					129%	129%	131%	129%	-80%	-80%	-80%
A1a - Residential New Homes & Renovations					129%	129%	131%	129%	-80%	-80%	-80%
A2 - Residential Existing Buildings	-8%	0%	-8%	-8%	-18%	-18%	-18%	-18%	-2%	-2%	-2%
A2a - Residential Coordinated Delivery	-11%	-8%	-10%	-10%	-2%	-2%	-2%	-2%	-17%	-17%	-17%
A2b - Residential Conservation Services (RCS)											
A2c - Residential Retail	-47%	-39%	-45%	-45%	-41%	-41%	-41%	-41%	11%	11%	11%
A2d - Residential Behavior											
A2e - Residential Active Demand Reduction											
B - Income Eligible					-53%	-52%	-53%	-53%	-56%	-56%	-56%
B1 - Income Eligible Existing Buildings					-53%	-52%	-53%	-53%	-56%	-56%	-56%
B1a - Income Eligible Coordinated Delivery					-53%	-52%	-53%	-53%	-56%	-56%	-56%
B1b - Income Eligible Active Demand Reduction											
C - Commercial & Industrial	483%	334%	474%	460%	-61%	-61%	-60%	-61%	130%	142%	132%
C1 - C&I New Buildings	-18%	-18%	-18%	-18%	0%	1%	0%	0%			
C1a - C&I New Buildings & Major Renovations	-18%	-18%	-18%	-18%	0%	1%	0%	0%			
C2 - C&I Existing Buildings	516%	347%	505%	489%	-62%	-63%	-62%	-62%	130%	142%	132%
C2a - C&I Existing Building Retrofit	-57%	-52%	-57%	-56%	-64%	-64%	-63%	-63%	130%	142%	132%
C2b - C&I New & Replacement Equipment	36633%	21437%	36216%	34049%	-36%	-44%	-33%	-35%			
C2c - C&I Active Demand Reduction											
Grand Total	-83%	-170%	-92%	-89%	-19%	-19%	-19%	-19%	-28%	-28%	-28%

Notes

- Benefits for each year are presented in real dollars (2019\$).
- Total Energy Benefits are the sum of electric benefits, natural gas benefits, and other resource benefits.

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

Program	2019-2021 Planned Benefits						
	Wood	Water	Total Energy Benefits	Total Environmental Compliance Benefits	Non-Energy Impacts	Total TRC Test Benefits	Total Resource Benefits per Participant
A - Residential	-	958,184	191,165,668	34,298,191	19,336,661	210,502,329	273
A1 - Residential New Buildings	-	-	19,375,203	3,074,784	897,666	20,272,869	12,492
A1a - Residential New Homes & Renovations	-	-	19,375,203	3,074,784	897,666	20,272,869	12,492
A2 - Residential Existing Buildings	-	958,184	171,790,465	31,223,408	18,438,994	190,229,460	246
A2a - Residential Coordinated Delivery	-	866,334	101,030,084	20,533,557	16,526,176	117,556,259	9,210
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-
A2c - Residential Retail	-	91,850	65,854,121	10,030,587	1,912,818	67,766,939	146
A2d - Residential Behavior	-	-	3,433,865	659,362	-	3,433,865	15
A2e - Residential Active Demand Reduction	-	-	1,472,397	(98)	-	1,472,397	-
B - Income Eligible	-	-	16,906,540	3,394,373	12,437,091	29,343,632	4,025
B1 - Income Eligible Existing Buildings	-	-	16,906,540	3,394,373	12,437,091	29,343,632	4,025
B1a - Income Eligible Coordinated Delivery	-	-	16,906,540	3,394,373	12,437,091	29,343,632	4,025
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C - Commercial & Industrial	-	101,334	117,249,021	19,267,881	67,549,846	184,798,867	19,548
C1 - C&I New Buildings	-	1,825	6,291,474	1,657,389	109,976	6,401,450	41,121
C1a - C&I New Buildings & Major Renovations	-	1,825	6,291,474	1,657,389	109,976	6,401,450	41,121
C2 - C&I Existing Buildings	-	99,509	110,957,547	17,610,492	67,439,869	178,397,417	18,983
C2a - C&I Existing Building Retrofit	-	89,376	83,178,011	15,479,595	67,299,090	150,477,101	35,501
C2b - C&I New & Replacement Equipment	-	10,133	11,994,684	2,132,123	140,779	12,135,463	3,431
C2c - C&I Active Demand Reduction	-	-	15,784,852	(1,226)	-	15,784,852	2,630,809
Grand Total	-	1,059,519	325,321,230	56,960,445	99,323,598	424,644,828	458

Program	2019-2021 Evaluated Benefits						
	Wood	Water	Total Energy Benefits	Total Environmental Compliance Benefits	Non-Energy Impacts	Total TRC Test Benefits	Total Resource Benefits per Participant
A - Residential	-	2,658,601	171,989,661	32,414,799	29,445,307	201,434,968	297
A1 - Residential New Buildings	-	-	9,061,231	1,982,937	771,503	9,832,734	7,921
A1a - Residential New Homes & Renovations	-	-	9,061,231	1,982,937	771,503	9,832,734	7,921
A2 - Residential Existing Buildings	-	2,658,601	162,928,430	30,431,863	28,673,804	191,602,234	282
A2a - Residential Coordinated Delivery	-	2,646,367	104,327,347	20,916,995	25,571,383	129,898,730	3,665
A2b - Residential Conservation Services (RCS)	-	-	-	-	-	-	-
A2c - Residential Retail	-	12,233	57,902,981	9,496,483	3,102,421	61,005,402	106
A2d - Residential Behavior	-	-	95,020	18,386	-	95,020	31,673
A2e - Residential Active Demand Reduction	-	-	603,082	(2)	-	603,082	212
B - Income Eligible	-	433,730	9,575,045	1,794,430	5,660,567	15,235,612	1,442
B1 - Income Eligible Existing Buildings	-	433,730	9,575,045	1,794,430	5,660,567	15,235,612	1,442
B1a - Income Eligible Coordinated Delivery	-	433,730	9,575,045	1,794,430	5,660,567	15,235,612	1,442
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
C - Commercial & Industrial	-	349,166	76,503,340	14,328,801	11,185,173	87,688,513	19,641
C1 - C&I New Buildings	-	8,582	6,029,871	1,384,822	316,650	6,346,521	75,373
C1a - C&I New Buildings & Major Renovations	-	8,582	6,029,871	1,384,822	316,650	6,346,521	75,373
C2 - C&I Existing Buildings	-	340,584	70,473,469	12,943,979	10,868,523	81,341,992	18,473
C2a - C&I Existing Building Retrofit	-	222,738	42,473,486	7,480,311	9,701,808	52,175,295	21,692
C2b - C&I New & Replacement Equipment	-	117,846	27,268,117	5,463,693	1,166,714	28,434,832	15,049
C2c - C&I Active Demand Reduction	-	-	731,866	(25)	-	731,866	16,264
Grand Total	-	3,441,497	258,068,046	48,538,031	46,291,047	304,359,093	438

Program Benefits
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

Program	2019-2021 Evaluated v. Planned Total Benefits Variances (%)						
	Wood	Water	Total Energy Benefits	Total Environmental Compliance Benefits	Non-Energy Impacts	Total TRC Test Benefits	Total Resource Benefits per Participant
A - Residential		177%	-10%	-5%	52%	-4%	9%
A1 - Residential New Buildings			-53%	-36%	-14%	-51%	-37%
A1a - Residential New Homes & Renovations			-53%	-36%	-14%	-51%	-37%
A2 - Residential Existing Buildings		177%	-5%	-3%	56%	1%	15%
A2a - Residential Coordinated Delivery		205%	3%	2%	55%	10%	-60%
A2b - Residential Conservation Services (RCS)							
A2c - Residential Retail		-87%	-12%	-5%	62%	-10%	-27%
A2d - Residential Behavior			-97%	-97%		-97%	217582%
A2e - Residential Active Demand Reduction			-59%	-98%		-59%	
B - Income Eligible			-43%	-47%	-54%	-48%	-64%
B1 - Income Eligible Existing Buildings			-43%	-47%	-54%	-48%	-64%
B1a - Income Eligible Coordinated Delivery			-43%	-47%	-54%	-48%	-64%
B1b - Income Eligible Active Demand Reduction							
C - Commercial & Industrial		245%	-35%	-26%	-83%	-53%	0%
C1 - C&I New Buildings		370%	-4%	-16%	188%	-1%	83%
C1a - C&I New Buildings & Major Renovations		370%	-4%	-16%	188%	-1%	83%
C2 - C&I Existing Buildings		242%	-36%	-26%	-84%	-54%	-3%
C2a - C&I Existing Building Retrofit		149%	-49%	-52%	-86%	-65%	-39%
C2b - C&I New & Replacement Equipment		1063%	127%	156%	729%	134%	339%
C2c - C&I Active Demand Reduction			-95%	-98%		-95%	-99%
Grand Total		225%	-21%	-15%	-53%	-28%	-4%

- Notes
- Benefits for each year are presented in real dollars (2019\$).
 - Total Energy Benefits are the sum of electric benefits, natural gas benefits, and other resource benefits.

Cost-Effectiveness
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned Total Resource Cost Test (2019\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.26	117,501,228	210,502,329	70,910,943	-	22,090,158	93,001,101
A1 - Residential New Buildings	4.90	16,134,403	20,272,869	2,863,255	-	1,275,212	4,138,467
A1a - Residential New Homes & Renovations	4.90	16,134,403	20,272,869	2,863,255	-	1,275,212	4,138,467
A2 - Residential Existing Buildings	2.38	110,279,275	190,229,460	59,135,238	-	20,814,946	79,950,184
A2a - Residential Coordinated Delivery	2.69	73,865,684	117,556,259	32,596,990	-	11,093,585	43,690,575
A2b - Residential Conservation Services (RCS)	0.00	(5,642,395)	-	5,642,395	-	-	5,642,395
A2c - Residential Retail	2.46	40,246,920	67,766,939	17,798,658	-	9,721,361	27,520,019
A2d - Residential Behavior	1.54	1,210,598	3,433,865	2,223,267	-	-	2,223,267
A2e - Residential Active Demand Reduction	1.68	598,468	1,472,397	873,928	-	-	873,928
A3 - Residential Hard-to-Measure	0.00	(8,912,450)	-	8,912,450	-	-	8,912,450
B - Income Eligible	2.20	15,979,914	29,343,632	13,363,718	-	-	13,363,718
B1 - Income Eligible Existing Buildings	2.31	16,651,530	29,343,632	12,692,102	-	-	12,692,102
B1a - Income Eligible Coordinated Delivery	2.31	16,651,530	29,343,632	12,692,102	-	-	12,692,102
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	0.00	(671,616)	-	671,616	-	-	671,616
C - Commercial & Industrial	3.56	132,855,352	184,798,867	47,857,949	-	4,085,566	51,943,515
C1 - C&I New Buildings	3.13	4,358,981	6,401,450	1,857,197	-	185,273	2,042,470
C1a - C&I New Buildings & Major Renovations	3.13	4,358,981	6,401,450	1,857,197	-	185,273	2,042,470
C2 - C&I Existing Buildings	3.73	130,586,163	178,397,417	43,910,961	-	3,900,293	47,811,254
C2a - C&I Existing Building Retrofit	3.75	110,388,391	150,477,101	36,990,625	-	3,098,085	40,088,710
C2b - C&I New & Replacement Equipment	2.53	7,333,781	12,135,463	3,999,475	-	802,208	4,801,682
C2c - C&I Active Demand Reduction	5.40	12,863,991	15,784,852	2,920,861	-	-	2,920,861
C3 - C&I Hard-to-Measure	0.00	(2,089,791)	-	2,089,791	-	-	2,089,791
Grand Total	2.68	266,336,494	424,644,828	132,132,610	-	26,175,724	158,308,334

Cost-Effectiveness
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Evaluated Total Resource Cost Test (2019\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	1.50	67,291,456	201,434,968	90,239,621	-	43,903,891	134,143,512
A1 - Residential New Buildings	3.08	6,643,956	9,832,734	2,946,497	-	242,280	3,188,777
A1a - Residential New Homes & Renovations	3.08	6,643,956	9,832,734	2,946,497	-	242,280	3,188,777
A2 - Residential Existing Buildings	1.60	71,887,457	191,602,234	76,053,166	-	43,661,611	119,714,777
A2a - Residential Coordinated Delivery	2.13	68,949,614	129,898,730	48,159,651	-	12,789,464	60,949,116
A2b - Residential Conservation Services (RCS)	0.00	(5,384,958)	-	5,384,958	-	-	5,384,958
A2c - Residential Retail	1.20	10,020,003	61,005,402	20,113,253	-	30,872,146	50,985,400
A2d - Residential Behavior	0.05	(1,909,792)	95,020	2,004,812	-	-	2,004,812
A2e - Residential Active Demand Reduction	1.54	212,591	603,082	390,491	-	-	390,491
A3 - Residential Hard-to-Measure	0.00	(11,239,958)	-	11,239,958	-	-	11,239,958
B - Income Eligible	1.51	5,151,909	15,235,612	10,083,703	-	-	10,083,703
B1 - Income Eligible Existing Buildings	1.63	5,900,229	15,235,612	9,335,383	-	-	9,335,383
B1a - Income Eligible Coordinated Delivery	1.63	5,900,229	15,235,612	9,335,383	-	-	9,335,383
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	0.00	(748,320)	-	748,320	-	-	748,320
C - Commercial & Industrial	2.52	52,956,714	87,688,513	30,017,844	-	4,713,954	34,731,798
C1 - C&I New Buildings	3.49	4,528,881	6,346,521	930,867	-	886,773	1,817,639
C1a - C&I New Buildings & Major Renovations	3.49	4,528,881	6,346,521	930,867	-	886,773	1,817,639
C2 - C&I Existing Buildings	2.70	51,247,116	81,341,992	26,267,694	-	3,827,182	30,094,876
C2a - C&I Existing Building Retrofit	2.18	28,250,449	52,175,295	21,382,146	-	2,542,700	23,924,846
C2b - C&I New & Replacement Equipment	5.20	22,969,839	28,434,832	4,180,510	-	1,284,482	5,464,992
C2c - C&I Active Demand Reduction	1.04	26,828	731,866	705,038	-	-	705,038
C3 - C&I Hard-to-Measure	0.00	(2,819,283)	-	2,819,283	-	-	2,819,283
Grand Total	1.70	125,400,080	304,359,093	130,341,168	-	48,617,845	178,959,013

Cost-Effectiveness
2019-2021 Planned vs. Evaluated
Cape Light Compact
August 1, 2022

2019-2021 Planned v. Evaluated Total Resource Cost Test (2019\$) Variances (%)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	-34%	-43%	-4%	27%		99%	44%
A1 - Residential New Buildings	-37%	-59%	-51%	3%		-81%	-23%
A1a - Residential New Homes & Renovations	-37%	-59%	-51%	3%		-81%	-23%
A2 - Residential Existing Buildings	-33%	-35%	1%	29%		110%	50%
A2a - Residential Coordinated Delivery	-21%	-7%	10%	48%		15%	40%
A2b - Residential Conservation Services (RCS)		-5%		-5%			-5%
A2c - Residential Retail	-51%	-75%	-10%	13%		218%	85%
A2d - Residential Behavior	-97%	-258%	-97%	-10%			-10%
A2e - Residential Active Demand Reduction	-8%	-64%	-59%	-55%			-55%
A3 - Residential Hard-to-Measure		26%		26%			26%
B - Income Eligible	-31%	-68%	-48%	-25%			-25%
B1 - Income Eligible Existing Buildings	-29%	-65%	-48%	-26%			-26%
B1a - Income Eligible Coordinated Delivery	-29%	-65%	-48%	-26%			-26%
B1b - Income Eligible Active Demand Reduction							
B2 - Income Eligible Hard-to-Measure		11%		11%			11%
C - Commercial & Industrial	-29%	-60%	-53%	-37%		15%	-33%
C1 - C&I New Buildings	11%	4%	-1%	-50%		379%	-11%
C1a - C&I New Buildings & Major Renovations	11%	4%	-1%	-50%		379%	-11%
C2 - C&I Existing Buildings	-28%	-61%	-54%	-40%		-2%	-37%
C2a - C&I Existing Building Retrofit	-42%	-74%	-65%	-42%		-18%	-40%
C2b - C&I New & Replacement Equipment	106%	213%	134%	5%		60%	14%
C2c - C&I Active Demand Reduction	-81%	-100%	-95%	-76%			-76%
C3 - C&I Hard-to-Measure		35%		35%			35%
Grand Total	-37%	-53%	-28%	-1%		86%	13%

Notes

- Costs and benefits for each year are presented in real dollars (2019\$).
- The Total TRC Costs are the sum of the Total Program Costs, Performance Incentives, and Participant Costs.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Sector Cost Allocation

2019-2021 Planned vs. Actual

Cape Light Compact

August 1, 2022

2019-2021 Customer Sector Cost Allocation						
Customer Sector	Planned		Actual		Planned v. Actual (%)	
	Program Costs	% of Program Costs	Program Costs	% of Program Costs	Program Costs	% of Program Costs
A - Residential	72,520,946	53.6%	92,437,985	69.2%	27.5%	29.1%
B - Income Eligible	13,691,624	10.1%	10,325,255	7.7%	-24.6%	-23.6%
C - Commercial & Industrial	49,024,760	36.3%	30,785,133	23.1%	-37.2%	-36.4%
Grand Total	135,237,329	100%	133,548,373	100%	-1.2%	0.0%

Notes

- Costs for each year are presented in nominal dollars (2019\$, 2020\$, 2021\$).
- General Laws c. 25, § 19(c) requires that at least 10 percent of the amount expended for electric energy efficiency programs and at least 20 percent of the amount expended for gas energy efficiency programs be spent on low-income programs.
- If the low-income budget did not meet the statutory minimum of the amount expended for energy efficiency, the Program Administrator has explained in its report filing why not, and explained the steps the Program Administrator has taken to ensure compliance in the next term.

Program Administrator Budgets
2019-2021 Planned vs. Actual
Cape Light Compact
August 1, 2022

2019-2021 Program Planning and Administration Costs								
Program	Planned			Actual			Planned v. Actual (%)	
	Total Program Costs	Program Planning and Administration	PPA as % of Total PA Budget	Total Program Costs	Program Planning and Administration	PPA as % of Total PA Budget	Program Planning and Administration	PPA as % of Total PA Budget
A - Residential	72,520,946	4,382,372	6%	92,437,985	4,445,870	5%	1%	-20%
A1 - Residential New Buildings	2,931,861	162,268	6%	3,013,642	163,707	5%	1%	-2%
A1a - Residential New Homes & Renovations	2,931,861	162,268	6%	3,013,642	163,707	5%	1%	-2%
A2 - Residential Existing Buildings	60,465,835	3,348,579	6%	77,890,882	3,405,540	4%	2%	-21%
A2a - Residential Coordinated Delivery	33,351,806	1,842,710	6%	49,345,102	1,861,253	4%	1%	-32%
A2b - Residential Conservation Services (RCS)	5,773,380	318,988	6%	5,506,470	357,050	6%	12%	17%
A2c - Residential Retail	18,164,818	997,529	5%	20,579,044	1,010,258	5%	1%	-11%
A2d - Residential Behavior	2,270,438	124,908	6%	2,054,722	126,506	6%	1%	12%
A2e - Residential Active Demand Reduction	905,393	64,443	7%	405,544	50,474	12%	-22%	75%
A3 - Residential Hard-to-Measure	9,123,250	871,525	10%	11,533,460	876,623	8%	1%	-20%
A3a - Residential Statewide Marketing	479,392	-	0%	244,646	-	0%	-	-
A3b - Residential Statewide Database	24,578	24,578	100%	3,296	3,296	100%	-87%	0%
A3c - Residential DOER Assessment	435,267	435,267	100%	409,098	409,098	100%	-6%	0%
A3d - Residential Sponsorships & Subscriptions	-	-	-	13,194	12,795	97%	-	-
A3e - Residential Workforce Development	112,769	-	0%	307,780	-	0%	-	-
A3f - Residential Evaluation and Market Research	1,969,341	-	0%	2,036,820	-	0%	-	-
A3g - Residential EEAC Consultants	122,735	122,735	100%	160,033	160,033	100%	30%	0%
A3h - Residential R&D and Demonstration	384,565	-	0%	-	-	-	-	-
A3i - Residential HEAT Loan	5,219,604	288,945	6%	8,250,201	291,400	4%	1%	-36%
A3j - Residential Education	375,000	-	0%	108,393	-	0%	-	-
B - Income Eligible	13,691,624	862,725	6%	10,325,255	872,774	8%	1%	34%
B1 - Income Eligible Existing Buildings	13,004,258	682,784	5%	9,554,703	688,141	7%	1%	37%
B1a - Income Eligible Coordinated Delivery	13,004,258	682,784	5%	9,554,703	688,141	7%	1%	37%
B1b - Income Eligible Active Demand Reduction	-	-	-	-	-	-	-	-
B2 - Income Eligible Hard-to-Measure	687,366	179,942	26%	770,552	184,633	24%	3%	-8%
B2a - Income Eligible Statewide Marketing	55,720	-	0%	55,907	-	0%	-	-
B2b - Income Eligible Statewide Database	3,038	3,038	100%	568	568	100%	-81%	0%
B2c - Income Eligible DOER Assessment	88,143	88,143	100%	97,697	97,697	100%	11%	0%
B2d - Income Eligible Sponsorships & Subscriptions	-	-	-	2,808	2,742	98%	-	-
B2e - Income Eligible Workforce Development	75,000	-	0%	92,442	-	0%	-	-
B2f - Income Eligible Evaluation and Market Research	376,705	-	0%	437,504	-	0%	-	-
B2g - Income Eligible Energy Affordability Network	88,761	88,761	100%	83,626	83,626	100%	-6%	0%
C - Commercial & Industrial	49,024,760	3,386,653	7%	30,785,133	3,079,483	10%	-9%	45%
C1 - C&I New Buildings	1,900,493	157,377	8%	952,333	114,514	12%	-27%	45%
C1a - C&I New Buildings & Major Renovations	1,900,493	157,377	8%	952,333	114,514	12%	-27%	45%
C2 - C&I Existing Buildings	44,985,448	2,913,911	6%	26,937,659	2,704,416	10%	-7%	55%
C2a - C&I Existing Building Retrofit	37,866,647	2,441,501	6%	21,911,970	2,280,454	10%	-7%	61%
C2b - C&I New & Replacement Equipment	4,088,614	259,035	6%	4,294,723	246,048	6%	-5%	-10%
C2c - C&I Active Demand Reduction	3,030,187	213,376	7%	730,967	177,913	24%	-17%	246%
C3 - C&I Hard-to-Measure	2,138,818	315,365	15%	2,895,142	260,553	9%	-17%	-39%
C3a - C&I Statewide Marketing	87,783	-	0%	172,646	-	0%	-	-
C3b - C&I Statewide Database	4,183	4,183	100%	1,819	1,819	100%	-57%	0%
C3c - C&I DOER Assessment	292,590	292,590	100%	221,886	221,886	100%	-24%	0%
C3d - C&I Sponsorships & Subscriptions	-	-	-	12,117	11,878	98%	-	-
C3e - C&I Workforce Development	100,063	-	0%	307,278	-	0%	-	-
C3f - C&I Evaluation and Market Research	1,523,108	-	0%	2,154,426	-	0%	-	-
C3g - C&I EEAC Consultants	18,592	18,592	100%	24,969	24,969	100%	34%	0%
C3h - C&I R&D and Demonstration	112,500	-	0%	-	-	-	-	-
Grand Total	135,237,329	8,631,749	6%	133,548,373	8,398,126	6%	-3%	-1%

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2019\$, 2020\$, 2021\$).
- General Laws c. 25, § 19(b) requires the Department, when authorizing energy efficiency programs, to ensure that such programs minimize administrative costs to the fullest extent practicable. Administrative costs, also commonly referred to as PP&A costs, have traditionally been defined as all in-house and outsourced costs associated with planning activities and program administration. These include costs associated with developing program plans and day-to-day program administration, including labor, overhead costs, and any regulatory costs associated with energy efficiency activities.
- The Program Administrator has explained in its report filing the reasons for increases between planned and actual PP&A spending by sector.

Program Planning and Administration
2019-2021 Program Administration Budget
Cape Light Compact
August 1, 2022

Cape Light Compact JPE
D.P.U. 22-116
2019-2021 Energy Efficiency Term Report
August 1, 2022
Part One
Page 25 of 28

2019-2021 Program Planning and Administration Expenditures							
Year	Internal Costs	External Costs					Total Program Planning and Administration
	Labor, benefits, employee expenses, materials, and overhead	Legal Services	Assessments	Other Vendor Services	Hard to Measure Sponsorships & Subscriptions	Total External Costs	
Planned	4,270,308	1,431,810	1,046,088	1,883,544	-	4,361,442	8,631,749
2019	1,373,137	477,270	348,696	504,515	-	1,330,481	2,703,617
2020	1,429,254	477,270	348,696	589,515	-	1,415,481	2,844,734
2021	1,467,917	477,270	348,696	789,515	-	1,615,481	3,083,398
Actual	4,164,124	1,716,581	1,032,277	1,457,729	27,415	4,234,002	8,398,126
2019	1,416,382	532,337	254,241	456,386	9,040	1,252,004	2,668,385
2020	1,321,432	541,414	397,859	428,178	9,206	1,376,658	2,698,090
2021	1,426,311	642,830	380,176	573,165	9,169	1,605,340	3,031,650
Planned v. Actual (%)	-2%	20%	-1%	-23%		-3%	-3%
2019	3%	12%	-27%	-10%		-6%	-1%
2020	-8%	13%	14%	-27%		-3%	-5%
2021	-3%	35%	9%	-27%		-1%	-2%

Notes

- This table is provided consistent with the Department's directives in D.P.U. 15-160 through D.P.U. 15-169, at 42.
- Costs for each year are presented in nominal dollars (2019\$, 2020\$, 2021\$).
- Assessments include assessed costs associated with the Department of Energy Resources (DOER), Residential Conservation Services (RCS), Energy Efficiency Advisory Council (EEAC) Consultants, and the Low-Income Energy Affordability Network (LEAN). Note that the electric Program Administrators did not budget for the EEAC Consultant fees as these costs were traditionally paid by the DOER directly using RGGI proceeds allocated to the electric PAs.
- Other Vendor Services include costs associated with third-party consultants that assist with program planning and administration.
- The data included in the Hard to Measure Sponsorship and Subscriptions column is consistent with the hard-to-measure Sponsorships & Subscriptions line in the Budget table; for additional information on sponsorships & subscriptions, please see Appendix G.

Outsourced and Competitively Procured Services										
Customer Sector	Competitively Procured Services Costs (\$)					Competitively Procured Services Costs as a Percent of Total Sector Costs (%)				
	Total Cost of Services	In-House Activities	Outsourced Activities			Total Cost of Services	In-House Activities	Outsourced Activities		
			Total Outsourced	Competitively Procured	Non-Competitively Procured			Total Outsourced	Competitively Procured	Non-Competitively Procured
Planned	37,271,622	7,636,187	29,635,435	27,495,486	2,139,949	100%	20%	80%	74%	6%
A - Residential	22,440,317	3,787,484	18,652,833	17,395,639	1,257,194	100%	17%	83%	78%	6%
B - Low-Income	3,577,879	518,845	3,059,034	2,895,965	163,069	100%	15%	85%	81%	5%
C - Commercial & Industrial	11,253,426	3,329,858	7,923,568	7,203,882	719,687	100%	30%	70%	64%	6%
Actual	38,621,704	7,522,692	31,099,012	24,616,176	6,482,836	100%	19%	81%	64%	17%
A - Residential	25,288,898	3,694,593	21,594,305	18,879,067	2,715,238	100%	15%	85%	75%	11%
B - Low-Income	3,314,495	483,216	2,831,279	999,783	1,831,496	100%	15%	85%	30%	55%
C - Commercial & Industrial	10,018,312	3,344,883	6,673,429	4,737,326	1,936,103	100%	33%	67%	47%	19%
Planned v. Actual (%)	4%	-1%	5%	-10%	203%	0%	-5%	1%	-14%	192%
A - Residential	13%	-2%	16%	9%	116%	0%	-13%	3%	-4%	92%
B - Low-Income	-7%	-7%	-7%	-65%	1023%	0%	1%	0%	-63%	1112%
C - Commercial & Industrial	-11%	0%	-16%	-34%	169%	0%	13%	-5%	-26%	202%

- Notes**
- Costs for each year are presented in nominal dollars (2019\$, 2020\$, 2021\$).
 - General Laws c. 25, § 19(b) requires that the Department ensure that energy efficiency programs use competitive procurement processes to the fullest extent practicable.
 - Costs for the Competitively Procured Services analysis include Program Planning and Administration; Marketing and Advertising; Sales, Technical Assistance & Training; and Evaluation and Market Research.
 - The Program Administrator has explained in its report filing the reasons for significant differences between planned and actual outsourced activities and competitively procured activities.

Greenhouse Gas Reductions

2019-2021 GHG Reductions

Cape Light Compact
August 1, 2022

2019-2021 Planned Greenhouse Gas Reductions							
Sector	Adjusted Gross Annual Savings				Annual Emissions Reductions (Short Tons)		
	Electric Energy (MWh)	Natural Gas (Therm)	Oil (MMBTU)	Propane (MMBTU)	NOX	SO2	CO2
A - Residential	93,833	61,039	111,270	50,405	15.42	3.98	59,197
B - Income Eligible	6,424	-	12,816	2,686	1.06	0.27	4,395
C - Commercial & Industrial	57,698	(206,390)	(15,903)	96	9.48	2.45	26,019
Grand Total	157,955	(145,351)	108,183	53,186	25.96	6.70	89,610

2019-2021 Evaluated Greenhouse Gas Reductions							
Sector	Adjusted Gross Annual Savings				Annual Emissions Reductions (Short Tons)		
	Electric Energy (MWh)	Natural Gas (Therm)	Oil (MMBTU)	Propane (MMBTU)	NOX	SO2	CO2
A - Residential	95,527	(73,183)	76,506	35,823	15.70	4.05	55,428
B - Income Eligible	4,441	-	5,781	1,047	0.73	0.19	2,733
C - Commercial & Industrial	56,912	(901,964)	(7,386)	614	9.35	2.41	22,285
Grand Total	156,880	(975,147)	74,901	37,484	25.79	6.65	80,447

2019-2021 Planned v. Evaluated Greenhouse Gas Reductions Variances (%)							
Sector	Adjusted Gross Annual Savings				Annual Emissions Reductions (Short Tons)		
	Electric Energy (MWh)	Natural Gas (Therm)	Oil (MMBTU)	Propane (MMBTU)	NOX	SO2	CO2
A - Residential	2%	-220%	-31%	-29%	2%	2%	-6%
B - Income Eligible	-31%		-55%	-61%	-31%	-31%	-38%
C - Commercial & Industrial	-1%	337%	-54%	542%	-1%	-1%	-14%
Grand Total	-1%	571%	-31%	-30%	-1%	-1%	-10%

Notes

- GHG reductions are provided for information purposes only. They are not included in the TRC test for 2019-2021.
- The Program Administrators have worked with the Department of Environmental Protection ("DEP") to properly capture the full impact of energy efficiency measures on GHG emissions. These reductions are calculated using factors prepared by DEP, which are based on adjusted gross annual electric energy, natural gas, oil, and propane savings. For projected emissions reductions in future years for the electric sector, Program Administrators are using values that are consistent with the values used in the Massachusetts Clean Energy and Climate Plan for 2020, as provided by DEP.

Calculated Fields

Formulas used in pivot tables

Cape Light Compact
August 1, 2022

Field	Formula
B/C Ratio	=('Total Benefits '/'Total Resource Costs (First Yr\$)'
Net Benefits	=('Total Benefits '-'Total Resource Costs (First Yr\$)'
Avg Measure Life	=ROUND('Net Lifetime Electric Energy (MWh) No FS or DR '/'Net Annual Electric Energy (MWh) No FS or DR',0)
PA Budget (First Yr\$)	=('Total Program Costs (First Yr\$)'+ 'Performance Incentive (First Yr\$)'
Summer Cost (TRC Cost First Yr\$/Summer kW)	=('Total Resource Costs (First Yr\$) '/'Net Summer Capacity (kW)'
Energy Cost (TRC Cost First Yr\$/Annual MWh)	=('Total Program Costs (First Yr\$) '/'Net Annual Electric Energy (MWh)'
Natural Gas Costs (PA Cost First Yr\$/Annual Therm)	=('PA Budget (First Yr\$) '/'Net Annual Natural Gas (Therms)'
Summer Cost (PA Cost First Yr\$/Summer kW)	=('PA Budget (First Yr\$) '/'Net Summer Capacity (kW)'
Energy Cost (PA Cost First Yr\$/Annual MWh)	=('PA Budget (First Yr\$) '/'Net Annual Electric Energy (MWh)'
Natural Gas Costs (TRC Cost First Yr\$/Annual Therm)	=('Total Program Costs (First Yr\$) '/'Net Annual Natural Gas (Therms)'
Total Savings Cost (PA Cost First Yr\$/Annual MMBTU)	=('PA Budget (First Yr\$) '/'Total Net Annual Adjusted (MMBTU)'
Total Savings Cost (TRC Cost First Yr\$/Annual MMBTU)	=('Total Resource Costs (First Yr\$) '/'Total Net Annual Adjusted (MMBTU)'
Total PA Budget (Programs + PI + Benefit Burden)	=('Total Program Costs'+ 'Performance Incentive'+ 'Benefit Burden'
Total Resource Benefits per Participant	=('Total Resource Benefits'/Participants
Total PA Budget	=('Total Program Costs'+ 'Performance Incentive'
Program Cost per Participant	=('Total Program Costs'/Participants
Resource Benefit per Program Cost	=('Total Resource Benefits '/'Total Program Costs'
PPA / Total PA Budget	=('Program Planning and Administration'/'Total Program Costs'

Notes

- The above calculations are used to prepare the previous data tables.
- This table is provided consistent with the Department's directives in D.P.U. 18-110 through D.P.U. 18-119, at 75 to provide a detailed list of calculated fields used in creating the pivot tables.

PART TWO – NARRATIVE

1. CORE INITIATIVE VARIANCES & COST-EFFECTIVENESS

As described below and as shown in the Significant Variances table in Part One – Data tables, a number of the Compact’s core initiatives experienced significant variances between planned budgets and actual expenditures. In some cases, pursuant to § 3.8.1 and § 3.8.2 of the Revised Energy Efficiency Guidelines set forth in D.P.U. 11-120-A, Phase II (January 31, 2013) (“Guidelines”), the Compact sought review and support from the Energy Efficiency Advisory Council (“EEAC”) to make substantial mid-term modifications (“modifications” or “MTMs”) to its Energy Efficiency Plan.

In the fall of 2021, the Compact projected it would underspend by greater than 20 percent in its C&I Existing Buildings and C&I New Construction programs, thereby triggering a Category One MTM to its Three-Year Plan. On November 17, 2021, the EEAC passed a resolution supporting the Compact’s MTM. Please see Exh. CLC at Section VI(A) for an explanation of additional mid-term modifications that the Compact determined it should have addressed with the EEAC and the Department in 2021.

I. Residential Programs

A. Residential New Buildings

For the Residential New Buildings program, the BCR for the three-year term is 3.08.

Residential New Homes & Renovations

Significant Variances¹

For this core initiative, actual total resource benefits were significantly less than planned. The decrease in total resource benefit is driven by more new electric homes and fewer fossil fuel heated homes participating than anticipated, following a trend that began in 2019 and continued through 2021. The Compact expected 70 percent of resource benefits would come from propane measures, but instead propane measures comprised only 28 percent of resource benefits. The increase in electric homes allowed the Compact to achieve 60 percent more lifetime electric savings than planned across the three-year term. A secondary factor for the total resource benefit variance is that the Compact had 26 percent fewer participants than planned.

¹ Significant variances are defined in the D.P.U. 11-120-B Term Report Template as three-year core initiative variances between: (1) planned and actual core initiative budget of 10 percent or greater; (2) planned and preliminary core initiative total lifetime savings showing a decrease of 10 percent or greater; (3) planned and preliminary core initiative total resource benefits showing a decrease of 10 percent or greater; and (4) preliminary and evaluated core initiative total benefits of 10 percent or greater.

In addition, a significant variance exists between preliminary and evaluated total benefits for this core initiative. The decrease in benefits is due to a reduction in attributable energy savings as a result of the 2019 Residential New Construction Baseline and Code Compliance Study (2019 Plan-Year Report D.P.U. 20-50 Appendix 4D, Study 19-27). The evaluation study updated the User Defined Reference Home (“UDRH”), last updated in 2016, based on current common installation practices for non-participating homes. The study found that program homes are significantly more efficient than non-program homes, but the difference between the two is decreasing.

The Compact will continue monitoring the measure mix for this core initiative as part of the 2022–2024 Three-Year Plan. The Compact along with the other Program Administrators launched an effort at the start of 2022 to increase the number of high performance all-electric homes in Massachusetts by providing a new incentive targeting all-electric homes. This initiative is part of the Compact’s commitment to reducing GHG emissions as part of the 2022–2024 Three-Year Plan.

Cost-Effectiveness

The Residential New Homes & Renovations core initiative was cost-effective for the term with a BCR of 3.08.

B. Residential Existing Buildings

For the Residential Existing Buildings program, the BCR for the three-year term is 1.60.

Residential Coordinated Delivery

Significant Variances

For this core initiative, actual expenditures were significantly higher than planned.

The increase in spending is due to higher than planned quantities installed for every end use. Envelope measures comprise the largest portion of the incentive budget. The Compact implemented 80 percent more envelope measures than planned in 2021, which led to an almost 100 percent increase in planned envelope spending. In addition, the Compact spent more than planned on lighting and HVAC measures. In part to counteract the impacts of the global COVID-19 pandemic, during 2020, the Compact and other Program Administrators offered a 100 percent incentive for recommended weatherization measures. This successful campaign combined with other efforts drove higher than planned program participation and related costs into 2021. Given that this variance is a result of the unpredictable nature of customer participation, no specific changes were made to the 2022–2024 Plan.

Cost-Effectiveness

The Residential Coordinated Delivery core initiative was cost-effective for the term with a BCR of 2.13.

Residential Conservation Services

Significant Variances

There are no significant variances for this core initiative.

Cost-Effectiveness

There are no benefits associated with Residential Conservation Services measures.

Residential Retail

Significant Variances

For this core initiative, actual expenditures were significantly higher than planned. This increase was driven by heat pump installations. Heat pumps have the highest rebate amounts, and the Compact installed more heat pumps than initially planned. The ramp-up in heat pump activity required additional services from vendors which also contributed to the Compact's expenditure increase. These costs include expanded inspections, more heating and cooling consultations, and the heating comparison calculator.

Evaluated total benefits were significantly lower than preliminary total benefits. This is primarily due to applying modified savings, coincidence factors, and load shapes to fuel-switching measures, as indicated by the "Energy Optimization Fuel Displacement Impact and Process Study," filed with the 2022–2024 Three-Year Plan, Exhibit 1, Appendix J Study 6. This change accounted for approximately 75 percent of the variance. To address the reduction in savings for the Energy Optimization Fuel Displacement measures, in the 2022–2024 Plan the PAs implemented lower required switch-over temperatures for partial displacement integrated controls, as this was the main factor impacting savings.

Lighting measures were a secondary contributor to decreased evaluated total benefits. The method that the PAs use to calculate an adjusted measure life for residential lighting measures considers both regulatory and market conditions, both of which have changed substantially since the Three-Year Plan was filed. The adjusted measure lives were derived via a consensus process, and the results were measure lives that are much shorter than planned and a corresponding decrease in benefits. Due to this reduction in lifetime savings for lighting, the PAs began phasing out these measures throughout 2021 from the retail initiative.

Cost-Effectiveness

The Residential Retail core initiative was cost-effective for the term with a BCR of 1.20.

Residential Behavior

Significant Variances

For this core initiative, lifetime savings and total resource benefits were significantly lower than planned.

In 2019, the Compact launched its behavior reports, but due to concerns regarding the accuracy of the data within the reports and customer complaints regarding the reports, the Compact put the offering on hold. The offering was set to re-launch in the second quarter of 2020; however, the timing of this restart was impacted by the COVID-19 pandemic, and the restart was delayed by a few months. In 2021 the Compact attempted to continue the offering and added additional mailings to reach customers. The Compact continued working with its vendor throughout 2021 with the hope that the reports would continue to drive traffic to other programs, thus realizing savings down the road. The Compact also hoped that as impacts from the pandemic abated, savings would return. The Compact continued making adjustments including offers and language on the reports. Despite these efforts, no savings were realized. The Compact ended its offering and relationship with the vendor at the end of 2021 because of the lack of savings and the high cost of the offering.²

Cost-Effectiveness

With a BCR for the three-year term of 0.05, the Residential Behavior core initiative is not cost-effective. The low BCR is due to the lack of savings discussed above. The Compact does not expect the core initiative to be cost-effective going forward and has therefore terminated the core initiative. The Compact did not propose a Residential Behavior core initiative within the 2022–2024 Three-Year Plan. This course of action is appropriate because, after multiple attempts to modify the offering to better engage and serve customers, the Compact does not expect to achieve savings going forward. The approximately \$2 million that the Compact seeks to recover for the three-year term for this core initiative are appropriate because the Compact had intended for the core initiative to be cost-effective and sought to provide its customers with direct savings and benefits. After attempting multiple times to work with the vendor to revamp the offering and achieve savings, to no avail, the Compact terminated the core initiative to reduce costs to ratepayers.

Residential Active Demand Reduction

Significant Variances

For this core initiative, actual expenditures and total resource benefits were significantly lower than planned. As noted in the Compact’s data tables, total lifetime savings are not calculated for

² The Compact summarized its behavior core initiative to the EEAC in January 2021. See, ma-eeac.org/wp-content/uploads/PA-Behavior-Presentation-January-2021-EEAC-1-21-21-v.2.pdf

active demand reduction (“ADR”) measures. Therefore, a variance for total lifetime savings was not calculated for this core initiative.

The Compact was not authorized to offer ADR measures in 2019.³ Starting in 2020, the Compact began offering its WIFI Thermostat Direct Load Control offering to residential customers. WIFI thermostats connected to central air conditioning were remotely controlled during times of expected peak load (“DR Events”). As with traditional energy efficiency measures, savings and benefits are driven by the number of participating customers and devices. With ADR, benefits are also driven significantly by the number of DR Events and participant behavior during those events.

Throughout 2020, the Compact successfully enrolled 704 customers in this core initiative’s offerings. However, the Compact did not call any DR Events because the Compact’s residential demand response vendor was not able to finish setting up the Compact’s demand response platform until mid-August, after the last DR Event had been called for 2020. The Compact was unable to enroll customers or call DR Events until the vendor could complete the platform setup. This delay was caused in part by the need for the Compact to enter into an agreement with Eversource in connection with the Compact’s administration of ADR in Eversource’s distribution company service territory. The timing of the DPU’s approval of this agreement and the Compact’s DR offerings in February 2020 delayed the Compact’s ability to contract with the vendor and pushed back the vendor’s internal scheduling of the Compact’s platform setup.

2021 was the Compact’s first year of operating a full demand response portfolio. Although enrollments quickly trended upward, the enrollments, and thus savings, were naturally lower than planned as the plan assumed enrollments would aggregate over three years instead of one year. The Compact expects its ADR program in the next three-year term will build upon the successful implementation in 2021 and did not undertake any changes in program design in response to this variance.

Cost-Effectiveness

The ADR core initiative was cost-effective for the term with a BCR of 1.54.

Eversource Active Demand Response Coordination Costs

The Compact did not incur any costs from Eversource for the coordination of Active Demand Response activities over the term.

³ See, D.P.U. 18-116, Order dated January 29, 2019 at 138-140 and D.P.U. 18-116-A, Order dated February 10, 2020.

II. Income-Eligible Programs

A. Income-Eligible Existing Buildings

For the Income-Eligible Existing Buildings program, the BCR for the three-year term is 1.63.

Income-Eligible Coordinated Delivery

Significant Variances

For this core initiative, actual expenditures, lifetime savings, and total resource benefits were significantly less than planned.

The primary driver of these variances was reduced program participation due in part to the COVID-19 pandemic, which significantly impacted the Compact's ability to perform audits. Across the term, the Compact installed only 35 percent of planned HVAC and envelope measures. The Compact successfully installed more appliances than expected, despite supply shortages and an ongoing half million-dollar backlog in appliance orders.

Lifetime electric savings were less than planned due to the installation of more heat pumps. The Compact pursued more heat pump electrification projects in 2019–2021 to displace fossil fuel heating, compared to traditional projects which displace electric baseboard heat. This yielded negative lifetime electric savings for many projects. Because HVAC measures typically have long measure lives, the shift from traditional energy efficiency to electrification disproportionately impacted total lifetime electric savings and resource benefits, as compared to expenditures. The Compact also saw fewer-than-expected lighting installations across the three-year term due to decreased opportunities in participant households.

Secondary drivers of these variances were the postponement of several multi-family heat pump projects and a slow ramp-up of the Compact's single-family heat pump effort. The time needed to build sufficient implementation infrastructure impacted both multi-family and single-family heat pump installations in 2021. Regional contractor availability was particularly limited with ongoing delays related to the COVID-19 pandemic. Some multi-family projects were delayed due to either equipment delays or whole building electric service upgrade needs. One large public housing site project was postponed while the Compact worked to find the best-suited system design given site limitations. The Compact remains committed to working through industry growth pains with our lead vendor to allow projects to move forward as soon as possible. The results of this ongoing effort for 2022 look promising, with a larger regional contractor pool engaged in installations, and a greater number of signed contracts for both single-family and multi-family heat pump installations than last year.

The Compact will continue to identify and serve any weatherization opportunities available. However, as indicated in prior plan-year and term reports, opportunities for envelope measures

either exist or they do not. Once a home or building is retrofitted, those measures have long lives, and the building does not need upgrades again for quite some time.

The Compact investigated its long-term (2004-2021) income eligible program performance in a separate report by Synapse Energy Economics filed concurrently with this Term Report as Attachment A to Exh. CLC. This report contains information about the unique challenges faced by the Compact given the number of low-income customers on Cape Cod and Martha's Vineyard.

Cost-Effectiveness

The Income-Eligible Coordinated Delivery core initiative was cost-effective for the term with a BCR of 1.63.

Income-Eligible Active Demand Response

The Compact did not implement any income-eligible ADR measures in 2019–2021, consistent with the 2019–2021 Three-Year Plan. Therefore, there are no significant variances for this core initiative, nor are there cost-effectiveness results to report.

III. Commercial Programs

A. C&I New Buildings

For the C&I New Buildings program, the BCR for the three-year term is 3.49.

C&I New Buildings & Major Renovations

Significant Variances

For this core initiative, actual expenditures and lifetime electric savings were significantly lower than planned. This is consistent with the Compact's MTM to the EEAC in the fall of 2021, which indicated the Compact would underspend in the C&I New Buildings program by greater than 20 percent compared to plan.

The primary driver for the decrease in spending and lifetime electric savings compared to the plan is measure mix. The Compact installed more lighting measures as compared to other, more expensive measures such as HVAC measures. Despite spending less than anticipated, the Compact was able to achieve its planned total benefits.

The nature of new construction is highly variable, and program measure mix relies upon construction choices. These choices are often outside of the Compact's control. The COVID-19 pandemic had a depressing effect on the construction market and may continue to have lingering effects. As described in the 2022–2024 Three-Year Energy Efficiency Plan, the delivery model for this program has been significantly modified.

Cost-Effectiveness

The C&I New Buildings & Major Renovations core initiative was cost-effective for the term with a BCR of 3.49.

B. C&I Existing Buildings

For the C&I Existing Buildings program, the BCR for the three-year term is 2.70.

C&I Existing Building Retrofit

Significant Variances

For this core initiative, actual expenditures, lifetime savings, and total resource benefits were significantly lower than planned. This is consistent with the Compact’s MTM to the EEAC in the fall of 2021, which indicated the Compact would underspend in the C&I Existing Buildings program by greater than 20 percent compared to plan.

The variances in the C&I Existing Building Retrofit core initiative were due mainly to less-than-expected participation because of the rapid and dramatic impacts of the COVID-19 pandemic. Beyond the inability to access sites to install energy efficiency upgrades, lower load and energy usage attributed to “stay-at-home orders” combined with subsequent labor shortage issues and supply chain issues that reduced the value and opportunity for customers to invest in energy efficiency. The reduction in total spending, lifetime savings, and total benefits mirrored the lower participation numbers. More specifically, customers indicated an interest in project implementation during the 2019–2021 timeframe, but the pandemic exacerbated project planning as many efforts were put on hold. The Compact is renewing efforts to get projects moving in 2022.

Further, resource benefits were lower than planned due to the measure mix of the completed projects. There were proportionally fewer HVAC projects than originally planned. HVAC measures tend to be more expensive and have more benefits. With the pandemic-related issues, there was a depression in the market that resulted in fewer benefits. Because the variance was predominantly related to the COVID-19 pandemic, the Compact did not undertake any changes to program design.

Cost-Effectiveness

The C&I Existing Building Retrofit core initiative was cost-effective for the term with a BCR of 2.18.

C&I New & Replacement Equipment

Significant Variances

There are no significant variances for this core initiative.

Cost-Effectiveness

The C&I New & Replacement Equipment core initiative was cost-effective for the term with a BCR of 5.20.

C&I Active Demand Reduction

Significant Variances

For this core initiative, actual expenditures and total resource benefits were significantly lower than planned. As noted in the Compact’s data tables, total lifetime savings are not calculated for ADR measures. Therefore, a variance for total lifetime savings is not calculated for this core initiative.

Throughout the term, the Compact successfully enrolled 25 customers in this core initiative. Total resource benefits were lower than planned for several reasons. First, the Compact overestimated C&I demand response participation due to the Compact’s lack of prior experience with C&I demand response planning. Because the Compact had no prior C&I demand response program planning or implementation experience, it relied on participation estimates by curtailment service providers (“CSP”) when developing demand savings goals and associated budgets. These estimates turned out to be overly optimistic and based on regions that have more industrial and large commercial customers. Second, participation was limited by the timing of the DPU’s approval of the Compact’s demand response programs, which shortened the customer recruitment window prior to the start of the summer 2020 demand response season beginning in June. Third, CSPs reported that the COVID-19 pandemic severely limited their ability to recruit participants, as customers who were good candidates for recruitment did not have the bandwidth to go through the enrollment process during the spring, when they were working to keep their businesses running after the onset of the pandemic. Lower-than-expected savings and participation led to total benefits that were lower than planned.

Because most of the demand response budget is customer incentives that are directly tied to customer performance, low participation (due to the reasons outlined above) also accounts for lower-than-planned expenditures. Now that the program is fully operational the Compact expects higher participation for the 2022–2024 term and therefore did not need to change program design.

In addition, a significant variance exists between preliminary and evaluated total benefits for this core initiative. This variance was due to the “Cross-State C&I Demand Response Program Summer 2019 Evaluation Report” which can be found in Appendix C-4 and was applied in 2019

and 2020. These same factors were updated and applied to 2021 using results from the "MA21DR05-E-C&I – 2021 Cross-State Summer Demand Respond Program – Final Impact Evaluation Results" and can be found in Appendix C. The primary driver for this variance is due to a change in planned summer kW summer realization rates for winter interruptible load measures. The Compact planned with a summer kW realization rate of 100 percent whereas evaluated results produced realization rates of 78 percent and 82 percent for 2020 and 2021, respectively.

Cost-Effectiveness

The C&I Active Demand Response core initiative was cost-effective for the term with a BCR of 1.04.

Eversource Active Demand Response Coordination Costs

The Compact did not incur any costs from Eversource for the coordination of Active Demand Response activities over the term.

2. LOW-INCOME COST ALLOCATION

The Green Communities Act requires that at least 10 percent of electric efficiency funding be spent on low-income programs. G.L. c. 25 § 19(c). Please refer to the *Customer Sector Cost Allocation* table in the Compact’s Data Tables for a summary and comparison of planned budget allocation and actual expenditures by customer sector. The table below also summarizes and compares the Compact’s planned and actual program budget allocation by customer sector by year and in total for the three-year term.

2019-2021 Customer Sector Cost Allocation						
Customer Sector	Planned		Evaluated		Planned v. Actual (%)	
	Program Costs	% of Program Costs	Program Costs	% of Program Costs	Program Costs	% of Program Costs
2019						
A - Residential	24,849,635	56.6%	29,505,088	69.6%	18.7%	22.9%
B - Income Eligible	4,177,118	9.5%	3,748,380	8.8%	-10.3%	-7.1%
C - Commercial & Industrial	14,888,929	33.9%	9,164,865	21.6%	-38.4%	-36.3%
Grand Total	43,915,682	100%	42,418,333	100%	-3%	0%
2020						
A - Residential	24,097,012	53.3%	28,533,798	70.9%	18.4%	33.1%
B - Income Eligible	4,514,047	10.0%	2,451,212	6.1%	-45.7%	-39.0%
C - Commercial & Industrial	16,628,489	36.8%	9,260,970	23.0%	-44.3%	-37.4%
Grand Total	45,239,548	100%	40,245,980	100%	-11%	0%
2021						
A - Residential	23,574,299	51.2%	34,399,099	67.6%	45.9%	32.1%
B - Income Eligible	5,000,459	10.9%	4,125,663	8.1%	-17.5%	-25.3%
C - Commercial & Industrial	17,507,342	38.0%	12,359,299	24.3%	-29.4%	-36.1%
Grand Total	46,082,099	100%	50,884,061	100%	10%	0%
2019-2021						
A - Residential	72,520,946	53.6%	92,437,985	69.2%	27.5%	29.1%
B - Income Eligible	13,691,624	10.1%	10,325,255	7.7%	-24.6%	-23.6%
C - Commercial & Industrial	49,024,760	36.3%	30,785,133	23.1%	-37.2%	-36.4%
Grand Total	135,237,329	100%	133,548,373	100%	-1%	0%

At 7.7 percent, the Compact’s three-year income-eligible budget did not meet the 10 percent statutory minimum expended for electric energy efficiency resources. The Compact spent less than expected on the income-eligible sector for all three years of the term, and it fell short of the 10 percent threshold in each year.

This is not a new trend for the Compact. Since 2014, the Compact has struggled to spend 10 percent of its budget on income-eligible customers. The Compact investigated this longer-term trend in a separate report by Synapse Energy Economics filed concurrently with this Term Report as Attachment A to Exh CLC. This report contains information about the unique challenges faced by the Compact given the number of low-income customers on Cape Cod and Martha's Vineyard, and it identifies potential ways in which the Department and the Compact could consider the 10 percent total cost benchmark for future three-year energy efficiency plan terms.

Specifically for the 2019–2021 Term, the Compact again endeavored to spend 10 percent of total costs on the low-income sector in each year of the plan term but was unable to reach that goal for several reasons, some of which we explain below. In addition, refer to Part Two 1.A in this report for more information regarding spending variances by income-eligible core initiative.

The COVID-19 pandemic severely impacted 2020 and 2021 income-eligible participation rates. A large proportion of the Compact's low-income sector comprises senior citizens who are particularly vulnerable to COVID-19. As a result, many customers are more reticent to in-person services and less comfortable with remote service alternatives. This is true for both multi-family and single-family opportunities. Several multi-family sites with senior populations delayed in-unit work through 2021.

The COVID-19 pandemic also impacted contractor timelines for measure installations. Weatherization contractors are still working through income-eligible jobs that were expected to be completed in 2020. The Compact also saw delays for HVAC contractors installing heat pumps and some electrical subcontractors. Not only did the COVID-19 pandemic reduce participation, it significantly delayed measure installations as well.

As the Compact ramps up implementation of electrification heat pump projects from 2019–2021 into 2022–2024, it is learning that sometimes additional steps and expenses are needed for a project, especially if the project increases electrical capacity for a site. Some small (i.e., single-family) and large (i.e., multi-family) heat pump retrofit jobs experience longer lead times than planned due to these additional steps.

3. MINIMIZATION OF ADMINISTRATIVE COSTS

The Green Communities Act requires that energy efficiency programs minimize administrative costs to the fullest extent practicable (G.L. c. 25 § 19(b)). In accordance with the GCA, the Compact has sought to minimize administrative costs to the fullest extent practicable. See Exh. CLC outlining the drivers of administrative costs and specific actions taken to minimize those costs.

Please refer to the Administrative Costs table in the Compact’s Data Tables for a summary and comparison by core initiative of (i) planned and actual Program Planning and Administration (“PP&A”) costs, and (ii) planned and actual PP&A costs as a percent of total program costs.

Compared to the three-year planned budget, three-year actual PP&A costs were 1 percent greater for the residential sector, 1 percent greater for the low-income sector, 9 percent lower for the C&I sector, and 3 percent lower for the Compact in total. All sectors are within 10 percent of planned spending, indicating the Compact’s PP&A spending was consistent with its 2019–2021 Three-Year Plan.

4. COMPETITIVE PROCUREMENT

The Green Communities Act requires that energy efficiency programs utilize competitive procurement processes to the fullest extent practicable. G.L. c. 25 § 19(b). In accordance with the GCA and G.L. c. 30B (the Uniform Procurement Act, applicable to public entity procurement in the Commonwealth), the Compact has utilized competitive procurement processes to the fullest extent practicable.

As part of the Compact’s commitment to controlling costs and ensuring that ratepayer dollars are spent prudently, a robust procurement process is utilized for the energy efficiency program. The procurement process varies depending on the nature of the goods and services being procured. The Compact is a public entity and when procuring goods and services and real property, the Compact follows Chapter 30B of the Massachusetts General Laws as follows:

- For supplies and services under \$10,000, the Compact utilizes sound business practices;
- For supplies and services between \$10,000 and \$50,000, the Compact obtains no fewer than three quotes for the identified goods and services;
- For supplies and services over \$50,000, the Compact utilizes sealed bids or proposals. Compact-issued bids/proposals are posted to the Compact’s website, advertised in the local newspaper, and posted in the Massachusetts Central Register and/or COMMBUYS;
- The Compact requires vendors to utilize a contract that is prepared/reviewed by legal counsel for all services (e.g., professional services) over \$50,000;
- All contracts are for a term of three years, unless the Compact Board authorizes a longer period of time (in accordance with G.L. c. 30B);
- The Compact utilizes the energy and energy-related services exemption under G.L. c. 30B, §1(b)(33) when participating in a statewide competitive procurement.

Please refer to the *Competitive Procurement* table in the Compact’s Data Tables for a summary and comparison of planned and actual program outsourced activities by sector. As shown in the table, significant differences exist between planned and actual outsourced activities and competitively procured activities by sector. The Compact adjusted certain assumptions from planning to reporting that contribute to these variances.

- In the plan tables, the Compact, consistent with other Program Administrators, had excluded from the table non-competitively procured costs associated with regulatory obligations. This includes costs for DOER assessments and EEAC consultants. These costs are now included in the reported cost table to better reflect costs. These adjustments will contribute to the increase in non-competitively procured costs, although they are not new costs and are generally consistent with the planned budget.
- In 2021, the legislature passed a law requiring the energy efficiency programs to allocate funding annually to the MassCEC for workforce development costs. Since these costs were

not known at the time of the plan, their inclusion now contributed to the increase in non-competitively procured costs.

- In developing this term report, the Compact thoroughly reviewed its procurement assumptions to ensure consistency between vendor contracts and reported cost data, and to be consistent with other Program Administrators to the extent possible. In doing so, the Compact realized certain costs that it assumed were competitively procured as part of the planning process have now been moved to the non-competitive cost category for reporting. These adjustments impacted all sectors and had the largest impact on the income eligible sector. Many costs now included in the non-competitive cost category are necessary costs that could not be competitively procured. For example, energy efficiency program advertisements in local newspapers cannot be competitively procured because there are only certain local newspapers that can provide the service for a fixed fee and they do not participate in competitive procurements for the provision of their service. The Compact has included such costs in the non-competitive cost category to better reflect consistency with other Program Administrators.

For the residential sector, compared to the three-year planned budget, three-year actual outsourced costs were 16 percent greater and competitively procured costs were 9 percent greater. The increase in outsourced costs is a reflection of increased overall residential costs, consistent with the core initiative level explanations provided in Section 1.I. The residential competitively procured costs are relatively consistent with plan as the change is less than 10 percent.

For the income eligible sector, compared to the three-year planned budget, three-year actual outsourced costs were 7 percent less and competitively procured costs were 65 percent less. The income eligible outsourced costs are consistent with plan as the change is less than 10 percent. The decrease in competitively procured costs is consistent with lower overall spending in the income eligible sector, especially for STAT costs.

For the C&I sector, compared to the three-year planned budget, three-year actual outsourced costs were 16 percent less and competitively procured costs were 34 percent less. The decrease in outsourced and competitively procured costs is consistent with lower overall spending in the C&I sector, especially for STAT and marketing costs, which is also consistent with the EEAC-approved MTMs. In addition, the Compact accidentally included in the plan procurement table, costs associated with incentives, which should have been excluded from the planned table. This causes costs to appear lower in reporting, although they are not new costs and are consistent with the planned budget.

While the majority of the Compact's procurements were conducted via a competitive procurement process, there were some exceptions when the Compact opted to not undertake a competitive procurement process. The Program Administrators generally utilize non-competitively procured services in one of seven circumstances: (1) proprietary; (2) non-responsive bids; (3) continuation;

(4) technical services and exclusive capability; (5) unique skills and exclusive capability; (6) regulated; and (7) minimum cost threshold. Each scenario is further described below.

Proprietary. Some services require items that are under patent, copyright, or proprietary design. These come directly from the manufacturer and comparable alternatives are unavailable. In these circumstances, the Compact must contract directly with that manufacturer in order to obtain the services of that item. These circumstances are rare, and the Compact strives to avoid them when possible.

Non-responsive bids. Occasionally, the Compact will solicit bids, but will not receive any responsible bids from the requested bidders. In these circumstances, the Compact will try to do another bid if possible. If not possible, however, then the Compact will select a vendor that is most qualified to perform the services. The Compact did not have any contracts like this in 2019-2021.

Continuation. The continuation of work by the same vendor may be needed to complete an existing project when additional work, items, or services are required, but they were not known to be needed when the original order was placed to complete an existing project. While the original order may have been competitively procured, because this continuation of work is technically a different contract, it is considered a continuation contract. The Compact did not have any contracts like this in 2019-2021.

Technical services and exclusive capability. A procurement may be for technical service in connection with the assembly, installation, or servicing of equipment of a highly technical or specialized nature and there is the only qualified source. Prior to executing these procurements, the Compact will conduct a reasonable inquiry to verify that only one vendor is qualified and no other potential vendors are known. The Compact did not have any contracts like this in 2019-2021.

Unique skills and exclusive capability. Related to the technical service exception, a procurement may be for a specialized service and only one vendor has that unique skill and capability. Prior to executing these agreements, the Compact will conduct a reasonable inquiry to verify that only one vendor is qualified and no other potential vendors are known.

Regulated. The Compact has certain contractual obligations with entities due to regulatory mandates. Because the selection of these entities is out of the Compact's control, the Compact cannot conduct a competitive procurement process for them. This category of costs can contribute to a significant amount of non-competitive costs for the Compact. For example, the GCA states "The low-income residential demand-side management and education programs shall be implemented through the low-income weatherization and fuel assistance program network and shall be coordinated with all electric and gas distribution companies in the commonwealth with the objective of standardizing implementation." The Low-Income Energy Affordability Network (LEAN) was established among the other agencies of the low-income and fuel assistance program

network to provide the services required for implementing the coordination requirements of the statute. This network is primarily made up of small Community Action Agencies that provide Energy Efficiency Services (as well as other assistance services) within specific geographic areas. Given that the Compact does not have control over this contractor network, these costs are classified as non-competitively procured. Additionally, in 2021, “An Act Creating a Next Generation Roadmap for Massachusetts Climate Policy” was enacted which required the Company to provide funding to the Massachusetts Clean Energy Center for workforce development programs. Given these costs were mandated by the new legislation, they are categorized as non-competitively procured.

Minimum cost threshold. In accordance with G.L. c. 30B, as a public entity the Compact is authorized to procure services at a cost below a certain threshold without the use of a competitive procurement process. In accordance with G.L. c. 30B, contracts where the total costs are below \$50,000 are selected using a written purchase description to solicit at least three written quotations from vendors who customarily provide the service. These vendors do not go through a sealed bid or competitive proposal procurement process. Contracts where the total costs are below \$10,000 are awarded using sound business practices.

5. BENEFIT-COST RATIO SCREENING TOOL

Please see Appendix A for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

6. STATEWIDE TECHNICAL REFERENCE MANUAL/LIBRARY

The Technical Reference Manual (“TRM”) documents how the energy efficiency Program Administrators consistently, reliably, and transparently calculate savings resulting from the installation of prescriptive energy efficiency measures. The TRM provides methods, formulas, and default assumptions for estimating energy, peak demand, and other resource impacts from energy efficiency measures. The Technical Reference Manual – 2021 Report Version is available at Appendix B. Please see Appendix 3 to the Compact’s 2019 Plan-Year Report in D.P.U. 2050 for the Technical Reference Manual – 2019 Report Version, and Appendix 3 to the Compact’s 2020 Plan-Year Report in D.P.U. 21-70 for the Technical Reference Manual – 2020 Report Version.

The electronic version, the eTRM, is available at:

<https://www.masssavedata.com/Public/TechnicalReferenceLibrary>.

7. STATEWIDE EVALUATION STUDIES SUMMARY

Previously Submitted Evaluation Studies Incorporated by Reference

Under the guidance and direction of the Evaluation Management Committee, 131 evaluation studies were completed during the 2019–2021 term. The majority of these studies were previously submitted to the Department in D.P.U. 20-50 (*2019 Energy Efficiency Plan-Year Report*), D.P.U. 21-70 (*2020 Energy Efficiency Plan-Year Report*) and D.P.U. 21-120 through D.P.U. 21-129 (*2022–2024 Electric & Gas Three-Year Energy Efficiency Plan*). Previously submitted studies are incorporated in the instant docket by reference. Please refer to the table in Appendix C-1 for a complete list of these studies. The table provides the name of each study, the applicable fuel, the location of the study in each report/plan, and the primary EM&V contractor conducting the study. All completed studies are also available on the Massachusetts Energy Efficiency Advisory Council’s website at: <http://ma-eeac.org/studies/>.

Annual Summary for Year Three (2021)

Please see Appendix C-2 for a list of evaluation studies that were completed after the Program Administrators filed their 2022-2024 Three-Year Plan and are included in this Term Report. Summaries of these evaluations are included at Appendix C-3 and full copies are available at Appendix C-4. Additionally, all currently completed studies are available on the Council’s website at: <http://ma-eeac.org/studies/>.

Summary of the Studies with the Most Significant Effects

The Massachusetts PAs completed 32 evaluation studies in 2021 and early 2022, which are included with the 2019-2021 Term Report (D.P.U. 18-110 – D.P.U. 18-119). Appendix C-5 highlights five 2021 studies with the most significant results regarding PA baseline assumptions, energy savings, non-energy impacts (“NEIs”), and future program design:

1. C&I Custom Gas and Electric Impact Evaluations (2019-2021 Term Report, Appendix C-2, Study 21-11 and 21-12).
2. Non-Residential New Construction Market Characterization Study (2022-2024 Three-Year Plan, Appendix J, Study 9).
3. Residential Building Equipment Use and Characterization Study (2019-2021 Term Report, Appendix C-2, Study 21-1).
4. Energy Optimization Fuel Displacement Study (2022-2024 Three-Year Plan, Appendix J, Study 6).

5. C&I Operation & Maintenance (“O&M”) and Non-O&M NEI Study (2022-2024 Three-Year Plan, November 1, 2021, Appendix J, Study 34).

Evaluation Studies Recommendations Table

Appendix C-6 provides a table summarizing all evaluation study recommendations and, if applicable, whether the Program Administrators (or the Program Administrator for PA-specific recommendations) have implemented the recommendation to date.

8. THREE-YEAR COSTS

Invoice Summary Table

Please refer to [Appendix D](#) for an invoice summary table for each core initiative, sorted by budget category. The Compact will continue to maintain all invoices associated with the implementation of its energy efficiency programs.

The invoice summary table is a summary of the record of how invoices were initially paid, whereas the Compact’s total expenditures accounts for QA/QC, additional manual adjustments, and journal entries made subsequently. Additionally, the table represents vendor invoices only. It does not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, or direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in this table will not match the totals in the Term Report Data Tables.

Sponsorships and Subscriptions

Please refer to [Appendix E](#) for a list of all organizations or items the Compact sponsored or subscribed to during the term. The list includes the following: (a) name of the sponsored organization or item, (b) description of organization or item, (c) cost category; (d) annual funding, (e) purpose of the item, (f) whether the organization is a lobbyist, and (g) an analysis describing why the expense was reasonable, prudently incurred, and how it provided a direct benefit to Massachusetts’ ratepayers. [Appendix E](#) also provides, where applicable, supporting documentation to justify the purpose and benefit. For any sponsored organization that is a registered lobbyist, [Appendix E](#) also provides a commitment from the organization not to use program funds for lobbying activities.

9. PERFORMANCE INCENTIVE MODELS

The purpose of this section is to provide detailed supporting documentation on performance incentives that each Program Administrator proposes to collect. This section is not applicable to the Compact; as a municipal aggregator and public entity, the Compact does not collect any performance incentives.

10. RENTER, INCOME, AND LANGUAGE DATA

Please refer to Appendix H for additional data related to renters, income level, and language.

11. INVESTIGATIONS REPORT

Please refer to Appendix I for a report in response to the Department’s Memorandum dated July 12, 2022.

APPENDIX A

BENEFIT-COST RATIO SCREENING TOOL

Please see the Microsoft Excel workbooks accompanying this report for the benefit-cost ratio screening tools.

APPENDIX B
TECHNICAL REFERENCE MANUAL – 2021 REPORT VERSION

Please see Statewide Appendix B filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-s0028cb529a1f4096b8a705134da14e8e>.

The electronic version, the eTRM, is available at:
<https://www.massavedata.com/Public/TechnicalReferenceLibrary>.

APPENDIX C STATEWIDE EVALUATION STUDIES SUMMARY

Appendix C-1: List of Previous Studies Incorporated by Reference

Please see Statewide Appendix C-1 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-s5c99980ec6c24f7585582a4efbfed82f>.

**Appendix C-2: Evaluation Studies Completed in Advance of the 2019-2021
Term Report Not Previously Submitted**

Please see Statewide Appendix C-2 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-s499e8a92e69942f49a44f7eeb5a54ec9>.

Appendix C-3: Statewide Evaluation Studies Summary

Please see Statewide Appendix C-3 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-s4dc26dd1798f4bbeafc075dc4ea9cf3a>.

Appendix C-4: Evaluation Studies

Please see Statewide Appendix C-4 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-sbfb803cf2e8e47b2ab09732e1235567f>.

Appendix C-5: Summary of the Evaluation Studies with the Most Significant Impacts

Please see Statewide Appendix C-5 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-sfde7ede3aed44031adb30dc02d9fc6d7>.

**Appendix C-6: Summary of Recommendations from Evaluation Studies
Completed During the 2019-2021 Term**

Please see Statewide Appendix C-6 filed under separate cover and downloadable at:
<https://richmaypc478.sharefile.com/d-s089b2583e51c460dbeae9d3ce29bb725>.

APPENDIX D

INVOICE SUMMARY TABLES

The tables that follow provide a summary of invoices for each core initiative, sorted by budget category. The Compact will continue to maintain all invoices associated with the implementation of its energy efficiency programs.

The invoice summary tables are a summary of how invoices were paid by the Compact. While the invoices are organized by core initiative, not all costs in the invoices are specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs. Additionally, the tables represent vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in the tables will not match the totals in the Term Report Data tables.

Note that a Motion for Protective Treatment of Confidential Information is being submitted as part of this filing for information included in this appendix. As discussed in that motion, the Compact requests that the Department protect from public disclosure non-public vendor pricing information. Public disclosure of this information would reveal the Compact's proprietary, confidential pricing information, disclosure of which could harm the competitive business position of the Compact and its vendors.

Vendor Invoice Summary Table

Notes

Cape Light Compact
D.P.U. 22-116
August 1, 2022

- The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.
- Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.
- River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

A1 - Residential New Buildings

A1a - Residential New Homes & Renovations

Cape Light Compact

2019 A1a - Residential New Homes & Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - CLEAResult	-		-	-	-	
18948	-		-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
18180	-	-	-		-	
17940	-	-	-		-	
18344	-	-	-		-	
18391	-	-	-		-	
18489	-	-	-		-	
18882	-	-	-		-	
19185	-	-	-		-	
ICF RESOURCES LLC	-				-	
CLC A004-19	-		-		-	
CLC A005-19	-		-		-	
CLC A006-19	-		-		-	
CLC A007-19	-		-		-	
CLC A008-19	-		-		-	
CLC A 009-19	-		-		-	
CLC A10-19	-		-		-	
CLC A12-19	-		-		-	
BI_CLC E 02-19	-	-		-	-	
CAPE U01-19	-	-			-	
BI_CLC e 03-19	-	-			-	
CAPE U02-19	-	-			-	
BI_CLC E 04-19	-	-			-	
CAPE U03-19	-	-			-	
BI_CLC E 05-19	-	-			-	
CAPE U04-19	-	-			-	
BI_CLC E 06-19	-	-			-	
CAPE U05-19	-	-			-	
BI_CLC E 07-19	-	-			-	
CAPE U06-19	-	-			-	
BI_CLC E 08-19	-	-			-	
CAPE U07-19	-	-			-	
BI_CLC E 09-19	-	-			-	
CAPE U08-19	-	-			-	
BI_CLC E 10-19	-	-			-	
CAPE U09-19	-	-			-	
BI_CLC E 12-19	-	-			-	
CAPE U11-19	-	-			-	
BI_CLC E 11-19	-	-			-	
CAPE U10-19	-	-			-	
CAPE U12-19	-	-			-	
BI_CLC E 01-20	-	-			-	
CLC A001-19	-	-	-		-	
CLC A002-19	-	-	-		-	
CLC A003-19	-	-	-		-	
CLC PHA12-19	-	-	-		-	
CLC RNA A004-19	-		-		-	
CLC RNA A005-19	-		-		-	
CLC RNA A006-19	-		-		-	
CLC RNA A008-19	-		-		-	
CLC RNA A 009-19	-		-		-	
CLC RNA A11-19	-		-		-	
CLC RNA A10-19	-		-		-	
CLC RNA A12-19	-		-		-	
CLC RNA A001-19	-	-	-		-	
CLC RNA A002-19	-	-	-		-	
CLC RNA A003-19	-	-	-		-	
CLC RNA A007-19	-	-	-		-	
MF7-19CLC	-			-	-	
MF8-19CLC	-			-	-	
MF9-19CLC	-			-	-	

Vendor Invoice Summary Table

A1 - Residential New Buildings

A1a - Residential New Homes & Renovations

Cape Light Compact

2019 A1a - Residential New Homes & Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CMC ENERGY SERVICES	-	-	-		-	
19-806D-12	-	-	-		-	
PERFORMANCE SYSTEMS	-	-	-		-	
20735	-	-	-		-	
20787	-	-	-		-	
20907	-	-	-		-	
21189	-	-	-		-	
21038	-	-	-		-	
21425	-	-	-		-	
21548	-	-	-		-	
21715	-	-	-		-	
21311	-	-	-		-	
21800	-	-	-		-	
21983	-	-	-		-	
22119	-	-	-		-	
RIVER ENERGY CONSULT - VoxGen	-	-	-		-	
18708	-	-	-		-	
19104	-	-	-		-	
ILLUME ADVISING LLC	-	-	-		-	
2688	-	-	-		-	
Grand Total						

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2019 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs	-		-		-	
RIVER ENERGY CONSULT - CLEARResult	-		-	-	-	
17726	-		-	-	-	
17733	-		-	-	-	
17786	-		-	-	-	
17902	-		-	-	-	
17895	-		-	-	-	
17860	-		-	-	-	
17853	-		-	-	-	
17867	-		-	-	-	
18052	-		-	-	-	
18147	-		-	-	-	
18369	-		-	-	-	
18475	-		-	-	-	
18724	-		-	-	-	
18948	-		-	-	-	
19289	-		-	-	-	
19126	-		-	-	-	
THE CADMUS GROUP INC	-		-	-	-	
INV- 266823	-		-	-	-	
INV-267737	-		-	-	-	
INV-268865	-		-	-	-	
INV-274318	-		-	-	-	
LOCAL MEDIA GROUP IN	-		-	-	-	
212632	-		-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
18180	-	-	-		-	
17940	-	-	-		-	
18344	-	-	-		-	
18391	-	-	-		-	
18489	-	-	-		-	
18882	-	-	-		-	
19185	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2019 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
193645	-	-	-	-	-	-
193155	-	-	-	-	-	-
193294	-	-	-	-	-	-
193398	-	-	-	-	-	-
193498	-	-	-	-	-	-
193617	-	-	-	-	-	-
194912	-	-	-	-	-	-
195845	-	-	-	-	-	-
196696	-	-	-	-	-	-
197676	-	-	-	-	-	-
198588	-	-	-	-	-	-
199273	-	-	-	-	-	-
195909	-	-	-	-	-	-
197711	-	-	-	-	-	-
199375	-	-	-	-	-	-
201954V2	-	-	-	-	-	-
201107	-	-	-	-	-	-
202780	-	-	-	-	-	-
200071	-	-	-	-	-	-
201045	-	-	-	-	-	-
202604	-	-	-	-	-	-
203469	-	-	-	-	-	-
204300	-	-	-	-	-	-
204314	-	-	-	-	-	-
206073	-	-	-	-	-	-
207597	-	-	-	-	-	-
209351	-	-	-	-	-	-
205187	-	-	-	-	-	-
206036	-	-	-	-	-	-
206859	-	-	-	-	-	-
207465	-	-	-	-	-	-
208425	-	-	-	-	-	-
209194	-	-	-	-	-	-
210053	-	-	-	-	-	-
210263	-	-	-	-	-	-
192648	-	-	-	-	-	-
192586	-	-	-	-	-	-
193946	-	-	-	-	-	-
195979	-	-	-	-	-	-
197709	-	-	-	-	-	-
199282	-	-	-	-	-	-
201076	-	-	-	-	-	-
202680	-	-	-	-	-	-
204495	-	-	-	-	-	-
206049	-	-	-	-	-	-
207705	-	-	-	-	-	-
210133	-	-	-	-	-	-
190032	-	-	-	-	-	-
191716	-	-	-	-	-	-
195836	-	-	-	-	-	-
197789	-	-	-	-	-	-
199163	-	-	-	-	-	-
200904	-	-	-	-	-	-
202666	-	-	-	-	-	-
204272	-	-	-	-	-	-
206037	-	-	-	-	-	-
207529	-	-	-	-	-	-
209485	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
19-806B-03	-	-	-	-	-	-
19-806B-06	-	-	-	-	-	-
19-806B-05	-	-	-	-	-	-
19-806B-08	-	-	-	-	-	-
19-806B-07	-	-	-	-	-	-
19-806B-04	-	-	-	-	-	-
19-806A-09	-	-	-	-	-	-
19-806B-09	-	-	-	-	-	-
19-806B-10	-	-	-	-	-	-
19-806B-11	-	-	-	-	-	-
19-806B-12	-	-	-	-	-	-
19806-02	-	-	-	-	-	-
19-806C-03	-	-	-	-	-	-
19-806C-08	-	-	-	-	-	-
19-806C-07	-	-	-	-	-	-
19-806C-06	-	-	-	-	-	-
19-806C-05	-	-	-	-	-	-
19-806C-04	-	-	-	-	-	-
19-806C-09	-	-	-	-	-	-
19-806C-10	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2019 A2a - Residential Coordinated Delivery					
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research
ENERGY FEDERATION IN	-	-	-	-	-
1864554-IN	-	-	-	-	-
1769893-IN	-	-	-	-	-
183424-IN	-	-	-	-	-
1839727-IN	-	-	-	-	-
1842100-IN	-	-	-	-	-
1843732-IN	-	-	-	-	-
1852522-IN	-	-	-	-	-
1854027-IN	-	-	-	-	-
1855388-IN	-	-	-	-	-
1849036-IN	-	-	-	-	-
1863862-IN	-	-	-	-	-
1869702-IN	-	-	-	-	-
1875041-IN	-	-	-	-	-
1881168-IN	-	-	-	-	-
1816556-IN	-	-	-	-	-
1892356-IN	-	-	-	-	-
1880874-IN	-	-	-	-	-
1881325-IN	-	-	-	-	-
1731664-IN	-	-	-	-	-
1893885-IN	-	-	-	-	-
1893005-IN	-	-	-	-	-
1817547-IN	-	-	-	-	-
1849021-IN	-	-	-	-	-
1899291-IN	-	-	-	-	-
1906560-IN	-	-	-	-	-
1910326-IN	-	-	-	-	-
1786912-IN	-	-	-	-	-
1924706-IN	-	-	-	-	-
1986675-IN	-	-	-	-	-
2002596-IN	-	-	-	-	-
1992066-IN	-	-	-	-	-
1895131-IN	-	-	-	-	-
1966042-IN	-	-	-	-	-
1986508-IN	-	-	-	-	-
1996172-IN	-	-	-	-	-
2006933-IN	-	-	-	-	-
1969053-IN	-	-	-	-	-
2021857-IN	-	-	-	-	-
2017507-IN	-	-	-	-	-
2003154-IN	-	-	-	-	-
2045819-IN	-	-	-	-	-
2036976-IN	-	-	-	-	-
2033849-IN	-	-	-	-	-
2042388-IN	-	-	-	-	-
2029757-IN	-	-	-	-	-
2029758-IN	-	-	-	-	-
2047218-IN	-	-	-	-	-
2075261-IN	-	-	-	-	-
2076597-IN	-	-	-	-	-
2066737-IN	-	-	-	-	-
2038838-IN	-	-	-	-	-
2079108-IN	-	-	-	-	-
2092897-IN	-	-	-	-	-
2031632-IN	-	-	-	-	-
2096278-IN	-	-	-	-	-
2100203-IN	-	-	-	-	-
2112054-IN	-	-	-	-	-
2129288-IN	-	-	-	-	-
2148737-IN	-	-	-	-	-
2151293-IN	-	-	-	-	-
2163758-IN	-	-	-	-	-
2097164-IN	-	-	-	-	-
2179607-IN	-	-	-	-	-
2185408-IN	-	-	-	-	-
1815875-IN	-	-	-	-	-
1860379-IN	-	-	-	-	-
1878626-IN	-	-	-	-	-
1771365-IN	-	-	-	-	-
1901432-IN	-	-	-	-	-
1948635-IN	-	-	-	-	-
1978221-IN	-	-	-	-	-
2027809-IN	-	-	-	-	-
2049891-IN	-	-	-	-	-
2092590-IN	-	-	-	-	-
2138967-IN	-	-	-	-	-
2171629-IN	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2019 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
18708	-	-	-	-	-	-
19104	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
CREATIVE SERVICES IN	-	-	-	-	-	-
1364448	-	-	-	-	-	-
1365825	-	-	-	-	-	-
1364080	-	-	-	-	-	-
1366199	-	-	-	-	-	-
1367338	-	-	-	-	-	-
1368079	-	-	-	-	-	-
1369278	-	-	-	-	-	-
1370778	-	-	-	-	-	-
1371260	-	-	-	-	-	-
RIVER ENERGY CONSULT - EnergySavvy	-	-	-	-	-	-
17531	-	-	-	-	-	-
17663	-	-	-	-	-	-
ENERGY SAVVY INC.	-	-	-	-	-	-
2628	-	-	-	-	-	-
RIVER ENERGY CONSULT - New England Condo Conference	-	-	-	-	-	-
18587	-	-	-	-	-	-
LANGUAGE LINE SERVIC	-	-	-	-	-	-
4681246	-	-	-	-	-	-
4702645	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2019 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - Ansafo	-	-	-		-	
17194	-	-	-		-	
17371	-	-	-		-	
17599	-	-	-		-	
17778	-	-	-		-	
17999	-	-	-		-	
18202	-	-	-		-	
18384	-	-	-		-	
18542	-	-	-		-	
18687	-	-	-		-	
18918	-	-	-		-	
19083	-	-	-		-	
19207	-	-	-		-	
RIVER ENERGY CONSULT - CLEAResult	-		-		-	
17726	-		-		-	
17733	-		-		-	
17786	-		-		-	
17902	-		-		-	
17895	-		-		-	
17860	-		-		-	
17853	-		-		-	
17867	-		-		-	
18052	-		-		-	
18147	-		-		-	
18369	-		-		-	
18475	-		-		-	
18724	-		-		-	
18948	-		-		-	
19289	-		-		-	
19126	-		-		-	
COMMONWEALTH OF MASS		-	-	-	-	
2019ENERCSASMT000012		-	-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
18180	-	-	-		-	
17940	-	-	-		-	
18344	-	-	-		-	
18391	-	-	-		-	
18489	-	-	-		-	
18882	-	-	-		-	
19185	-	-	-		-	
17156	-	-	-		-	
17321	-	-	-		-	
17402	-	-	-		-	
17538	-	-	-		-	
17748	-	-	-		-	
18655	-	-	-		-	
19046	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2019 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
190541	-	-	-	-	-	-
190999	-	-	-	-	-	-
191984	-	-	-	-	-	-
191996	-	-	-	-	-	-
194738	-	-	-	-	-	-
194832	-	-	-	-	-	-
193541	-	-	-	-	-	-
193618	-	-	-	-	-	-
195675	-	-	-	-	-	-
196635	-	-	-	-	-	-
197636	-	-	-	-	-	-
198560	-	-	-	-	-	-
199263	-	-	-	-	-	-
195758	-	-	-	-	-	-
196704	-	-	-	-	-	-
197663	-	-	-	-	-	-
198569	-	-	-	-	-	-
199274	-	-	-	-	-	-
200060	-	-	-	-	-	-
201007	-	-	-	-	-	-
201883	-	-	-	-	-	-
202588	-	-	-	-	-	-
203348	-	-	-	-	-	-
200070	-	-	-	-	-	-
201046	-	-	-	-	-	-
201953	-	-	-	-	-	-
202598	-	-	-	-	-	-
203516	-	-	-	-	-	-
204317	-	-	-	-	-	-
204316	-	-	-	-	-	-
205112	-	-	-	-	-	-
206017	-	-	-	-	-	-
206796	-	-	-	-	-	-
207411	-	-	-	-	-	-
208383	-	-	-	-	-	-
209156	-	-	-	-	-	-
205165	-	-	-	-	-	-
206026	-	-	-	-	-	-
206858	-	-	-	-	-	-
207466	-	-	-	-	-	-
208448	-	-	-	-	-	-
209343	-	-	-	-	-	-
210036	-	-	-	-	-	-
210084	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
19806-02	-	-	-	-	-	-
19-806-01	-	-	-	-	-	-
19-806A-03	-	-	-	-	-	-
19-806A-06	-	-	-	-	-	-
19-806A-05	-	-	-	-	-	-
19-806A-08	-	-	-	-	-	-
19-806A-07	-	-	-	-	-	-
19-806A-04	-	-	-	-	-	-
19-806A-10	-	-	-	-	-	-
19-806A-11	-	-	-	-	-	-
19-806A-12	-	-	-	-	-	-
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
17179	-	-	-	-	-	-
17335	-	-	-	-	-	-
17545	-	-	-	-	-	-
17763	-	-	-	-	-	-
18187	-	-	-	-	-	-
17970	-	-	-	-	-	-
18336	-	-	-	-	-	-
18513	-	-	-	-	-	-
18671	-	-	-	-	-	-
18865	-	-	-	-	-	-
18836	-	-	-	-	-	-
19039	-	-	-	-	-	-
19192	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
18708	-	-	-	-	-	-
19104	-	-	-	-	-	-
17568	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
RIVER ENERGY CONSULT - EnergySavvy	-	-	-	-	-	-
17531	-	-	-	-	-	-
17663	-	-	-	-	-	-
ENERGY SAVVY INC.	-	-	-	-	-	-
2628	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2019 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-	-	-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-	-	-	
RIVER ENERGY CONSULT - CLEAResult	-		-	-	-	
17499	-		-	-	-	
17509	-	-	-	-	-	
17652	-	-	-	-	-	
THE CADMUS GROUP INC	-		-	-	-	
INV-278166	-		-	-	-	
LOCAL MEDIA GROUP INC	-		-	-	-	
209313	-		-	-	-	
DANIEL SCHELL	-		-	-	-	
10.6.19 - 10.31.19	-		-	-	-	
11.8.19 - 11.30.19	-		-	-	-	
MV TIMES CORPORATION	-		-	-	-	
301126971	-		-	-	-	
301127092	-		-	-	-	
HYORA PUBLICATIONS	-		-	-	-	
20878	-		-	-	-	
CLEAResult CONSULTIN	-		-	-	-	
27439R	-		-	-	-	
28880R	-		-	-	-	
30026R	-		-	-	-	
31301R	-		-	-	-	
32459R	-		-	-	-	
34334R	-		-	-	-	
34780R	-		-	-	-	
26703R	-		-	-	-	
35722R	-		-	-	-	
121-CAPE LIGHT	-		-	-	-	
122-CAPE LIGHT	-		-	-	-	
123-CAPE LIGHT	-		-	-	-	
125-CAPE LIGHT	-		-	-	-	
124-CAPE LIGHT	-		-	-	-	
127-CAPE LIGHT	-		-	-	-	
130-CAPE LIGHT	-		-	-	-	
131-CAPE LIGHT	-		-	-	-	
132-CAPE LIGHT	-		-	-	-	
126-CAPE LIGHT	-	-	-	-	-	
128-CAPE LIGHT	-	-	-	-	-	
129-CAPE LIGHT	-	-	-	-	-	
APPLIANCE RECYCLING	-	-	-	-	-	
50951	-	-	-	-	-	
51127	-	-	-	-	-	
51315	-	-	-	-	-	
51510	-	-	-	-	-	
51708	-	-	-	-	-	
51892	-	-	-	-	-	
52129	-	-	-	-	-	
52349	-	-	-	-	-	
52538	-	-	-	-	-	
52543	-	-	-	-	-	
52762	-	-	-	-	-	
52954	-	-	-	-	-	
53166	-	-	-	-	-	
52029	-	-	-	-	-	
52155	-	-	-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	
18180	-	-	-	-	-	
17940	-	-	-	-	-	
18344	-	-	-	-	-	
18391	-	-	-	-	-	
18489	-	-	-	-	-	
18882	-	-	-	-	-	
19185	-	-	-	-	-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2019 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
COHEN VENTURES INC	-	-	-	-	-	-
19-1753-02-CL-RE	-	-	-	-	-	-
19-1753-03-CL-RE	-	-	-	-	-	-
19-1753-04-CL-RE	-	-	-	-	-	-
19-1753-05-CL-RE	-	-	-	-	-	-
19-1753-06-CL-RE	-	-	-	-	-	-
19-1753-07-CL-RE	-	-	-	-	-	-
19-1753-08-CL-RE	-	-	-	-	-	-
19-1753-090CL-RE	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC H&C12-19	-	-	-	-	-	-
CLC H&C11-19	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
023563-0001	-	-	-	-	-	-
23454-0001	-	-	-	-	-	-
023655-0001	-	-	-	-	-	-
23652-0001	-	-	-	-	-	-
023723-0001	-	-	-	-	-	-
ENERGY FEDERATION IN	-	-	-	-	-	-
1777111-IN	-	-	-	-	-	-
1800353-IN	-	-	-	-	-	-
1801175-IN	-	-	-	-	-	-
1821054-IN	-	-	-	-	-	-
1847710-IN	-	-	-	-	-	-
1845013-IN	-	-	-	-	-	-
1857635-IN	-	-	-	-	-	-
1806162-IN	-	-	-	-	-	-
1877230-IN	-	-	-	-	-	-
1884163-IN	-	-	-	-	-	-
1898560-IN	-	-	-	-	-	-
1818283-IN	-	-	-	-	-	-
1849026-IN	-	-	-	-	-	-
1912224-IN	-	-	-	-	-	-
1916219-IN	-	-	-	-	-	-
1889509-IN	-	-	-	-	-	-
1933342-IN	-	-	-	-	-	-
1924718-IN	-	-	-	-	-	-
1941815-IN	-	-	-	-	-	-
1769347-IN	-	-	-	-	-	-
1942379-IN	-	-	-	-	-	-
1953416-IN	-	-	-	-	-	-
1949325-IN	-	-	-	-	-	-
1961071-IN	-	-	-	-	-	-
1909071-IN	-	-	-	-	-	-
1937972-IN	-	-	-	-	-	-
1978568-IN	-	-	-	-	-	-
1998289-IN	-	-	-	-	-	-
1999473-IN	-	-	-	-	-	-
1979880-IN	-	-	-	-	-	-
2007833-IN	-	-	-	-	-	-
2020591	-	-	-	-	-	-
1974359-IN	-	-	-	-	-	-
2022669-IN	-	-	-	-	-	-
2027137-IN	-	-	-	-	-	-
2030301-IN	-	-	-	-	-	-
2030704-IN	-	-	-	-	-	-
2034284-IN	-	-	-	-	-	-
2036998-IN	-	-	-	-	-	-
2002625-IN	-	-	-	-	-	-
2036986-IN	-	-	-	-	-	-
2039793-IN	-	-	-	-	-	-
2041069-IN	-	-	-	-	-	-
2049851	-	-	-	-	-	-
2046691-IN	-	-	-	-	-	-
2071685-IN	-	-	-	-	-	-
2072894-IN	-	-	-	-	-	-
2079470-IN	-	-	-	-	-	-
2088131-IN	-	-	-	-	-	-
2088443-IN	-	-	-	-	-	-
2100205-IN	-	-	-	-	-	-
2107566-IN	-	-	-	-	-	-
2110223-IN	-	-	-	-	-	-
2132351-IN	-	-	-	-	-	-
2134864-IN	-	-	-	-	-	-
2140784-IN	-	-	-	-	-	-
2142141-IN	-	-	-	-	-	-
2142165-IN	-	-	-	-	-	-
2142248-IN	-	-	-	-	-	-
2152779-IN	-	-	-	-	-	-
2161194-IN	-	-	-	-	-	-
2160051-IN	-	-	-	-	-	-
2142164-IN	-	-	-	-	-	-
2158202-IN	-	-	-	-	-	-
2168539-IN	-	-	-	-	-	-
2177181-IN	-	-	-	-	-	-
2199378-IN	-	-	-	-	-	-
1861655-IN	-	-	-	-	-	-
1864554-IN	-	-	-	-	-	-
1878647-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2019 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
1783122-IN	-	-	-	-	-	-
1806777-IN	-	-	-	-	-	-
1899393-IN	-	-	-	-	-	-
1978381-IN	-	-	-	-	-	-
2139833-IN	-	-	-	-	-	-
2171397-IN	-	-	-	-	-	-
1828146-IN	-	-	-	-	-	-
2035385-IN	-	-	-	-	-	-
2084860-IN	-	-	-	-	-	-
1834625-IN	-	-	-	-	-	-
1842101-IN	-	-	-	-	-	-
1854028-IN	-	-	-	-	-	-
1845607-IN	-	-	-	-	-	-
1862683-IN	-	-	-	-	-	-
1874278-IN	-	-	-	-	-	-
1875040-IN	-	-	-	-	-	-
1892355-IN	-	-	-	-	-	-
1880875-IN	-	-	-	-	-	-
1881326-IN	-	-	-	-	-	-
1893886-IN	-	-	-	-	-	-
1899290-IN	-	-	-	-	-	-
1906561-IN	-	-	-	-	-	-
1924705-IN	-	-	-	-	-	-
1942377-IN	-	-	-	-	-	-
1786911-IN	-	-	-	-	-	-
1949326-IN	-	-	-	-	-	-
1966626-IN	-	-	-	-	-	-
1966627-IN	-	-	-	-	-	-
1925535-IN	-	-	-	-	-	-
1925534-IN	-	-	-	-	-	-
1971858-IN	-	-	-	-	-	-
1972755-IN	-	-	-	-	-	-
1979016-IN	-	-	-	-	-	-
1979017-IN	-	-	-	-	-	-
1924707-IN	-	-	-	-	-	-
1978566-IN	-	-	-	-	-	-
2002595-IN	-	-	-	-	-	-
2003153-IN	-	-	-	-	-	-
2017506-IN	-	-	-	-	-	-
1992068-IN	-	-	-	-	-	-
2042387-IN	-	-	-	-	-	-
2018971-IN	-	-	-	-	-	-
2018974-IN	-	-	-	-	-	-
2036975-IN	-	-	-	-	-	-
1769893-IN	-	-	-	-	-	-
2046689-IN	-	-	-	-	-	-
2075260-IN	-	-	-	-	-	-
2038839-IN	-	-	-	-	-	-
2066734-IN	-	-	-	-	-	-
2031631-IN	-	-	-	-	-	-
2079107-IN	-	-	-	-	-	-
2092896-IN	-	-	-	-	-	-
2099949-IN	-	-	-	-	-	-
2112053-IN	-	-	-	-	-	-
2079109-IN	-	-	-	-	-	-
2120263-IN	-	-	-	-	-	-
2142139-IN	-	-	-	-	-	-
2142162-IN	-	-	-	-	-	-
2148736-IN	-	-	-	-	-	-
2155362-IN	-	-	-	-	-	-
2163759-IN	-	-	-	-	-	-
2168120-IN	-	-	-	-	-	-
2129212-IN	-	-	-	-	-	-
2183904-IN	-	-	-	-	-	-
2225305-IN	-	-	-	-	-	-
2208160-IN	-	-	-	-	-	-
1771379-IN	-	-	-	-	-	-
1814184-IN	-	-	-	-	-	-
1842166-IN	-	-	-	-	-	-
1878635-IN	-	-	-	-	-	-
1913337-IN	-	-	-	-	-	-
1942401-IN	-	-	-	-	-	-
1819643-IN	-	-	-	-	-	-
2029066-IN	-	-	-	-	-	-
1978234-IN	-	-	-	-	-	-
2067625-IN	-	-	-	-	-	-
2084073-IN	-	-	-	-	-	-
2150522-IN	-	-	-	-	-	-
2176164-IN	-	-	-	-	-	-
1978220-IN	-	-	-	-	-	-
1773793-IN	-	-	-	-	-	-
1801168-IN	-	-	-	-	-	-
1847709-IN	-	-	-	-	-	-
1818281-IN	-	-	-	-	-	-
1849024-IN	-	-	-	-	-	-
1916218-IN	-	-	-	-	-	-
1806161-IN	-	-	-	-	-	-
1861639-IN	-	-	-	-	-	-
1878257-IN	-	-	-	-	-	-
1889508-IN	-	-	-	-	-	-
1899681-IN	-	-	-	-	-	-
1912896-IN	-	-	-	-	-	-
1941746-IN	-	-	-	-	-	-
1942378-IN	-	-	-	-	-	-
1949324-IN	-	-	-	-	-	-
1960571-IN	-	-	-	-	-	-
1937971-IN	-	-	-	-	-	-
1978567-IN	-	-	-	-	-	-
1909070-IN	-	-	-	-	-	-
1998288-IN	-	-	-	-	-	-
2020590-IN	-	-	-	-	-	-
2018968-IN	-	-	-	-	-	-
2005086-IN	-	-	-	-	-	-
2030300-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2019 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
2030703-IN	-	-	-	-	-	-
2036997-IN	-	-	-	-	-	-
2039792-IN	-	-	-	-	-	-
2068667-IN	-	-	-	-	-	-
20466990-IN	-	-	-	-	-	-
2072893-IN	-	-	-	-	-	-
2088129-IN	-	-	-	-	-	-
2107565-IN	-	-	-	-	-	-
2084683-IN	-	-	-	-	-	-
2108233-IN	-	-	-	-	-	-
2079110-IN	-	-	-	-	-	-
2134863-IN	-	-	-	-	-	-
2142140-IN	-	-	-	-	-	-
2142163-IN	-	-	-	-	-	-
2142242-IN	-	-	-	-	-	-
2160050-IN	-	-	-	-	-	-
2158201-IN	-	-	-	-	-	-
2095407-IN	-	-	-	-	-	-
2169104-IN	-	-	-	-	-	-
2177180-IN	-	-	-	-	-	-
1946875-IN	-	-	-	-	-	-
2018591-IN	-	-	-	-	-	-
2042109-IN	-	-	-	-	-	-
2082486-IN	-	-	-	-	-	-
TRC ENVIRONMENTAL CO	-	-	-	-	-	-
LF07-LCL1-2019	-	-	-	-	-	-
119	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
18708	-	-	-	-	-	-
19104	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
RIVER ENERGY CONSULT - EnergySavvy	-	-	-	-	-	-
17531	-	-	-	-	-	-
17663	-	-	-	-	-	-
ENERGY SAVVY INC.	-	-	-	-	-	-
2628	-	-	-	-	-	-
LOCKHEED MARTIN CORP	-	-	-	-	-	-
E1903-050A	-	-	-	-	-	-
E1904-107A	-	-	-	-	-	-
E1905-049A	-	-	-	-	-	-
E1902-025A	-	-	-	-	-	-
E1906-142A	-	-	-	-	-	-
E1907-053A	-	-	-	-	-	-
E1908-028A	-	-	-	-	-	-
E1909-055A	-	-	-	-	-	-
E1910-035A	-	-	-	-	-	-
E1911-044A (2)	-	-	-	-	-	-
RIVER ENERGY CONSULT - artco RMG	-	-	-	-	-	-
18035	-	-	-	-	-	-
HYANNIS GULF CORPORA	-	-	-	-	-	-
HVAC CONTRACTOR DINN	-	-	-	-	-	-
PLUMBERS' SUPPLY COM	-	-	-	-	-	-
112519MV	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2d - Residential Behavior

Cape Light Compact

2019 A2d - Residential Behavior						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
ORACLE AMERICAN, INC	-	-	-		-	
8332542	-	-	-		-	
6696650	-	-	-		-	
8265629	-	-	-		-	
6682234	-	-	-		-	
NEST LABS, INC.	-	-		-	-	
NL300173	-	-		-	-	
NL325321	-	-		-	-	
Grand Total					-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2e - Residential Active Demand Reduction

Cape Light Compact

2019 A2e - Residential Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2019 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEAResult	-	-	-	-	-	-
17801	-	-	-	-	-	-
18398	-	-	-	-	-	-
CLEAResult CONSULTIN	-	-	-	-	-	-
26-CAPELIGHT_WFD	-	-	-	-	-	-
25-CAPELIGHT_WFD	-	-	-	-	-	-
26-CAPELIGHT_WFD_A	-	-	-	-	-	-
27-CAPELIGHT_WFD	-	-	-	-	-	-
28-CAPELIGHT_WFD	-	-	-	-	-	-
32-CAPELIGHT_WFD	-	-	-	-	-	-
30-CAPELIGHT_WFD	-	-	-	-	-	-
31-CAPELIGHT_WFD	-	-	-	-	-	-
34-CAPELIGHT_WFD	-	-	-	-	-	-
CONSORTIUM FOR ENERGY	-	-	-	-	-	-
M2019-108	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC PHA10-19	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
023560-0003	-	-	-	-	-	-
23462-0003	-	-	-	-	-	-
023654-0003	-	-	-	-	-	-
023656-0003	-	-	-	-	-	-
23721-0003	-	-	-	-	-	-
023724-0003	-	-	-	-	-	-
023722-0003	-	-	-	-	-	-
023811-0003	-	-	-	-	-	-
23818-0003	-	-	-	-	-	-
023810-0003	-	-	-	-	-	-
23889-0003	-	-	-	-	-	-
023885-0003	-	-	-	-	-	-
23955-0003	-	-	-	-	-	-
023950-0003	-	-	-	-	-	-
024014-0003	-	-	-	-	-	-
24011-0003	-	-	-	-	-	-
024098-0003	-	-	-	-	-	-
024183-0003	-	-	-	-	-	-
24167-0003	-	-	-	-	-	-
024185-0003	-	-	-	-	-	-
024269-0003	-	-	-	-	-	-
024360-0003	-	-	-	-	-	-
024353-0003	-	-	-	-	-	-
RIVER ENERGY CONSULT - Endless Energy	-	-	-	-	-	-
18283	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
100036066	-	-	-	-	-	-
100037394	-	-	-	-	-	-
100038925	-	-	-	-	-	-
100039991	-	-	-	-	-	-
0100038374b	-	-	-	-	-	-
100041445	-	-	-	-	-	-
100043289	-	-	-	-	-	-
100046561	-	-	-	-	-	-
100047300	-	-	-	-	-	-
100048673	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2019 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CHRISTINE C. TWOMBLY	-	-	-	-	-	-
ENED/IAN 2019	-	-	-	-	-	-
ENED 05.19 - 06.19	-	-	-	-	-	-
ENED 07.19	-	-	-	-	-	-
EN/ED 10.19	-	-	-	-	-	-
NATIONAL ENERGY EDUC	-	-	-	-	-	-
79742	-	-	-	-	-	-
79920	-	-	-	-	-	-
79893	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_1904MRM	-	-	-	-	-	-
10_1904DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_1905DRT	-	-	-	-	-	-
10_1905DMRM	-	-	-	-	-	-
10_1906DMRM	-	-	-	-	-	-
10_1906DRT	-	-	-	-	-	-
10_1907DMRM	-	-	-	-	-	-
10_1907DRT	-	-	-	-	-	-
10_1908DRT	-	-	-	-	-	-
10_1909DMRM	-	-	-	-	-	-
10_1909DRT	-	-	-	-	-	-
10_1910DMRM	-	-	-	-	-	-
10_1910DRT	-	-	-	-	-	-
10_1911DRT	-	-	-	-	-	-
10_1911DMRM	-	-	-	-	-	-
10_1912DRT	-	-	-	-	-	-
NMR GROUP INC	-	-	-	-	-	-
2293U	-	-	-	-	-	-
2273.1AI	-	-	-	-	-	-
2273.2AI	-	-	-	-	-	-
2293V	-	-	-	-	-	-
2273.2AJ	-	-	-	-	-	-
2273.1AJ	-	-	-	-	-	-
2273.2AK	-	-	-	-	-	-
2273.1AK	-	-	-	-	-	-
2293w	-	-	-	-	-	-
2273.2AL	-	-	-	-	-	-
2273.1AL	-	-	-	-	-	-
2293X	-	-	-	-	-	-
2293Y	-	-	-	-	-	-
2273.2AM	-	-	-	-	-	-
2273.1AM	-	-	-	-	-	-
22773.2AN	-	-	-	-	-	-
2273.1AN	-	-	-	-	-	-
2293Z	-	-	-	-	-	-
2293AA	-	-	-	-	-	-
2352.2A	-	-	-	-	-	-
2532.1A	-	-	-	-	-	-
2293BB	-	-	-	-	-	-
2532.1B	-	-	-	-	-	-
2352.2B	-	-	-	-	-	-
2293DD	-	-	-	-	-	-
2352.2D	-	-	-	-	-	-
2532.1D	-	-	-	-	-	-
2352.2E	-	-	-	-	-	-
2532.1E	-	-	-	-	-	-
2293EE	-	-	-	-	-	-
2293CC	-	-	-	-	-	-
2532.1C	-	-	-	-	-	-
2352.2C	-	-	-	-	-	-
2352.2F	-	-	-	-	-	-
2532.1F	-	-	-	-	-	-
2293FF	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
2421	-	-	-	-	-	-
2455	-	-	-	-	-	-
2487	-	-	-	-	-	-
2526	-	-	-	-	-	-
2600	-	-	-	-	-	-
2782	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2019 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - PCC Technology		-	-	-	-	-
18740		-	-	-	-	-
17394		-	-	-	-	-
17644		-	-	-	-	-
18044		-	-	-	-	-
18352		-	-	-	-	-
18570		-	-	-	-	-
18940		-	-	-	-	-
19111		-	-	-	-	-
19305		-	-	-	-	-
19281		-	-	-	-	-
19264		-	-	-	-	-
EDLOW P. BANKS	-	-	-	-	-	-
INVOICE #1	-	-	-	-	-	-
2	-	-	-	-	-	-
INVOICE #3	-	-	-	-	-	-
ANB SYSTEM INC	-	-	-	-	-	-
7137-02	-	-	-	-	-	-
AMERICAN COUNCIL FOR	-	-	-	-	-	-
10138-2	-	-	-	-	-	-
RIVER ENERGY CONSULT - Boston Red Sox	-	-	-	-	-	-
17875	-	-	-	-	-	-
RIVER ENERGY CONSULT - Clark University	-	-	-	-	-	-
18232	-	-	-	-	-	-
RIVER ENERGY CONSULT - Green Jobs Academy	-	-	-	-	-	-
17607	-	-	-	-	-	-
17844	-	-	-	-	-	-
RIVER ENERGY CONSULT - Cape Cod Energy Solutions	-	-	-	-	-	-
18059	-	-	-	-	-	-
18955	-	-	-	-	-	-
RIVER ENERGY CONSULT - SDL Home Improvement	-	-	-	-	-	-
17984	-	-	-	-	-	-
18253	-	-	-	-	-	-
RIVER ENERGY CONSULT - Cape Save	-	-	-	-	-	-
18520	-	-	-	-	-	-
RIVER ENERGY CONSULT - Revise Energy	-	-	-	-	-	-
18641	-	-	-	-	-	-
18757	-	-	-	-	-	-
19061	-	-	-	-	-	-
RIVER ENERGY CONSULT - Dolphin Insulation	-	-	-	-	-	-
18983	-	-	-	-	-	-
KATHLEEN M. SMITH	-	-	-	-	-	-
ENED/1	-	-	-	-	-	-
ENED/SUMMER	-	-	-	-	-	-
ENED 10.19	-	-	-	-	-	-
SALLY ANDREOLA	-	-	-	-	-	-
ENED 06.19	-	-	-	-	-	-
ENED 07.19	-	-	-	-	-	-
ENED 10.19	-	-	-	-	-	-
DEBORAH SHIFLETT-FIT	-	-	-	-	-	-
ENED 07.19	-	-	-	-	-	-
ELIZABETH R. FITTON	-	-	-	-	-	-
ENED 07.19	-	-	-	-	-	-
W.B. MASON CO INC	-	-	-	-	-	-
163317807	-	-	-	-	-	-
163321463	-	-	-	-	-	-
204360567	-	-	-	-	-	-
RIVER ENERGY CONSULT - Industrial Economics	-	-	-	-	-	-
18104	-	-	-	-	-	-
Grand Total						

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2019 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - Ansafone	-	-	-	-	-	-
17186	-	-	-	-	-	-
17363	-	-	-	-	-	-
17591	-	-	-	-	-	-
17770	-	-	-	-	-	-
18194	-	-	-	-	-	-
17991	-	-	-	-	-	-
18376	-	-	-	-	-	-
18534	-	-	-	-	-	-
18679	-	-	-	-	-	-
18910	-	-	-	-	-	-
19075	-	-	-	-	-	-
19199	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEAResult	-	-	-	-	-	-
17740	-	-	-	-	-	-
HERITAGE PRESS INC	-	-	-	-	-	-
103519	-	-	-	-	-	-
104287	-	-	-	-	-	-
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	-
18180	-	-	-	-	-	-
17940	-	-	-	-	-	-
18344	-	-	-	-	-	-
18391	-	-	-	-	-	-
18489	-	-	-	-	-	-
18882	-	-	-	-	-	-
19185	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
195981	-	-	-	-	-	-
202656	-	-	-	-	-	-
206047	-	-	-	-	-	-
201070	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
19-806D-09	-	-	-	-	-	-
19-806D-11	-	-	-	-	-	-
19-806C-12	-	-	-	-	-	-
19-806D-03	-	-	-	-	-	-
19-806D-08	-	-	-	-	-	-
19-806D-07	-	-	-	-	-	-
19-806D-05	-	-	-	-	-	-
19-806D-10	-	-	-	-	-	-
19-806C-11	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2019 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
HOUSING ASSISTANCE C	-	-	-	-	-	-
1.30.19 LIMF BULBS	-	-	-	-	-	-
02.06.2019	-	-	-	-	-	-
2.28.19 LIMF BULBS	-	-	-	-	-	-
2.22.19 LIMF FIX WG	-	-	-	-	-	-
2.25.19 LIMF SHORE	-	-	-	-	-	-
2.28.19 LIMF FIX	-	-	-	-	-	-
2.28.19 LIMF MIXED	-	-	-	-	-	-
3.26.19 LIMF_FIX_MUL	-	-	-	-	-	-
3.31.19 LIMF_INDV BU	-	-	-	-	-	-
3.30.19 LIMF_OSPR LN	-	-	-	-	-	-
5.15.19 LIMF FIX	-	-	-	-	-	-
4.29.19 LIMF FIX	-	-	-	-	-	-
04.26.19 LIMF MIXED	-	-	-	-	-	-
4.30.19 LIMF_OLD COL	-	-	-	-	-	-
4.30.19 LIMF_INDV BU	-	-	-	-	-	-
5.15.19 LIMF INDV	-	-	-	-	-	-
4.30.19 LIMF_STAGE C	-	-	-	-	-	-
3.31.19 LIMF FIX	-	-	-	-	-	-
05.31.19 LIMF_BULBS	-	-	-	-	-	-
5.31.19 LIMF_SHORERD	-	-	-	-	-	-
7.1.19 LIMF_SHORE RD	-	-	-	-	-	-
6.26.19 LIMF_OSPREY	-	-	-	-	-	-
6.26.19 LIMF_STEVEN	-	-	-	-	-	-
6.26.19 LIMF_SALLY	-	-	-	-	-	-
6.26.19 LIMF_PROVINC	-	-	-	-	-	-
6.30.19 LIMF_IND BUL	-	-	-	-	-	-
6.30.19 LIMF_APPLNCE	-	-	-	-	-	-
7.31.19 LIMF_WATER	-	-	-	-	-	-
7.31.19 LIMF_ALEWIFE	-	-	-	-	-	-
7.31.19 LIMF_FIX	-	-	-	-	-	-
7.31.19 LIMF_SANDLE	-	-	-	-	-	-
8.31.19 LIMF-SF APPL	-	-	-	-	-	-
8.31.19 LIMF_LAKE ST	-	-	-	-	-	-
8.31.19 LIMF_FIX	-	-	-	-	-	-
09.27.19 LIMF_FAWCET	-	-	-	-	-	-
09.30.2019 LIMF_FIX	-	-	-	-	-	-
09.30.2019 LIMF_INDI	-	-	-	-	-	-
9.30.19 LIMF_FIX_FAW	-	-	-	-	-	-
10.29.19 LIMF_WTRFIX	-	-	-	-	-	-
10.29.19 LIMF_INDIV	-	-	-	-	-	-
10.21.19 LIMF_GIFFRD	-	-	-	-	-	-
10.30.19 LIMF_MASHPE	-	-	-	-	-	-
10.28.19 LIMF_MIX	-	-	-	-	-	-
10.31.19 LIMF_MASH	-	-	-	-	-	-
11.11.19 LIMF_FIX	-	-	-	-	-	-
11.11.19 LIMF_SHANK	-	-	-	-	-	-
11.7.19 LIMF_APPLNCE	-	-	-	-	-	-
11.27.19 LIMF_WATER	-	-	-	-	-	-
11.30.19 LIMF_INDIV	-	-	-	-	-	-
12.6.19 LIMF_FRED	-	-	-	-	-	-
2019HAC00000095	-	-	-	-	-	-
APLNCE LIMF 2019-12	-	-	-	-	-	-
12.30.19 LIMF_FIX	-	-	-	-	-	-
12.31.19 LIMF_FIX	-	-	-	-	-	-
LIMF 2019-12	-	-	-	-	-	-
06.11.2019 MARKETING	-	-	-	-	-	-
12.30.19 MARKETING	-	-	-	-	-	-
APLNCE INV 2019-01	-	-	-	-	-	-
LIGHT INV 2019-01	-	-	-	-	-	-
WEATHER 2019-01	-	-	-	-	-	-
LIGHTING INV 2019-02	-	-	-	-	-	-
WEATHER 2019-02	-	-	-	-	-	-
APLNCE INV 2019-02	-	-	-	-	-	-
WEATHER 2019-03	-	-	-	-	-	-
LIGHT INV 2019-03	-	-	-	-	-	-
APLNCE INV 2019-03	-	-	-	-	-	-
WEATHER 2019-04	-	-	-	-	-	-
LIGHT INV 2019-04	-	-	-	-	-	-
WEATHERIZATION 19-05	-	-	-	-	-	-
APPLIANCES 19-05	-	-	-	-	-	-
LIGHTING 2019-05	-	-	-	-	-	-
LIGHT INV 2019-06	-	-	-	-	-	-
APLNCE INV 2019-06	-	-	-	-	-	-
WEATHER 2019-06	-	-	-	-	-	-
WEATHER 2019-07	-	-	-	-	-	-
LIGHTING INV 2019-07	-	-	-	-	-	-
APPLIANCE INV 19-07	-	-	-	-	-	-
WEATHER 2019-08	-	-	-	-	-	-
LIGHT INV 2019-08	-	-	-	-	-	-
LIGHT INV 2019-09	-	-	-	-	-	-
WEATHER 2019-09	-	-	-	-	-	-
LIGHT INV 2019-10	-	-	-	-	-	-
WEATHER 2019-10	-	-	-	-	-	-
APLNCE INV 2019-10	-	-	-	-	-	-
APLNCE INV 2019-10B	-	-	-	-	-	-
APLNCE INV 2019-11	-	-	-	-	-	-
APLNCE INV 2019-11B	-	-	-	-	-	-
APLNCE INV 2019-11C	-	-	-	-	-	-
LIGHT INV 2019-11	-	-	-	-	-	-
WEATHER 2019-11	-	-	-	-	-	-
APLNCE LISF 2019-12B	-	-	-	-	-	-
APLNCE LISF 2019-12	-	-	-	-	-	-
LIGHT INV 2019-12	-	-	-	-	-	-
WEATHER 2019-12	-	-	-	-	-	-
6.11.19_MV AUDITOR T	-	-	-	-	-	-
7.10.19_SOFTWARE ENH	-	-	-	-	-	-
8.19.19_EECP UPLOAD	-	-	-	-	-	-
12.30.19_MV AUDIT	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
18708	-	-	-	-	-	-
19104	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2019 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2019ENERCSASMT000012	-	-	-	-	-	-
2019ENEEEAASMT000001	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2019-108	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
clc PHA11-19	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
023560-0003	-	-	-	-	-	-
23462-0003	-	-	-	-	-	-
023654-0003	-	-	-	-	-	-
023656-0003	-	-	-	-	-	-
23721-0003	-	-	-	-	-	-
023724-0003	-	-	-	-	-	-
023722-0003	-	-	-	-	-	-
023811-0003	-	-	-	-	-	-
23818-0003	-	-	-	-	-	-
023810-0003	-	-	-	-	-	-
23889-0003	-	-	-	-	-	-
023885-0003	-	-	-	-	-	-
23955-0003	-	-	-	-	-	-
023950-0003	-	-	-	-	-	-
024014-0003	-	-	-	-	-	-
24011-0003	-	-	-	-	-	-
024098-0003	-	-	-	-	-	-
024183-0003	-	-	-	-	-	-
24167-0003	-	-	-	-	-	-
024185-0003	-	-	-	-	-	-
024269-0003	-	-	-	-	-	-
024360-0003	-	-	-	-	-	-
024353-0003	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
100036066	-	-	-	-	-	-
100037394	-	-	-	-	-	-
100038925	-	-	-	-	-	-
100039991	-	-	-	-	-	-
0100038374b	-	-	-	-	-	-
100041445	-	-	-	-	-	-
100043289	-	-	-	-	-	-
100046561	-	-	-	-	-	-
100047300	-	-	-	-	-	-
100048673	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_1904MRM	-	-	-	-	-	-
10_1904DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_1905DRT	-	-	-	-	-	-
10_1905MRM	-	-	-	-	-	-
10_1906MRM	-	-	-	-	-	-
10_1906DRT	-	-	-	-	-	-
10_1907MRM	-	-	-	-	-	-
10_1907DRT	-	-	-	-	-	-
10_1908DRT	-	-	-	-	-	-
10_1909MRM	-	-	-	-	-	-
10_1909DRT	-	-	-	-	-	-
10_1910MRM	-	-	-	-	-	-
10_1910DRT	-	-	-	-	-	-
10_1911DRT	-	-	-	-	-	-
10_1911MRM	-	-	-	-	-	-
10_1912DRT	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2019 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
NMR GROUP INC	-	-	-	-	-	-
2293U	-	-	-	-	-	-
2273.1AI	-	-	-	-	-	-
2273.2AI	-	-	-	-	-	-
2293V	-	-	-	-	-	-
2273.2AJ	-	-	-	-	-	-
2273.1AJ	-	-	-	-	-	-
2273.2AK	-	-	-	-	-	-
2273.1AK	-	-	-	-	-	-
2293w	-	-	-	-	-	-
2273.2AL	-	-	-	-	-	-
2273.1AL	-	-	-	-	-	-
2293X	-	-	-	-	-	-
2293Y	-	-	-	-	-	-
2273.2AM	-	-	-	-	-	-
2273.1AM	-	-	-	-	-	-
22773.2AN	-	-	-	-	-	-
2273.1AN	-	-	-	-	-	-
2293Z	-	-	-	-	-	-
2293AA	-	-	-	-	-	-
2352.2A	-	-	-	-	-	-
2532.1A	-	-	-	-	-	-
2293BB	-	-	-	-	-	-
2532.1B	-	-	-	-	-	-
2352.2B	-	-	-	-	-	-
2293DD	-	-	-	-	-	-
2352.2D	-	-	-	-	-	-
2532.1D	-	-	-	-	-	-
2352.2E	-	-	-	-	-	-
2532.1E	-	-	-	-	-	-
2293EE	-	-	-	-	-	-
2293CC	-	-	-	-	-	-
2532.1C	-	-	-	-	-	-
2352.2C	-	-	-	-	-	-
2352.2F	-	-	-	-	-	-
2532.1F	-	-	-	-	-	-
2293FF	-	-	-	-	-	-
ACTION INCORPORATED	-	-	-	-	-	-
4.25.19 INVOICE DATE	-	-	-	-	-	-
10.09.19	-	-	-	-	-	-
07.22.19	-	-	-	-	-	-
12.9.19 INVOICE DATE	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
2421	-	-	-	-	-	-
2455	-	-	-	-	-	-
2487	-	-	-	-	-	-
2526	-	-	-	-	-	-
2600	-	-	-	-	-	-
2782	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technology	-	-	-	-	-	-
18740	-	-	-	-	-	-
17394	-	-	-	-	-	-
17644	-	-	-	-	-	-
18044	-	-	-	-	-	-
18352	-	-	-	-	-	-
18570	-	-	-	-	-	-
18940	-	-	-	-	-	-
19111	-	-	-	-	-	-
19305	-	-	-	-	-	-
19281	-	-	-	-	-	-
19264	-	-	-	-	-	-
ANB SYSTEM INC	-	-	-	-	-	-
7137-02	-	-	-	-	-	-
ACTION FOR BOSTON CO	-	-	-	-	-	-
LIMF PROGRAM 2019 Q1	-	-	-	-	-	-
LIMF PROGRAM 2019 Q4	-	-	-	-	-	-
AMERICAN COUNCIL FOR	-	-	-	-	-	-
10138-2	-	-	-	-	-	-
RIVER ENERGY CONSULT - Boston Red Sox	-	-	-	-	-	-
17875	-	-	-	-	-	-
RIVER ENERGY CONSULT - Clark University	-	-	-	-	-	-
18232	-	-	-	-	-	-
RIVER ENERGY CONSULT - Industrial Economics	-	-	-	-	-	-
18104	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C1 - C&I New Buildings

C1a - C&I New Buildings & Major Renovations

Cape Light Compact

2019 C1a - C&I New Buildings & Major Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-				-	
17886	-		-	-	-	
18066	-		-	-	-	
PERFORMANCE SYSTEMS	-	-	-		-	
20792	-	-	-		-	
20908	-	-	-		-	
20730	-	-	-		-	
21190	-	-	-		-	
21039	-	-	-		-	
21424	-	-	-		-	
21549	-	-	-		-	
21716	-	-	-		-	
21312	-	-	-		-	
21801	-	-	-		-	
21984	-	-	-		-	
22120	-	-	-		-	
GALLIGAN ENERGY CONS	-	-	-		-	
2019-321	-	-	-		-	
2019-326	-	-	-		-	
2019-330	-	-	-		-	
2019-336	-	-	-		-	
2019-341	-	-	-		-	
2019-346	-	-	-		-	
2019-349	-	-	-		-	
2019-353	-	-	-		-	
2019-359	-	-	-		-	
2019-365	-	-	-		-	
2019-369	-	-	-		-	
2019-322	-	-	-		-	
2019-327	-	-	-		-	
2019-331	-	-	-		-	
2019-337	-	-	-		-	
2019-342	-	-	-		-	
2019-347	-	-	-		-	
2019-350	-	-	-		-	
2019-354	-	-	-		-	
2019-360	-	-	-		-	
2019-366	-	-	-		-	
2019-370	-	-	-		-	
CUSTOMERTIMES CORP.		-	-	-	-	
CT-02410		-	-	-	-	
CT-02806		-	-	-	-	
1675		-	-	-	-	
CT-03733		-	-	-	-	
CRMORBIT INC.		-	-	-	-	
2997		-	-	-	-	
SECOND LAW ENGINEERS	-	-	-		-	
201902CS	-	-	-		-	
201903CS	-	-	-		-	
201904CS	-	-	-		-	
201905CS	-	-	-		-	
201906CS	-	-	-		-	
201907CS	-	-	-		-	
201908CS	-	-	-		-	
201909CS	-	-	-		-	
201910CS	-	-	-		-	
201911CS	-	-	-		-	
201912CS	-	-	-		-	
9390	-	-	-		-	
9442	-	-	-		-	
9557	-	-	-		-	
9600	-	-	-		-	
9647	-	-	-		-	
RIVER ENERGY CONSULT - Rich May		-	-	-	-	
19399		-	-	-	-	
RIVER ENERGY CONSULT - Committee Meeting		-	-	-	-	
19239		-	-	-	-	
THE OCKERS COMPANY	-	-			-	
1247462	-	-			-	
TOWN OF SANDWICH	-	-			-	
1272631	-	-			-	
1272632	-	-			-	
TOWN OF BOURNE	-	-			-	
1278145	-	-			-	
FALMOUTH COMMUNITY T	-	-			-	
1244153	-	-			-	
1244174	-	-			-	
HOBBY LOBBY STORES	-	-			-	
1253658	-	-			-	
Grand Total					-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2019 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-		-	
All IT Allocated Costs			-		-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs					-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-		-	
17886	-		-		-	
18066	-		-		-	
HERITAGE PRESS INC	-		-		-	
103607	-		-		-	
103990	-		-		-	
SANDAB COMMUNICATION	-		-		-	
MCC-1191040921	-		-		-	
MCC-1191141223	-		-		-	
THE CADMUS GROUP INC	-		-		-	
INV-278166	-		-		-	
INV-276163	-		-		-	
INV-277228	-		-		-	
LOCAL MEDIA GROUP IN	-		-		-	
209313	-		-		-	
209314	-		-		-	
DANIEL SCHELL	-		-		-	
10.6.19 - 10.31.19	-		-		-	
MV TIMES CORPORATION	-		-		-	
301127465	-		-		-	
10.19 BILLING	-		-		-	
HYORA PUBLICATIONS	-		-		-	
21335	-		-		-	
21298	-		-		-	
FRIENDS OF MVYRADIO	-		-		-	
10.27.19 INV DATE	-		-		-	
FALMOUTH PUBLISHING	-		-		-	
66172	-		-		-	
VINEYARD GAZETTE LLC	-		-		-	
10.19 ADVERTISING	-		-		-	
GATEHOUSE MEDIA MASS	-		-		-	
CN13835155	-		-		-	
CN13835327	-		-		-	
CN13835380	-		-		-	
CN13835327-2	-		-		-	
CN13835327-3	-		-		-	
CN13835380-2	-		-		-	
CLEARRESULT CONSULTIN	-		-		-	
274395	-		-		-	
267035	-		-		-	
288805	-		-		-	
300265	-		-		-	
313015	-		-		-	
324595	-		-		-	
347805	-		-		-	
343345	-		-		-	
357225	-		-		-	
APPLIANCE RECYCLING	-	-			-	
51463	-	-			-	
52350	-	-			-	
52763	-	-			-	
52955	-	-			-	
53167	-	-			-	
THIELSCH ENGINEERING	-				-	
192125	-	-			-	
195894	-	-			-	
193941	-	-			-	
199021	-	-			-	
201026	-	-			-	
202946	-	-			-	
204046	-	-			-	
205946	-	-			-	
207534	-	-			-	
209959	-	-			-	
195880	-	-			-	
197654	-	-			-	
199017	-	-			-	
201020	-	-			-	
201022	-	-			-	
202642	-	-			-	
202644	-	-			-	
204043	-	-			-	
205874	-	-			-	
207542	-	-			-	
209956	-	-			-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2019 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
209957	-	-	-	-	-	-
193715	-	-	-	-	-	-
195980	-	-	-	-	-	-
197710	-	-	-	-	-	-
199283	-	-	-	-	-	-
201075	-	-	-	-	-	-
204353-2	-	-	-	-	-	-
206048	-	-	-	-	-	-
207704	-	-	-	-	-	-
210134	-	-	-	-	-	-
190033	-	-	-	-	-	-
194621	-	-	-	-	-	-
191723	-	-	-	-	-	-
193720	-	-	-	-	-	-
195835	-	-	-	-	-	-
197790	-	-	-	-	-	-
199164	-	-	-	-	-	-
200905	-	-	-	-	-	-
202667	-	-	-	-	-	-
204273	-	-	-	-	-	-
206039	-	-	-	-	-	-
207530	-	-	-	-	-	-
209484	-	-	-	-	-	-
195849	-	-	-	-	-	-
195847	-	-	-	-	-	-
197648	-	-	-	-	-	-
197631	-	-	-	-	-	-
199001	-	-	-	-	-	-
201023	-	-	-	-	-	-
202643	-	-	-	-	-	-
202637	-	-	-	-	-	-
204047	-	-	-	-	-	-
204045	-	-	-	-	-	-
205829	-	-	-	-	-	-
207541	-	-	-	-	-	-
207526	-	-	-	-	-	-
209955	-	-	-	-	-	-
193948	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
19-806CI-07	-	-	-	-	-	-
19-806CI-08	-	-	-	-	-	-
19-806CI-09	-	-	-	-	-	-
19-806CI-11	-	-	-	-	-	-
19-806CI-12	-	-	-	-	-	-
19-806SB-10	-	-	-	-	-	-
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
17300	-	-	-	-	-	-
GALLIGAN ENERGY CONS	-	-	-	-	-	-
2019-329	-	-	-	-	-	-
2019-333	-	-	-	-	-	-
2019-323	-	-	-	-	-	-
2019-332	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-02410	-	-	-	-	-	-
CT-02806	-	-	-	-	-	-
1675	-	-	-	-	-	-
CT-03733	-	-	-	-	-	-
CRMORBIT INC	-	-	-	-	-	-
2997	-	-	-	-	-	-
EFFICIENCY FOWARD I	-	-	-	-	-	-
239	-	-	-	-	-	-
SECOND LAW ENGINEERS	-	-	-	-	-	-
201902CS	-	-	-	-	-	-
201903CS	-	-	-	-	-	-
201904CS	-	-	-	-	-	-
201905CS	-	-	-	-	-	-
201906CS	-	-	-	-	-	-
201907CS	-	-	-	-	-	-
9254	-	-	-	-	-	-
NATIONAL RESOURCE MA	-	-	-	-	-	-
04.15.19 MEDIUM	-	-	-	-	-	-
05.15.19 MEDIUM	-	-	-	-	-	-
SEPTEMBER 90 2019 ME	-	-	-	-	-	-
10.31.19 MEDIUM	-	-	-	-	-	-
04.15.19 SMALL	-	-	-	-	-	-
04.30.19 SMALL	-	-	-	-	-	-
06.18.19 SMALL	-	-	-	-	-	-
07.23.19 SMALL	-	-	-	-	-	-
07.31.19 SMALL	-	-	-	-	-	-
10.31.19 SMALL	-	-	-	-	-	-
44884	-	-	-	-	-	-
12.31.19 SMALL	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May	-	-	-	-	-	-
19399	-	-	-	-	-	-
RIVER ENERGY CONSULT - Committee Meeting	-	-	-	-	-	-
19239	-	-	-	-	-	-
UPPER CAPE COD REGIO	-	-	-	-	-	-
1241144	-	-	-	-	-	-
SPYRO MITROKOSTAS	-	-	-	-	-	-
INVOICE # 4	-	-	-	-	-	-
CORPORATE FULFILLMEN	-	-	-	-	-	-
0608568-IN	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2019 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-	-	-	
17886	-		-	-	-	
18066	-		-	-	-	
DANIEL SCHELL	-		-	-	-	
10.6.19 - 10.31.19	-		-	-	-	
CLEARRESULT CONSULTIN	-				-	
23416	-	-			-	
26146	-				-	
27439C	-		-	-	-	
26703C	-		-	-	-	
28880C	-		-	-	-	
30364	-				-	
30026C	-		-	-	-	
31301C	-		-	-	-	
32459C	-		-	-	-	
34657	-				-	
34780C	-		-	-	-	
34334C	-		-	-	-	
35722C	-		-	-	-	
1229-WD-1	-	-			-	
21953	-	-			-	
24938	-	-			-	
27649	-	-			-	
28789	-	-			-	
31743	-	-			-	
33127	-	-			-	
35825	-	-			-	
COHEN VENTURES INC	-				-	
19-1754-06-CL-CE	-		-		-	
16-1538-33	-	-			-	
16-1538-35	-	-			-	
19-1754-01-CL-CE	-	-			-	
19-1754-02-CL-CE	-	-			-	
19-1754-03-CL-CE	-	-			-	
19-1754-04-CL-CE	-	-			-	
19-1754-05-CL-CE	-	-			-	
19-1754-07-CL-CE	-	-			-	
17-1574-21-CLC	-	-			-	
17-1574-22-CLC	-	-			-	
17-1574-23-CLC	-	-			-	
19-1753-01-CL-CE	-	-			-	
19-1753-02-CL-CE	-	-			-	
19-1753-03-CL-CE	-	-			-	
19-1753-05-CL-CE	-	-			-	
19-1753-06-CL-CE	-	-			-	
19-1753-07-CL-CE	-	-			-	
19-1753-08-CL-CE	-	-			-	
19-1753-09-CL-CE	-	-			-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2019 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CMC ENERGY SERVICES	-	-	-	-	-	-
19-806UP-01	-	-	-	-	-	-
19-806UP-02	-	-	-	-	-	-
19-806UP-03	-	-	-	-	-	-
19-806UP-04	-	-	-	-	-	-
19-806UP-05	-	-	-	-	-	-
19-806UP-06	-	-	-	-	-	-
19-806UP-07	-	-	-	-	-	-
19-806UP-08	-	-	-	-	-	-
19-806UP-09	-	-	-	-	-	-
19-806UP-10	-	-	-	-	-	-
19-806UP-11	-	-	-	-	-	-
19-806UP-12	-	-	-	-	-	-
19-806FS-01	-	-	-	-	-	-
19-806FS-02	-	-	-	-	-	-
190806FS-03	-	-	-	-	-	-
19-806FS-04	-	-	-	-	-	-
19-806FS-05	-	-	-	-	-	-
19-806FS-06	-	-	-	-	-	-
19-806FS-07	-	-	-	-	-	-
19-806FS-08	-	-	-	-	-	-
19-806FS-09	-	-	-	-	-	-
19-806FS-10	-	-	-	-	-	-
19-806FS-11	-	-	-	-	-	-
19-806FS-12	-	-	-	-	-	-
19-806HV-01	-	-	-	-	-	-
19-806HV-02	-	-	-	-	-	-
19-806HV-03	-	-	-	-	-	-
19-806HV-04	-	-	-	-	-	-
19-806HV-05	-	-	-	-	-	-
19-806HV-06	-	-	-	-	-	-
19-806HV-07	-	-	-	-	-	-
19-806HV-08	-	-	-	-	-	-
19-806HV-09	-	-	-	-	-	-
19-806HV-10	-	-	-	-	-	-
19-806HV-11	-	-	-	-	-	-
19-806HV-12	-	-	-	-	-	-
GALLIGAN ENERGY CONS	-	-	-	-	-	-
2019-320	-	-	-	-	-	-
2019-345	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-02410	-	-	-	-	-	-
CT-02806	-	-	-	-	-	-
1675	-	-	-	-	-	-
CT-03733	-	-	-	-	-	-
CRMORBIT INC	-	-	-	-	-	-
2997	-	-	-	-	-	-
EFFICIENCY FOWARD I	-	-	-	-	-	-
239	-	-	-	-	-	-
SECOND LAW ENGINEERS	-	-	-	-	-	-
201902CS	-	-	-	-	-	-
201903CS	-	-	-	-	-	-
201904CS	-	-	-	-	-	-
201905CS	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May	-	-	-	-	-	-
19399	-	-	-	-	-	-
RIVER ENERGY CONSULT - Committee Meeting	-	-	-	-	-	-
19239	-	-	-	-	-	-
HYANNIS GULF CORPORA	-	-	-	-	-	-
HVAC CONTRACTOR DINN	-	-	-	-	-	-
PLUMBERS' SUPPLY COM	-	-	-	-	-	-
112519MV	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2c - C&I Active Demand Reduction

Cape Light Compact

2019 C2c - C&I Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2019 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2019ENEEEAASMT000001	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2019-108	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
203950	-	-	-	-	-	-
205878	-	-	-	-	-	-
207579	-	-	-	-	-	-
209135	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
023560-0003	-	-	-	-	-	-
23462-0003	-	-	-	-	-	-
023654-0003	-	-	-	-	-	-
023656-0003	-	-	-	-	-	-
23721-0003	-	-	-	-	-	-
023724-0003	-	-	-	-	-	-
023722-0003	-	-	-	-	-	-
023811-0003	-	-	-	-	-	-
23818-0003	-	-	-	-	-	-
023810-0003	-	-	-	-	-	-
23889-0003	-	-	-	-	-	-
023885-0003	-	-	-	-	-	-
23955-0003	-	-	-	-	-	-
023950-0003	-	-	-	-	-	-
024014-0003	-	-	-	-	-	-
24011-0003	-	-	-	-	-	-
024098-0003	-	-	-	-	-	-
024183-0003	-	-	-	-	-	-
24167-0003	-	-	-	-	-	-
024185-0003	-	-	-	-	-	-
024269-0003	-	-	-	-	-	-
024360-0003	-	-	-	-	-	-
024353-0003	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_1901DRT	-	-	-	-	-	-
10_1901DCIT	-	-	-	-	-	-
10_1901DCIM	-	-	-	-	-	-
10_1901CIT	-	-	-	-	-	-
11_1901CIM	-	-	-	-	-	-
10_1902CIM	-	-	-	-	-	-
10_1902CIT	-	-	-	-	-	-
10_1903CIM	-	-	-	-	-	-
10_1903CIT	-	-	-	-	-	-
10_1904DCIM	-	-	-	-	-	-
10_1904DCIT	-	-	-	-	-	-
10_1904CIT	-	-	-	-	-	-
10_1904CIM	-	-	-	-	-	-
10_1905CIM	-	-	-	-	-	-
10_1905CIT	-	-	-	-	-	-
10_1905DCIT	-	-	-	-	-	-
10_1906CIM	-	-	-	-	-	-
10_1906CIT	-	-	-	-	-	-
10_1906DCIT	-	-	-	-	-	-
10_1907DCIT	-	-	-	-	-	-
10_1907CIT	-	-	-	-	-	-
10_1907CIM	-	-	-	-	-	-
10_1908CIT	-	-	-	-	-	-
10_1908CIM	-	-	-	-	-	-
10_1908DCIT	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2019 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
10_1909CIM	-	-	-	-	-	-
10_1909CIT	-	-	-	-	-	-
10_1909DCIM	-	-	-	-	-	-
10_1909DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_1910CIT	-	-	-	-	-	-
10_1910DCIT	-	-	-	-	-	-
10_1910DCIM	-	-	-	-	-	-
10_1910CIM	-	-	-	-	-	-
10_1911CIM	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_1911CIT	-	-	-	-	-	-
10_1011DCIT	-	-	-	-	-	-
10_1911DCIM	-	-	-	-	-	-
10_1912DCIT	-	-	-	-	-	-
10_1912DCIM	-	-	-	-	-	-
10_1912CIM	-	-	-	-	-	-
10_1912CIT	-	-	-	-	-	-
NMR GROUP INC	-	-	-	-	-	-
2293U	-	-	-	-	-	-
2293V	-	-	-	-	-	-
2293w	-	-	-	-	-	-
2293X	-	-	-	-	-	-
2293Y	-	-	-	-	-	-
2293Z	-	-	-	-	-	-
2293AA	-	-	-	-	-	-
2293BB	-	-	-	-	-	-
2293DD	-	-	-	-	-	-
2293EE	-	-	-	-	-	-
2293CC	-	-	-	-	-	-
2293FF	-	-	-	-	-	-
2343A	-	-	-	-	-	-
2343B	-	-	-	-	-	-
2343C	-	-	-	-	-	-
2343D	-	-	-	-	-	-
2343F	-	-	-	-	-	-
2343E	-	-	-	-	-	-
2343G	-	-	-	-	-	-
2343H	-	-	-	-	-	-
GALLIGAN ENERGY CONS	-	-	-	-	-	-
2019-351	-	-	-	-	-	-
CRMORBIT INC	-	-	-	-	-	-
2873	-	-	-	-	-	-
CADEO GROUP, LLC	-	-	-	-	-	-
796	-	-	-	-	-	-
829	-	-	-	-	-	-
852	-	-	-	-	-	-
888	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2688	-	-	-	-	-	-
2421	-	-	-	-	-	-
2455	-	-	-	-	-	-
2487	-	-	-	-	-	-
2526	-	-	-	-	-	-
2600	-	-	-	-	-	-
2782	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technology	-	-	-	-	-	-
18740	-	-	-	-	-	-
17394	-	-	-	-	-	-
17644	-	-	-	-	-	-
18044	-	-	-	-	-	-
18352	-	-	-	-	-	-
18570	-	-	-	-	-	-
18940	-	-	-	-	-	-
19111	-	-	-	-	-	-
19305	-	-	-	-	-	-
19281	-	-	-	-	-	-
19264	-	-	-	-	-	-
RIVER ENERGY CONSULT - Committee Meeting	-	-	-	-	-	-
18157	-	-	-	-	-	-
18779	-	-	-	-	-	-
ANB SYSTEM INC	-	-	-	-	-	-
7137-02	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2019 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
AMERICAN COUNCIL FOR	-	-	-	-	-	-
10138-2	-	-	-	-	-	-
RIVER ENERGY CONSULT - Boston Red Sox	-	-	-	-	-	-
17875	-	-	-	-	-	-
RIVER ENERGY CONSULT - Clark University	-	-	-	-	-	-
18232	-	-	-	-	-	-
RIVER ENERGY CONSULT - Industrial Economics	-	-	-	-	-	-
18104	-	-	-	-	-	-
UPPER CAPE COD REGIO	-	-	-	-	-	-
1241144	-	-	-	-	-	-
RIVER ENERGY CONSULT - East Coast Printing	-	-	-	-	-	-
17688	-	-	-	-	-	-
RIVER ENERGY CONSULT - Hadley Farms	-	-	-	-	-	-
17669	-	-	-	-	-	-
NORTHWEST ENERGY EFF	-	-	-	-	-	-
10047	-	-	-	-	-	-
CAROLE KELAHER	-	-	-	-	-	-
20190425	-	-	-	-	-	-
50819	-	-	-	-	-	-
43607	-	-	-	-	-	-
6102019	-	-	-	-	-	-
6.18.19 BOC CATERING	-	-	-	-	-	-
43658	-	-	-	-	-	-
INVOICE #7	-	-	-	-	-	-
GLOBAL COOLING INC	-	-	-	-	-	-
INV000003450	-	-	-	-	-	-
Grand Total						

Vendor Invoice Summary Table

Notes

Cape Light Compact
D.P.U. 22-116
August 1, 2022

- The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.
- Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.
- River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

A1 - Residential New Buildings

A1a - Residential New Homes & Renovations

Cape Light Compact

2020 A1a - Residential New Homes & Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - CLEAResult	-	-	-		-	
20079	-	-	-		-	
20413	-	-	-		-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
19349	-	-	-		-	
19509	-	-	-		-	
19617	-	-	-		-	
19689	-	-	-		-	
19747	-	-	-		-	
19789	-	-	-		-	
19865	-	-	-		-	
19826	-	-	-		-	
19962	-	-	-		-	
20019	-	-	-		-	
20064	-	-	-		-	
20116	-	-	-		-	
20225	-	-	-		-	
20247	-	-	-		-	
20323	-	-	-		-	
20399	-	-	-		-	
20467	-	-	-		-	
20618	-	-	-		-	
20792	-	-	-		-	
20922	-	-	-		-	
ICF RESOURCES LLC	-				-	
CLC A 01-20	-		-		-	
CLC A02-20	-		-		-	
CLC A03-20	-		-		-	
CLC A04-20	-		-		-	
CLC A05-20	-		-		-	
CLC A06-20	-		-		-	
CLC A07-20	-		-		-	
CLC A08-20	-		-		-	
CLC A09-20	-		-		-	
CLC A10-20	-		-		-	
CLC A11-20	-		-		-	
CLC A12-20	-		-		-	
CAPE U01-20	-	-			-	
BI_CLC E 02-20	-	-		-	-	
BI_CLC E 03-20	-	-			-	
CAPE U02-20	-	-			-	
BI_CLC E 04-20	-	-			-	
CAPE U03-20	-	-			-	
CAPE U04-20	-	-			-	
BI_CLC E 05-20	-	-			-	
BI_CLC E 06-20	-	-			-	
CAPE U05-20	-	-			-	
BI_CLC E 07-20	-	-			-	
CAPE U06-20	-	-			-	
BI_CLC E 08-20	-	-			-	
BI_CLC E 09-20	-	-			-	
CAPE U07-20	-	-			-	
CAPE U08-20	-	-			-	
CAPE U09-20	-	-			-	
BI_CLC E 10-20	-	-			-	
BI_CLC E 11-20	-	-			-	
CAPE U10-20	-	-			-	
BI_CLC E 12-20	-	-			-	
CAPE U11-20	-	-			-	
01-21 BI_CLC E	-	-			-	
CAPE U12-20	-	-			-	
CLC PHA05-20	-	-	-		-	
CLC PHA06-20	-	-	-		-	
CLC RNA A01-20	-		-		-	
CLC RNA A02-20	-		-		-	
CLC RNA A03-20	-		-		-	
CLC RNA A04-20	-		-		-	
CLC RNA A05-20	-		-		-	
HC-CLC E 11-20	-	-	-	-	-	

Vendor Invoice Summary Table

A1 - Residential New Buildings

A1a - Residential New Homes & Renovations

Cape Light Compact

2020 A1a - Residential New Homes & Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CMC ENERGY SERVICES	-	-	-		-	
20-806C-12	-	-	-		-	
PERFORMANCE SYSTEMS	-	-	-		-	
22261	-	-	-		-	
22344	-	-	-		-	
22545	-	-	-		-	
22666	-	-	-		-	
22815	-	-	-		-	
22968	-	-	-		-	
23138	-	-	-		-	
23317	-	-	-		-	
23394	-	-	-		-	
23584	-	-	-		-	
23732	-	-	-		-	
23842	-	-	-		-	
GALLIGAN ENERGY CONS	-	-	-		-	
2020-387	-	-	-		-	
2020-405	-	-	-		-	
RIVER ENERGY CONSULT - VoxGen	-	-	-		-	
19682	-	-	-		-	
20268	-	-	-		-	
RIVER ENERGY CONSULT - RISE Engineering	-	-	-		-	
20168	-	-	-		-	
20282	-	-	-		-	
20625	-	-	-		-	
ILLUME ADVISING LLC	-	-	-		-	
0002727B	-	-	-		-	
Grand Total						

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2020 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs						
RIVER ENERGY CONSULT - KSV	-		-	-	-	
20685	-		-	-	-	
RIVER ENERGY CONSULT - CLEAResult	-		-		-	
20079	-	-	-		-	
20413	-	-	-		-	
19436	-		-		-	
19443	-		-		-	
19638	-		-		-	
19575	-		-		-	
19782	-		-		-	
19879	-		-		-	
20012	-		-		-	
20275	-		-		-	
20161	-		-		-	
20379	-		-		-	
20644	-		-		-	
20677	-		-		-	
20810	-		-		-	
20933	-		-		-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
19349	-	-	-		-	
19509	-	-	-		-	
19617	-	-	-		-	
19689	-	-	-		-	
19747	-	-	-		-	
19789	-	-	-		-	
19865	-	-	-		-	
19826	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2020 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
19962	-	-	-	-	-	-
20019	-	-	-	-	-	-
20064	-	-	-	-	-	-
20116	-	-	-	-	-	-
20225	-	-	-	-	-	-
20247	-	-	-	-	-	-
20323	-	-	-	-	-	-
20399	-	-	-	-	-	-
20467	-	-	-	-	-	-
20618	-	-	-	-	-	-
20792	-	-	-	-	-	-
20922	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
211512	-	-	-	-	-	-
213229	-	-	-	-	-	-
211567	-	-	-	-	-	-
212380	-	-	-	-	-	-
213122	-	-	-	-	-	-
214151	-	-	-	-	-	-
215051	-	-	-	-	-	-
215192	-	-	-	-	-	-
215582	-	-	-	-	-	-
215769	-	-	-	-	-	-
215774	-	-	-	-	-	-
215941	-	-	-	-	-	-
216010	-	-	-	-	-	-
216129	-	-	-	-	-	-
216292	-	-	-	-	-	-
216438	-	-	-	-	-	-
216485	-	-	-	-	-	-
215996	-	-	-	-	-	-
216702	-	-	-	-	-	-
216954	-	-	-	-	-	-
217179	-	-	-	-	-	-
216742	-	-	-	-	-	-
217115	-	-	-	-	-	-
217453	-	-	-	-	-	-
217635	-	-	-	-	-	-
217771	-	-	-	-	-	-
217874	-	-	-	-	-	-
218193	-	-	-	-	-	-
217971	-	-	-	-	-	-
218356	-	-	-	-	-	-
218435	-	-	-	-	-	-
218627	-	-	-	-	-	-
218668	-	-	-	-	-	-
219050	-	-	-	-	-	-
219103	-	-	-	-	-	-
219403	-	-	-	-	-	-
219430	-	-	-	-	-	-
217115A	-	-	-	-	-	-
211557	-	-	-	-	-	-
213210	-	-	-	-	-	-
215151	-	-	-	-	-	-
216713	-	-	-	-	-	-
217178	-	-	-	-	-	-
217468	-	-	-	-	-	-
217922	-	-	-	-	-	-
218338	-	-	-	-	-	-
219135	-	-	-	-	-	-
211493	-	-	-	-	-	-
213017	-	-	-	-	-	-
215145	-	-	-	-	-	-
218335	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
20-806B-01	-	-	-	-	-	-
20-806B-02	-	-	-	-	-	-
20-806A-04	-	-	-	-	-	-
20-806-05	-	-	-	-	-	-
20-806-06	-	-	-	-	-	-
20-806-07	-	-	-	-	-	-
20-806B-08	-	-	-	-	-	-
20-806-09	-	-	-	-	-	-
20-806A-10	-	-	-	-	-	-
20-806-11	-	-	-	-	-	-
20-806A-12	-	-	-	-	-	-
20-806c-02	-	-	-	-	-	-
20-806B-10	-	-	-	-	-	-
20-806B-12	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2020 A2a - Residential Coordinated Delivery					
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research
ENERGY FEDERATION IN	-	-	-	-	-
Financial accounting adjustment across multiple invoices	-	-	-	-	-
2175737-IN	-	-	-	-	-
2174250-IN	-	-	-	-	-
2189210-IN	-	-	-	-	-
2199788-IN	-	-	-	-	-
2197626-IN	-	-	-	-	-
2207695-IN	-	-	-	-	-
2207694-IN	-	-	-	-	-
2210077-IN	-	-	-	-	-
2229171-IN	-	-	-	-	-
2224155-IN	-	-	-	-	-
2227765-IN	-	-	-	-	-
2224448-IN	-	-	-	-	-
2234571-IN	-	-	-	-	-
2235133-IN	-	-	-	-	-
2245676-IN	-	-	-	-	-
2226210-IN	-	-	-	-	-
2245423-IN	-	-	-	-	-
2249931-IN	-	-	-	-	-
2255551-IN	-	-	-	-	-
2256952-IN	-	-	-	-	-
2259684-IN	-	-	-	-	-
2273936-IN	-	-	-	-	-
2275786-IN	-	-	-	-	-
2291195-IN	-	-	-	-	-
2292493-IN	-	-	-	-	-
2313897-IN	-	-	-	-	-
2281055-IN	-	-	-	-	-
2296356-IN	-	-	-	-	-
2305518-IN	-	-	-	-	-
2308506-IN	-	-	-	-	-
2313443-IN	-	-	-	-	-
2329422-IN	-	-	-	-	-
2336947-IN	-	-	-	-	-
2341576-IN	-	-	-	-	-
2306655-IN	-	-	-	-	-
2342874-IN	-	-	-	-	-
2314740-IN	-	-	-	-	-
2363092-IN	-	-	-	-	-
2373778-IN	-	-	-	-	-
2381430-IN	-	-	-	-	-
2383354-IN	-	-	-	-	-
2383949-IN	-	-	-	-	-
2390147-IN	-	-	-	-	-
2394473-IN	-	-	-	-	-
2396268-IN	-	-	-	-	-
2402174-IN	-	-	-	-	-
2405549-IN	-	-	-	-	-
2408754-IN	-	-	-	-	-
2410310-IN	-	-	-	-	-
2423057-IN	-	-	-	-	-
2439320-IN	-	-	-	-	-
2449016-IN	-	-	-	-	-
2452913-IN	-	-	-	-	-
2454019-IN	-	-	-	-	-
2462596-IN	-	-	-	-	-
2473969-IN	-	-	-	-	-
2475972-IN	-	-	-	-	-
2491436-IN	-	-	-	-	-
2492804-IN	-	-	-	-	-
2502215-IN	-	-	-	-	-
2464588-IN	-	-	-	-	-
2474462-IN	-	-	-	-	-
2479351-IN	-	-	-	-	-
2511256-IN	-	-	-	-	-
2512790-IN	-	-	-	-	-
2514769-IN	-	-	-	-	-
2524998-IN	-	-	-	-	-
2545307-IN	-	-	-	-	-
2534950-IN	-	-	-	-	-
2555326-IN	-	-	-	-	-
2554586-IN	-	-	-	-	-
2555327-IN	-	-	-	-	-
2201818-IN	-	-	-	-	-
2228954-IN	-	-	-	-	-
2252440-IN	-	-	-	-	-
2286822-IN	-	-	-	-	-
2290464-IN	-	-	-	-	-
2310712-IN	-	-	-	-	-
2345664-IN	-	-	-	-	-
1843732-IN	-	-	-	-	-
2393462-IN	-	-	-	-	-
2416761-IN	-	-	-	-	-
2443434-IN	-	-	-	-	-
2467843-IN	-	-	-	-	-
2513347-IN	-	-	-	-	-
2562820-IN	-	-	-	-	-
2551175-IN	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2020 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
19314	-	-	-	-	-	-
CJ MANAGEMENT COMPAN	-	-	-	-	-	-
AROUND THE EDGE	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
19682	-	-	-	-	-	-
20268	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering	-	-	-	-	-	-
20168	-	-	-	-	-	-
20282	-	-	-	-	-	-
20625	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
0002727B	-	-	-	-	-	-
HARWICH PORT HEATING	-	-	-	-	-	-
43645	-	-	-	-	-	-
44327	-	-	-	-	-	-
CREATIVE SERVICES IN	-	-	-	-	-	-
1372734	-	-	-	-	-	-
1376550	-	-	-	-	-	-
1376551	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2020 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - Ansafone	-	-	-		-	
19392	-	-	-		-	
19553	-	-	-		-	
19668	-	-	-		-	
19819	-	-	-		-	
19894	-	-	-		-	
20501	-	-	-		-	
20666	-	-	-		-	
20830	-	-	-		-	
20940	-	-	-		-	
RIVER ENERGY CONSULT - KSV	-		-	-	-	
20685	-		-	-	-	
RIVER ENERGY CONSULT - CLEAResult	-		-		-	
20079	-	-	-		-	
20413	-	-	-		-	
19436	-		-		-	
19443	-		-		-	
19638	-		-		-	
19575	-		-		-	
19782	-		-		-	
19879	-		-		-	
20275	-		-		-	
20161	-		-		-	
20379	-		-		-	
20810	-		-		-	
20933	-		-		-	
RIVER ENERGY CONSULT - Ansafone	-	-	-		-	
20005	-	-	-		-	
20104	-	-	-		-	
20240	-	-	-		-	
20372	-	-	-		-	
COMMONWEALTH OF MASS		-	-	-	-	
2020ENERCAASMT000007		-	-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
19349	-	-	-		-	
19509	-	-	-		-	
19617	-	-	-		-	
19689	-	-	-		-	
19747	-	-	-		-	
19789	-	-	-		-	
19865	-	-	-		-	
19826	-	-	-		-	
19962	-	-	-		-	
20019	-	-	-		-	
20064	-	-	-		-	
20116	-	-	-		-	
20225	-	-	-		-	
20247	-	-	-		-	
20323	-	-	-		-	
20399	-	-	-		-	
20467	-	-	-		-	
20618	-	-	-		-	
20792	-	-	-		-	
20922	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2020 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
211530	-	-	-	-	-	-
212382	-	-	-	-	-	-
213121	-	-	-	-	-	-
214123	-	-	-	-	-	-
212291	-	-	-	-	-	-
211504	-	-	-	-	-	-
213105	-	-	-	-	-	-
214150	-	-	-	-	-	-
215031	-	-	-	-	-	-
215066	-	-	-	-	-	-
215579	-	-	-	-	-	-
215586	-	-	-	-	-	-
215752	-	-	-	-	-	-
215768	-	-	-	-	-	-
215940	-	-	-	-	-	-
215998	-	-	-	-	-	-
216007	-	-	-	-	-	-
216014	-	-	-	-	-	-
216126	-	-	-	-	-	-
216132	-	-	-	-	-	-
215950	-	-	-	-	-	-
216294	-	-	-	-	-	-
216305	-	-	-	-	-	-
216439	-	-	-	-	-	-
216486	-	-	-	-	-	-
216495	-	-	-	-	-	-
216699	-	-	-	-	-	-
216720	-	-	-	-	-	-
216947	-	-	-	-	-	-
216951	-	-	-	-	-	-
217109	-	-	-	-	-	-
217133	-	-	-	-	-	-
217160	-	-	-	-	-	-
216763	-	-	-	-	-	-
217425	-	-	-	-	-	-
217459	-	-	-	-	-	-
217629	-	-	-	-	-	-
217760	-	-	-	-	-	-
217772	-	-	-	-	-	-
217876	-	-	-	-	-	-
217893	-	-	-	-	-	-
217970	-	-	-	-	-	-
218190	-	-	-	-	-	-
218194	-	-	-	-	-	-
218324	-	-	-	-	-	-
218347	-	-	-	-	-	-
218434	-	-	-	-	-	-
218628	-	-	-	-	-	-
218669	-	-	-	-	-	-
218686	-	-	-	-	-	-
219041	-	-	-	-	-	-
219063	-	-	-	-	-	-
219104	-	-	-	-	-	-
219356	-	-	-	-	-	-
219404	-	-	-	-	-	-
219431	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
20-806A-01	-	-	-	-	-	-
20-806A-02	-	-	-	-	-	-
20-806A-03	-	-	-	-	-	-
20-806B-03	-	-	-	-	-	-
20-806A-08	-	-	-	-	-	-
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
19356	-	-	-	-	-	-
19516	-	-	-	-	-	-
19631	-	-	-	-	-	-
19775	-	-	-	-	-	-
19872	-	-	-	-	-	-
19969	-	-	-	-	-	-
20072	-	-	-	-	-	-
20218	-	-	-	-	-	-
20356	-	-	-	-	-	-
20486	-	-	-	-	-	-
20651	-	-	-	-	-	-
20799	-	-	-	-	-	-
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
19314	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
19682	-	-	-	-	-	-
20268	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering	-	-	-	-	-	-
20168	-	-	-	-	-	-
20282	-	-	-	-	-	-
20625	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
0002727B	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2020 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs						
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - CLEAResult	-	-	-		-	
20079	-	-	-		-	
20413	-	-	-		-	
SANDAB COMMUNICATION	-		-	-	-	
MC-1200843550	-		-	-	-	
MCC-1200843698	-		-	-	-	
IN-1200843701	-		-	-	-	
MC-1200943800	-		-	-	-	
IN-1200943847	-		-	-	-	
LOCAL MEDIA GROUP IN	-		-	-	-	
233935	-		-	-	-	
233934	-		-	-	-	
235938	-		-	-	-	
238008	-		-	-	-	
238007	-		-	-	-	
DANIEL SCHELL	-		-	-	-	
08.31.20 REIMB	-		-	-	-	
09.30.20 REIMBURSE	-		-	-	-	
MV TIMES CORPORATION	-		-	-	-	
10.20 STATEMENT	-		-	-	-	
HYORA PUBLICATIONS	-		-	-	-	
23250	-		-	-	-	
23416	-		-	-	-	
FALMOUTH PUBLISHING	-		-	-	-	
73791	-		-	-	-	
75486	-		-	-	-	
GATEHOUSE MEDIA MASS	-		-	-	-	
44044	-		-	-	-	
10.31.20 STATEMENT	-		-	-	-	
CLEAResult CONSULTIN	-				-	
37127R	-		-	-	-	
38349R	-		-	-	-	
41258R	-		-	-	-	
42098R	-		-	-	-	
41363R	-		-	-	-	
43271R	-		-	-	-	
44239R	-		-	-	-	
45622	-		-	-	-	
46906R	-		-	-	-	
48097	-		-	-	-	
49413	-		-	-	-	
49701	-		-	-	-	
50746	-		-	-	-	
220-CAPE LIGHT	-	-			-	
520-CLC_HVAC	-	-			-	
620-CLC_HVAC	-	-			-	
012020-CLC_HVAC	-	-	-		-	
320-CLC-HVAC	-	-	-		-	
420-CLC_HVAC	-	-	-		-	
APPLIANCE RECYCLING	-	-			-	
53424	-	-			-	
53624	-	-			-	
53825	-	-			-	
53958	-	-			-	
54076	-	-			-	
54223	-	-			-	
54379	-	-			-	
54604	-	-			-	
54833	-	-			-	
55076	-	-			-	
55263	-	-			-	
55461	-	-			-	
54481	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2020 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	-
19349	-	-	-	-	-	-
19509	-	-	-	-	-	-
19617	-	-	-	-	-	-
19689	-	-	-	-	-	-
19747	-	-	-	-	-	-
19789	-	-	-	-	-	-
19865	-	-	-	-	-	-
19826	-	-	-	-	-	-
19962	-	-	-	-	-	-
20019	-	-	-	-	-	-
20064	-	-	-	-	-	-
20116	-	-	-	-	-	-
20225	-	-	-	-	-	-
20247	-	-	-	-	-	-
20323	-	-	-	-	-	-
20399	-	-	-	-	-	-
20467	-	-	-	-	-	-
20618	-	-	-	-	-	-
20792	-	-	-	-	-	-
20922	-	-	-	-	-	-
COHEN VENTURES INC	-	-	-	-	-	-
19-1753-10-CL-RE	-	-	-	-	-	-
19-1753-11-CL-RE	-	-	-	-	-	-
19-1753-12-CL-RE	-	-	-	-	-	-
19-1753-13-CL-RE	-	-	-	-	-	-
19-1753-14-CL-RE	-	-	-	-	-	-
19-1753-15-CL-RE	-	-	-	-	-	-
19-1753-16-CL-RE	-	-	-	-	-	-
19-1753-17-CL-RE	-	-	-	-	-	-
19-1753-18-CL-RE	-	-	-	-	-	-
19-1753-19-CL-RE	-	-	-	-	-	-
19-1753-20-CL-RE	-	-	-	-	-	-
19-1753-21-CL-RE	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC H&C02-20	-	-	-	-	-	-
CLC H&C11-20	-	-	-	-	-	-
HC_CLC E 10-20	-	-	-	-	-	-
CLC H&C01-20	-	-	-	-	-	-
CLC H&C03-20	-	-	-	-	-	-
CLC H&C04-20	-	-	-	-	-	-
CLC H&C06-20	-	-	-	-	-	-
CLC H&C05-20	-	-	-	-	-	-
CLC H&C07-20	-	-	-	-	-	-
CLC H&C08-20	-	-	-	-	-	-
CLC H&C09-20	-	-	-	-	-	-
CLC H&C10-20	-	-	-	-	-	-
CLC H&C12-20	-	-	-	-	-	-
HOUSING ASSISTANCE C	-	-	-	-	-	-
05.06.20_LIMF_FIX	-	-	-	-	-	-
SKAREN FAHEY ROSS	-	-	-	-	-	-
13665	-	-	-	-	-	-
ENERGY FEDERATION IN	-	-	-	-	-	-
2443825-IN	-	-	-	-	-	-
2483729-IN	-	-	-	-	-	-
2180389-IN	-	-	-	-	-	-
2182246-IN	-	-	-	-	-	-
2176513-IN	-	-	-	-	-	-
2173716-IN	-	-	-	-	-	-
218838-IN	-	-	-	-	-	-
2190333-IN	-	-	-	-	-	-
2199808-IN	-	-	-	-	-	-
2208880-IN	-	-	-	-	-	-
2220472-IN	-	-	-	-	-	-
2203306-IN	-	-	-	-	-	-
2206471-IN	-	-	-	-	-	-
2211918-IN	-	-	-	-	-	-
2226212-IN	-	-	-	-	-	-
2229881-IN	-	-	-	-	-	-
2225302-IN	-	-	-	-	-	-
2229175-IN	-	-	-	-	-	-
2229174-IN	-	-	-	-	-	-
2237412-IN	-	-	-	-	-	-
2239683-IN	-	-	-	-	-	-
2248845-IN	-	-	-	-	-	-
2249933-IN	-	-	-	-	-	-
2257765-IN	-	-	-	-	-	-
2260748-IN	-	-	-	-	-	-
2275787-IN	-	-	-	-	-	-
2278891-IN	-	-	-	-	-	-
2295017-IN	-	-	-	-	-	-
2281054-IN	-	-	-	-	-	-
2306592-IN	-	-	-	-	-	-
10147	-	-	-	-	-	-
2331592-IN	-	-	-	-	-	-
2339340-IN	-	-	-	-	-	-
2315066-IN	-	-	-	-	-	-
2343654-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2020 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
2346090-IN	-	-	-	-	-	-
2362108-IN	-	-	-	-	-	-
2314739-IN	-	-	-	-	-	-
2314741-IN	-	-	-	-	-	-
2314742-IN	-	-	-	-	-	-
2373755-IN	-	-	-	-	-	-
2357424-IN	-	-	-	-	-	-
2373777-IN	-	-	-	-	-	-
2377355-IN	-	-	-	-	-	-
2382506-IN	-	-	-	-	-	-
2383358-IN	-	-	-	-	-	-
2391672-IN	-	-	-	-	-	-
2392773-IN	-	-	-	-	-	-
2396256-IN	-	-	-	-	-	-
2403476-IN	-	-	-	-	-	-
2404708-IN	-	-	-	-	-	-
2407921-IN	-	-	-	-	-	-
2414355-IN	-	-	-	-	-	-
2416286-IN	-	-	-	-	-	-
2423066-IN	-	-	-	-	-	-
2425441-IN	-	-	-	-	-	-
2438520-IN	-	-	-	-	-	-
2440600-IN	-	-	-	-	-	-
2443813-IN	-	-	-	-	-	-
2445891-IN	-	-	-	-	-	-
2452903-IN	-	-	-	-	-	-
2456319-IN	-	-	-	-	-	-
2461739-IN	-	-	-	-	-	-
2476988-IN	-	-	-	-	-	-
2479851-IN	-	-	-	-	-	-
2483721-IN	-	-	-	-	-	-
2487877-IN	-	-	-	-	-	-
2494389-IN	-	-	-	-	-	-
2503758-IN	-	-	-	-	-	-
2443067-IN	-	-	-	-	-	-
2443070-IN	-	-	-	-	-	-
2465751-IN	-	-	-	-	-	-
2469980-IN	-	-	-	-	-	-
2470837-IN	-	-	-	-	-	-
2471248-IN	-	-	-	-	-	-
2479350-IN	-	-	-	-	-	-
2479353-IN	-	-	-	-	-	-
2509323-IN	-	-	-	-	-	-
2512795-IN	-	-	-	-	-	-
2513922-IN	-	-	-	-	-	-
2518118-IN	-	-	-	-	-	-
2544346-IN	-	-	-	-	-	-
2555329-IN	-	-	-	-	-	-
2197920-IN	-	-	-	-	-	-
2229180-IN	-	-	-	-	-	-
2224450-IN	-	-	-	-	-	-
2256946-IN	-	-	-	-	-	-
2278480-IN	-	-	-	-	-	-
2282363-IN	-	-	-	-	-	-
2313408-IN	-	-	-	-	-	-
2344282-IN	-	-	-	-	-	-
2402996-IN	-	-	-	-	-	-
2408753-IN	-	-	-	-	-	-
2434394-IN	-	-	-	-	-	-
2467837-IN	-	-	-	-	-	-
2554615-IN	-	-	-	-	-	-
2175763-IN	-	-	-	-	-	-
2174251-IN	-	-	-	-	-	-
2187802-IN	-	-	-	-	-	-
2183564-IN	-	-	-	-	-	-
2197625-IN	-	-	-	-	-	-
2215660-IN	-	-	-	-	-	-
2199350-IN	-	-	-	-	-	-
2224159-IN	-	-	-	-	-	-
2234569-IN	-	-	-	-	-	-
2245674-IN	-	-	-	-	-	-
222609-IN	-	-	-	-	-	-
2255540-IN	-	-	-	-	-	-
2273935-IN	-	-	-	-	-	-
2291196-IN	-	-	-	-	-	-
2296355-IN	-	-	-	-	-	-
2315763-IN	-	-	-	-	-	-
2259683-IN	-	-	-	-	-	-
2306656-IN	-	-	-	-	-	-
2313441-IN	-	-	-	-	-	-
2313866-IN	-	-	-	-	-	-
2327070-IN	-	-	-	-	-	-
2336946-IN	-	-	-	-	-	-
2308505-IN	-	-	-	-	-	-
2341575-IN	-	-	-	-	-	-
2344852-IN	-	-	-	-	-	-
2358358-IN	-	-	-	-	-	-
2324028-IN	-	-	-	-	-	-
2403477-IN	-	-	-	-	-	-
2357425-IN	-	-	-	-	-	-
2381429-IN	-	-	-	-	-	-
2394472-IN	-	-	-	-	-	-
2402170-IN	-	-	-	-	-	-
2405547-IN	-	-	-	-	-	-
2409927-IN	-	-	-	-	-	-
2421860-IN	-	-	-	-	-	-
2425442-IN	-	-	-	-	-	-
2425454-IN	-	-	-	-	-	-
2439319-IN	-	-	-	-	-	-
2390146-IN	-	-	-	-	-	-
2441056-IN	-	-	-	-	-	-
2369554-IN	-	-	-	-	-	-
2449015-IN	-	-	-	-	-	-
2462577-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2020 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
2465464-IN	-	-	-	-	-	-
2454016-IN	-	-	-	-	-	-
2473968-IN	-	-	-	-	-	-
2478541-IN	-	-	-	-	-	-
2479852-IN	-	-	-	-	-	-
2490435-IN	-	-	-	-	-	-
2500071-IN	-	-	-	-	-	-
2511255-IN	-	-	-	-	-	-
2512796-IN	-	-	-	-	-	-
2514768-IN	-	-	-	-	-	-
2524737-IN	-	-	-	-	-	-
2545306-IN	-	-	-	-	-	-
2200938-IN	-	-	-	-	-	-
Financial accounting adjustment across multiple invoices	-	-	-	-	-	-
2224433-IN	-	-	-	-	-	-
2234592-IN	-	-	-	-	-	-
2257773-IN	-	-	-	-	-	-
2282361-IN	-	-	-	-	-	-
2316734-IN	-	-	-	-	-	-
2336106-IN	-	-	-	-	-	-
2340683-IN	-	-	-	-	-	-
2346102-IN	-	-	-	-	-	-
2380690-IN	-	-	-	-	-	-
2395716-IN	-	-	-	-	-	-
2409903-IN	-	-	-	-	-	-
2417359-IN	-	-	-	-	-	-
2441267-IN	-	-	-	-	-	-
2448176-IN	-	-	-	-	-	-
2467490-IN	-	-	-	-	-	-
2473963-IN	-	-	-	-	-	-
2510168-IN	-	-	-	-	-	-
2518130-IN	-	-	-	-	-	-
2554590-IN	-	-	-	-	-	-
2180388-IN	-	-	-	-	-	-
2181213-IN	-	-	-	-	-	-
2173092-IN	-	-	-	-	-	-
2190332-IN	-	-	-	-	-	-
2193043-IN	-	-	-	-	-	-
2219918-IN	-	-	-	-	-	-
2203305-IN	-	-	-	-	-	-
2205165-IN	-	-	-	-	-	-
2212108-IN	-	-	-	-	-	-
2216589-IN	-	-	-	-	-	-
2229880-IN	-	-	-	-	-	-
2239682-IN	-	-	-	-	-	-
2249932-IN	-	-	-	-	-	-
2250676-IN	-	-	-	-	-	-
2260747-IN	-	-	-	-	-	-
2278890-IN	-	-	-	-	-	-
2298192-IN	-	-	-	-	-	-
2319935-IN	-	-	-	-	-	-
2308493-IN	-	-	-	-	-	-
2311069-IN	-	-	-	-	-	-
2339339-IN	-	-	-	-	-	-
2346089-IN	-	-	-	-	-	-
2373754-IN	-	-	-	-	-	-
2373779-IN	-	-	-	-	-	-
2383356-IN	-	-	-	-	-	-
2391671-IN	-	-	-	-	-	-
2402713-IN	-	-	-	-	-	-
2407143-IN	-	-	-	-	-	-
2408755-IN	-	-	-	-	-	-
2416285-IN	-	-	-	-	-	-
2431659-IN	-	-	-	-	-	-
2443812-IN	-	-	-	-	-	-
2456318-IN	-	-	-	-	-	-
2457119-IN	-	-	-	-	-	-
2483720-IN	-	-	-	-	-	-
2494393-IN	-	-	-	-	-	-
2443069-IN	-	-	-	-	-	-
2469979-IN	-	-	-	-	-	-
2479352-IN	-	-	-	-	-	-
2503757-IN	-	-	-	-	-	-
2516061-IN	-	-	-	-	-	-
2518117-IN	-	-	-	-	-	-
2555328-IN	-	-	-	-	-	-
2380675-IN	-	-	-	-	-	-
2409024-IN	-	-	-	-	-	-
2443007-IN	-	-	-	-	-	-
2512341-IN	-	-	-	-	-	-
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
19314	-	-	-	-	-	-
TRC ENVIRONMENTAL CO	-	-	-	-	-	-
214	-	-	-	-	-	-
305	-	-	-	-	-	-
386	-	-	-	-	-	-
598	-	-	-	-	-	-
639	-	-	-	-	-	-
727	-	-	-	-	-	-
853	-	-	-	-	-	-
904	-	-	-	-	-	-
989	-	-	-	-	-	-
1124	-	-	-	-	-	-
1173	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
19682	-	-	-	-	-	-
20268	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering	-	-	-	-	-	-
20168	-	-	-	-	-	-
20282	-	-	-	-	-	-
20625	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
00027278	-	-	-	-	-	-
CAPE COD LIFE LLC	-	-	-	-	-	-
3057130	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2d - Residential Behavior

Cape Light Compact

2020 A2d - Residential Behavior						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
ORACLE AMERICAN, INC	-	-	-		-	
8383620	-	-	-		-	
8431537	-	-	-		-	
8475474	-	-	-		-	
8514969	-	-	-		-	
NEST LABS, INC.	-	-		-	-	
NL325614	-	-		-	-	
Grand Total					-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2e - Residential Active Demand Reduction

Cape Light Compact

2020 A2e - Residential Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
ENERGYHUB INC.	-	-			-	
201747	-	-			-	
201801	-	-			-	
201824	-	-			-	
201865	-	-			-	
201731	-	-	-		-	
ENBALA POWER NETWORK	-	-	-		-	
EPN200297	-	-	-		-	
EPN200311	-	-	-		-	
Grand Total					-	

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2020 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEARResult	-	-	-	-	-	-
19740	-	-	-	-	-	-
20540	-	-	-	-	-	-
20962	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-00401CLC	-	-	-	-	-	-
20-00402CLC	-	-	-	-	-	-
20-00403CLC	-	-	-	-	-	-
20-068-01CL	-	-	-	-	-	-
20-068-02CL	-	-	-	-	-	-
20-068-03CL	-	-	-	-	-	-
CLEARResult CONSULTIN	-	-	-	-	-	-
46898	-	-	-	-	-	-
48028	-	-	-	-	-	-
CONSORTIUM FOR ENERGY	-	-	-	-	-	-
M2020-90	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC A07-20	-	-	-	-	-	-
CLC A08-20	-	-	-	-	-	-
CLC A09-20	-	-	-	-	-	-
CLC A10-20	-	-	-	-	-	-
CLC A11-20	-	-	-	-	-	-
CLC A12-20	-	-	-	-	-	-
CLC PHA02-20	-	-	-	-	-	-
CLC PHA03-20	-	-	-	-	-	-
CLC PHA04-20	-	-	-	-	-	-
RIVER ENERGY CONSULT - CIVIX	-	-	-	-	-	-
20386	-	-	-	-	-	-
20719	-	-	-	-	-	-
20883	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20089	-	-	-	-	-	-
20547	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
24436-0003	-	-	-	-	-	-
24522-0003	-	-	-	-	-	-
024520-0003	-	-	-	-	-	-
24633-003	-	-	-	-	-	-
024635-0003	-	-	-	-	-	-
024695-0003	-	-	-	-	-	-
024754-0003	-	-	-	-	-	-
024847-0003	-	-	-	-	-	-
024803-0003	-	-	-	-	-	-
Invoice: 024847-0003	-	-	-	-	-	-
24850-0003	-	-	-	-	-	-
024851-0003	-	-	-	-	-	-
024903-0003	-	-	-	-	-	-
24897-0003	-	-	-	-	-	-
024952-0003	-	-	-	-	-	-
24951-0003	-	-	-	-	-	-
024954-0003	-	-	-	-	-	-
25014-0003	-	-	-	-	-	-
025011-0003	-	-	-	-	-	-
25066-0003	-	-	-	-	-	-
025061-0003	-	-	-	-	-	-
025123-0003	-	-	-	-	-	-
025125-0003	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2020 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
20443	-	-	-	-	-	-
20263	-	-	-	-	-	-
RIVER ENERGY CONSULT - Green Training USA	-	-	-	-	-	-
19855	-	-	-	-	-	-
19938	-	-	-	-	-	-
20057	-	-	-	-	-	-
20178	-	-	-	-	-	-
20313	-	-	-	-	-	-
20587	-	-	-	-	-	-
20894	-	-	-	-	-	-
RIVER ENERGY CONSULT - Endless Energy	-	-	-	-	-	-
20047	-	-	-	-	-	-
20256	-	-	-	-	-	-
20740	-	-	-	-	-	-
20749	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
0100050832B	-	-	-	-	-	-
0100050649B	-	-	-	-	-	-
0100050589B	-	-	-	-	-	-
0100051008B	-	-	-	-	-	-
0100051807B	-	-	-	-	-	-
0100052723B	-	-	-	-	-	-
0100052741B	-	-	-	-	-	-
0100053367B	-	-	-	-	-	-
0100054376B	-	-	-	-	-	-
0100054790B	-	-	-	-	-	-
0100055880B	-	-	-	-	-	-
0100056606B	-	-	-	-	-	-
0100057105B	-	-	-	-	-	-
0100057764B	-	-	-	-	-	-
FB102834B	-	-	-	-	-	-
CHRISTINE C. TWOMBLY	-	-	-	-	-	-
EN/ED 03.20	-	-	-	-	-	-
NATIONAL ENERGY EDUC	-	-	-	-	-	-
80179	-	-	-	-	-	-
80289	-	-	-	-	-	-
80294	-	-	-	-	-	-
80360	-	-	-	-	-	-
80377	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
20130	-	-	-	-	-	-
20394	-	-	-	-	-	-
20508	-	-	-	-	-	-
20635	-	-	-	-	-	-
20817	-	-	-	-	-	-
21071	-	-	-	-	-	-
21076	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_2001DRT	-	-	-	-	-	-
10_2004DRT	-	-	-	-	-	-
10_2004DMRM	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2005DMRM	-	-	-	-	-	-
10_2005DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2006DRT	-	-	-	-	-	-
10_2007DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2008DMRM	-	-	-	-	-	-
10_2008DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2009DMRM	-	-	-	-	-	-
10_2009DRT	-	-	-	-	-	-
10_2010DRT	-	-	-	-	-	-
10_2011DMRM	-	-	-	-	-	-
10_2011DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2012DMRM	-	-	-	-	-	-
10_2012DRT	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2020 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
NMR GROUP INC	-	-	-	-	-	-
2293GG	-	-	-	-	-	-
2352.2G	-	-	-	-	-	-
2532.1G	-	-	-	-	-	-
2293HH	-	-	-	-	-	-
2352.2H	-	-	-	-	-	-
2532.1H	-	-	-	-	-	-
2293II	-	-	-	-	-	-
2532.2I	-	-	-	-	-	-
2352.2I	-	-	-	-	-	-
2293JJ	-	-	-	-	-	-
2532.1J	-	-	-	-	-	-
2352.2J	-	-	-	-	-	-
2293KK	-	-	-	-	-	-
2352.1K	-	-	-	-	-	-
2352.2K	-	-	-	-	-	-
2293LL	-	-	-	-	-	-
2352.1L	-	-	-	-	-	-
2352.2L	-	-	-	-	-	-
2383A	-	-	-	-	-	-
2293MM	-	-	-	-	-	-
2352.1M	-	-	-	-	-	-
2352.2M	-	-	-	-	-	-
2383B	-	-	-	-	-	-
2352.1N	-	-	-	-	-	-
2352.2N	-	-	-	-	-	-
2383C	-	-	-	-	-	-
2352.1O	-	-	-	-	-	-
2352.2O	-	-	-	-	-	-
2383D	-	-	-	-	-	-
2352.1P	-	-	-	-	-	-
2352.2P	-	-	-	-	-	-
2383E	-	-	-	-	-	-
2352.1Q	-	-	-	-	-	-
2352.2Q	-	-	-	-	-	-
2352.1R	-	-	-	-	-	-
2352.2R	-	-	-	-	-	-
2383F	-	-	-	-	-	-
OPINION DYNAMICS COR	-	-	-	-	-	-
7870CAPEJUN20	-	-	-	-	-	-
7989SEP20	-	-	-	-	-	-
7989OCT20	-	-	-	-	-	-
7989NOV20	-	-	-	-	-	-
7989AUG20	-	-	-	-	-	-
7870CAPENOV20	-	-	-	-	-	-
7989DEC20	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2965	-	-	-	-	-	-
0002727A	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technology	-	-	-	-	-	-
19561	-	-	-	-	-	-
19675	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technol	-	-	-	-	-	-
20123	-	-	-	-	-	-
RIVER ENERGY CONSULT - CIVIC	-	-	-	-	-	-
20562	-	-	-	-	-	-
RIVER ENERGY CONSULT - Committee Meeting	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2020 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
19645	-	-	-	-	-	-
RIVER ENERGY CONSULT - Cape Code Energy Solutions	-	-	-	-	-	-
19335	-	-	-	-	-	-
RIVER ENERGY CONSULT - Revise Energy	-	-	-	-	-	-
19377	-	-	-	-	-	-
RIVER ENERGY CONSULT - American Installation	-	-	-	-	-	-
19422	-	-	-	-	-	-
19429	-	-	-	-	-	-
BW RESEARCH PARTNERS	-	-	-	-	-	-
MASSSAVE-01-01	-	-	-	-	-	-
MASSSAVE-01-06	-	-	-	-	-	-
RIVER ENERGY CONSULT - Ideal Home Improvement	-	-	-	-	-	-
20569	-	-	-	-	-	-
EDLOW P. BANKS	-	-	-	-	-	-
INVOICE #4	-	-	-	-	-	-
INVOICE #5	-	-	-	-	-	-
MARGARET T. DOWNEY	-	-	-	-	-	-
07.18.20 - 10.24.20	-	-	-	-	-	-
ANB SYSTEM INC	-	-	-	-	-	-
7137-09	-	-	-	-	-	-
7137-17	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2020 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-	-	-	-
All Legal Allocated Costs		-	-	-	-	-
All IT Allocated Costs		-	-	-	-	-
All Marketing Allocated Costs	-		-	-	-	-
All General Administration Allocated Costs			-	-	-	-
RIVER ENERGY CONSULT - Ansafone	-	-	-	-	-	-
19384	-	-	-	-	-	-
19545	-	-	-	-	-	-
19660	-	-	-	-	-	-
19811	-	-	-	-	-	-
19886	-	-	-	-	-	-
19997	-	-	-	-	-	-
20096	-	-	-	-	-	-
20232	-	-	-	-	-	-
20364	-	-	-	-	-	-
20493	-	-	-	-	-	-
20658	-	-	-	-	-	-
20822	-	-	-	-	-	-
RIVER ENERGY CONSULT - KSV	-	-	-	-	-	-
20514	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEAResult	-	-	-	-	-	-
20079	-	-	-	-	-	-
20413	-	-	-	-	-	-
HERITAGE PRESS INC	-	-	-	-	-	-
104716	-	-	-	-	-	-
18061P	-	-	-	-	-	-
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	-
19349	-	-	-	-	-	-
19509	-	-	-	-	-	-
19617	-	-	-	-	-	-
19689	-	-	-	-	-	-
19747	-	-	-	-	-	-
19789	-	-	-	-	-	-
19865	-	-	-	-	-	-
19826	-	-	-	-	-	-
19962	-	-	-	-	-	-
20019	-	-	-	-	-	-
20064	-	-	-	-	-	-
20116	-	-	-	-	-	-
20225	-	-	-	-	-	-
20247	-	-	-	-	-	-
20323	-	-	-	-	-	-
20399	-	-	-	-	-	-
20467	-	-	-	-	-	-
20618	-	-	-	-	-	-
20792	-	-	-	-	-	-
20922	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
216764	-	-	-	-	-	-
218336	-	-	-	-	-	-
217501	-	-	-	-	-	-
217921	-	-	-	-	-	-
219122	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2020 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
HOUSING ASSISTANCE C	-	-	-	-	-	-
05.06.20_LIMF_FIX	-	-	-	-	-	-
01.28.20_FIX_ALEWIFE	-	-	-	-	-	-
01.17.20_LIMF_MIXED	-	-	-	-	-	-
1.31.20_LIMF_FIX	-	-	-	-	-	-
1.29.20_LIMF_GIFFORD	-	-	-	-	-	-
1.31.20_LIMF_FIX_SIM	-	-	-	-	-	-
02.29.20_LIMF	-	-	-	-	-	-
02.29.20_LIMF_1_WAMP	-	-	-	-	-	-
LIGHT INV 2020-02 SM	-	-	-	-	-	-
02.29.20_LIMF_FIX	-	-	-	-	-	-
2.29.20_FIX_1110_ALE	-	-	-	-	-	-
2.27.20_LIMF_BULBS	-	-	-	-	-	-
3.31.20_FIX_1100_ALE	-	-	-	-	-	-
3.31.20_LIMF_BULBS	-	-	-	-	-	-
3.31.20_LIMF_BULB	-	-	-	-	-	-
4.6.20_LIMF_1_WAMP	-	-	-	-	-	-
05_31_20_FIX_ALEWIFE	-	-	-	-	-	-
07.10.20_LIMF_FIX	-	-	-	-	-	-
06.30.20_LIMF_BULBS	-	-	-	-	-	-
07.31.20_LIMF_BULBS	-	-	-	-	-	-
APPLNCE LIMF 07.20	-	-	-	-	-	-
7.31.20_LIMF_BULB_UP	-	-	-	-	-	-
FX-2020-AUG HUCK#2	-	-	-	-	-	-
LIGHT SFMF 2020-08	-	-	-	-	-	-
MF BL-2020-09	-	-	-	-	-	-
APP INV SFMF 2020-09	-	-	-	-	-	-
MF BL-2020-09B	-	-	-	-	-	-
MF BL-2020-09C	-	-	-	-	-	-
MF-FIX-2020-09	-	-	-	-	-	-
704 MAIN FIX #1	-	-	-	-	-	-
ALEWIFE FIX #6	-	-	-	-	-	-
APP INV SFMF 2020-10	-	-	-	-	-	-
FX-2020-OCT HUCK #3	-	-	-	-	-	-
MF BL 2020-10	-	-	-	-	-	-
MF BL 2020-10B	-	-	-	-	-	-
FX-2020-NOV HARMONY	-	-	-	-	-	-
12_20_FIX_62 LOCLUST	-	-	-	-	-	-
1100 ALEWIFE REPAIR	-	-	-	-	-	-
WZ-2020-12-SMF	-	-	-	-	-	-
FIX-2020-12-ANTONELL	-	-	-	-	-	-
APP INV SFMF 2020-12	-	-	-	-	-	-
MF BL-2020-12	-	-	-	-	-	-
MF AP-2020-12	-	-	-	-	-	-
06.25.20_MV_MF AUDIT	-	-	-	-	-	-
12.30.20_MV_MF	-	-	-	-	-	-
ASHP 2020-12	-	-	-	-	-	-
06.30.20_MARKETING	-	-	-	-	-	-
12.30.20_MARKETING	-	-	-	-	-	-
APPLNCE INV 2020-01	-	-	-	-	-	-
LIGHT INV 2020-01	-	-	-	-	-	-
WEATHER 2020-01	-	-	-	-	-	-
APPLNCE INV LISF	-	-	-	-	-	-
LIGHT INV 2020-02	-	-	-	-	-	-
APPLNCE INV LISF 2.20	-	-	-	-	-	-
WEATHER 2020-02	-	-	-	-	-	-
APPLNCE INV 03.20A	-	-	-	-	-	-
APPLNCE INV 03.20B	-	-	-	-	-	-
LIGHTING INV 3.20	-	-	-	-	-	-
WEATHER 2020-03	-	-	-	-	-	-
WEATHER 2020-04	-	-	-	-	-	-
LIGHT INV 2020-04	-	-	-	-	-	-
WEATHER 2020-05	-	-	-	-	-	-
LIGHT INV 2020-05	-	-	-	-	-	-
APPLNCE LISF 07.20	-	-	-	-	-	-
WEATHER 06.20	-	-	-	-	-	-
LIGHT INV 2020-07	-	-	-	-	-	-
WEATHER 2020-07	-	-	-	-	-	-
WEATHER 2020-08	-	-	-	-	-	-
APP INV LISF 2020-08	-	-	-	-	-	-
LIGHTING INV 2020-08	-	-	-	-	-	-
WZ 2020-9	-	-	-	-	-	-
LIGHT INV 2020-09	-	-	-	-	-	-
APP INV LISF 2020-09	-	-	-	-	-	-
APP INV LISF 2020-10	-	-	-	-	-	-
LIGHTING INV 2020-10	-	-	-	-	-	-
LIGHT INV 2020-06	-	-	-	-	-	-
WEATHER 2020-10	-	-	-	-	-	-
WEATHER 2020-11	-	-	-	-	-	-
LIGHT INV 2020-11	-	-	-	-	-	-
LIGHT INV 2020-12	-	-	-	-	-	-
APP INV LISF 2020-12	-	-	-	-	-	-
WEATHER 2020-12	-	-	-	-	-	-
06.25.20_MV AUDITOR	-	-	-	-	-	-
08.28.20_SOFTWARE	-	-	-	-	-	-
12.30.20_MV TRAVEL	-	-	-	-	-	-
RIVER ENERGY CONSULT - VoxGen	-	-	-	-	-	-
19682	-	-	-	-	-	-
20268	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering	-	-	-	-	-	-
20168	-	-	-	-	-	-
20282	-	-	-	-	-	-
20625	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
0002727B	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2020 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEAResult	-	-	-	-	-	-
20540	-	-	-	-	-	-
20962	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-00401CLC	-	-	-	-	-	-
20-00402CLC	-	-	-	-	-	-
20-00403CLC	-	-	-	-	-	-
20-068-01CL	-	-	-	-	-	-
20-068-02CL	-	-	-	-	-	-
20-068-03CL	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2020NEEEAASMT000002	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2020-90	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC PHA01-20	-	-	-	-	-	-
RIVER ENERGY CONSULT - CIVIX	-	-	-	-	-	-
20386	-	-	-	-	-	-
20719	-	-	-	-	-	-
20883	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20089	-	-	-	-	-	-
20547	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
24436-0003	-	-	-	-	-	-
24522-0003	-	-	-	-	-	-
024520-0003	-	-	-	-	-	-
24633-003	-	-	-	-	-	-
024635-0003	-	-	-	-	-	-
024695-0003	-	-	-	-	-	-
024754-0003	-	-	-	-	-	-
024847-0003	-	-	-	-	-	-
024803-0003	-	-	-	-	-	-
24850-0003	-	-	-	-	-	-
024851-0003	-	-	-	-	-	-
024903-0003	-	-	-	-	-	-
24897-0003	-	-	-	-	-	-
024952-0003	-	-	-	-	-	-
24951-0003	-	-	-	-	-	-
024954-0003	-	-	-	-	-	-
25014-0003	-	-	-	-	-	-
025011-0003	-	-	-	-	-	-
25066-0003	-	-	-	-	-	-
025061-0003	-	-	-	-	-	-
025123-0003	-	-	-	-	-	-
025125-0003	-	-	-	-	-	-
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
20443	-	-	-	-	-	-
20263	-	-	-	-	-	-
RIVER ENERGY CONSULT - Green Training USA	-	-	-	-	-	-
19938	-	-	-	-	-	-
20587	-	-	-	-	-	-
20894	-	-	-	-	-	-
RIVER ENERGY CONSULT - Endless Energy	-	-	-	-	-	-
20740	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
0100050832B	-	-	-	-	-	-
0100050649B	-	-	-	-	-	-
0100050589B	-	-	-	-	-	-
0100051008B	-	-	-	-	-	-
0100051807B	-	-	-	-	-	-
0100052723B	-	-	-	-	-	-
0100052741B	-	-	-	-	-	-
0100053367B	-	-	-	-	-	-
0100054376B	-	-	-	-	-	-
0100054790B	-	-	-	-	-	-
0100055880B	-	-	-	-	-	-
0100056606B	-	-	-	-	-	-
0100057105B	-	-	-	-	-	-
0100057764B	-	-	-	-	-	-
FB102834B	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
20130	-	-	-	-	-	-
20394	-	-	-	-	-	-
20508	-	-	-	-	-	-
20635	-	-	-	-	-	-
20817	-	-	-	-	-	-
21071	-	-	-	-	-	-
21076	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2020 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_2001DRT	-	-	-	-	-	-
10_2004DRT	-	-	-	-	-	-
10_2004DMM	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2005DMM	-	-	-	-	-	-
10_2005DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2006DRT	-	-	-	-	-	-
10_2007DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2008DMM	-	-	-	-	-	-
10_2008DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2009DMM	-	-	-	-	-	-
10_2009DRT	-	-	-	-	-	-
10_2010DRT	-	-	-	-	-	-
10_2011DMM	-	-	-	-	-	-
10_2011DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2012DMM	-	-	-	-	-	-
10_2012DRT	-	-	-	-	-	-
NMR GROUP INC	-	-	-	-	-	-
2293GG	-	-	-	-	-	-
2352.2G	-	-	-	-	-	-
2532.1G	-	-	-	-	-	-
2293HH	-	-	-	-	-	-
2352.2H	-	-	-	-	-	-
2532.1H	-	-	-	-	-	-
2293II	-	-	-	-	-	-
2532.1I	-	-	-	-	-	-
2352.2I	-	-	-	-	-	-
2293JJ	-	-	-	-	-	-
2532.1J	-	-	-	-	-	-
2352.2J	-	-	-	-	-	-
2293KK	-	-	-	-	-	-
2352.1K	-	-	-	-	-	-
2352.2K	-	-	-	-	-	-
2293LL	-	-	-	-	-	-
2352.1L	-	-	-	-	-	-
2352.2L	-	-	-	-	-	-
2383A	-	-	-	-	-	-
2293MM	-	-	-	-	-	-
2352.1M	-	-	-	-	-	-
2352.2M	-	-	-	-	-	-
2383B	-	-	-	-	-	-
2352.1N	-	-	-	-	-	-
2352.2N	-	-	-	-	-	-
2383C	-	-	-	-	-	-
2352.1O	-	-	-	-	-	-
2352.2O	-	-	-	-	-	-
2383D	-	-	-	-	-	-
2352.1P	-	-	-	-	-	-
2352.2P	-	-	-	-	-	-
2383E	-	-	-	-	-	-
2352.1Q	-	-	-	-	-	-
2352.2Q	-	-	-	-	-	-
2352.1R	-	-	-	-	-	-
2352.2R	-	-	-	-	-	-
2383F	-	-	-	-	-	-
OPINION DYNAMICS COR	-	-	-	-	-	-
7870CAPEJUN20	-	-	-	-	-	-
7989SEP20	-	-	-	-	-	-
7989OCT20	-	-	-	-	-	-
7989NOV20	-	-	-	-	-	-
7989AUG20	-	-	-	-	-	-
7870CAPENOV20	-	-	-	-	-	-
7989DEC20	-	-	-	-	-	-
ACTION INCORPORATED	-	-	-	-	-	-
2020 LEAN 1	-	-	-	-	-	-
2020 2ND QTR LEAN	-	-	-	-	-	-
2020 3RD QTR	-	-	-	-	-	-
12.11.20 INV DATE	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2965	-	-	-	-	-	-
0002727A	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2020 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - PCC Technology		-	-	-	-	
19561		-	-	-	-	
19675		-	-	-	-	
RIVER ENERGY CONSULT - PCC Technol		-	-	-	-	
20123		-	-	-	-	
RIVER ENERGY CONSULT - CIVIC		-	-	-	-	
20562		-	-	-	-	
BW RESEARCH PARTNERS	-	-	-		-	
MASSSAVE-01-01	-	-	-		-	
MASSSAVE-01-06	-	-	-		-	
RIVER ENERGY CONSULT - Ideal Home Improvement	-	-	-		-	
20569	-	-	-		-	
ANB SYSTEM INC	-	-	-	-		
7137-09	-	-	-	-		
7137-17	-	-	-	-		
ACTION FOR BOSTON CO		-	-	-	-	
LIMF PROGRAM 2020 Q1		-	-	-	-	
2020 Q4		-	-	-	-	
Grand Total			-			

Vendor Invoice Summary Table

C1 - C&I New Buildings

C1a - C&I New Buildings & Major Renovations

Cape Light Compact

2020 C1a - C&I New Buildings & Major Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-					
All General Administration Allocated Costs					-	
RIVER ENERGY CONSULT - CLEAResult	-	-	-		-	
20079	-	-	-		-	
20413	-	-	-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-	-	-	
20581	-		-	-	-	
20733	-		-	-	-	
PERFORMANCE SYSTEMS	-	-	-		-	
22262	-	-	-		-	
22345	-	-	-		-	
22546	-	-	-		-	
22667	-	-	-		-	
22816	-	-	-		-	
22969	-	-	-		-	
23139	-	-	-		-	
23318	-	-	-		-	
23395	-	-	-		-	
23585	-	-	-		-	
23733	-	-	-		-	
12.31.20 COMMERCIAL	-	-	-		-	
RIVER ENERGY CONSULT - Jeff Linn	-		-	-	-	
20870	-		-	-	-	
RIVER ENERGY CONSULT - Apex Analytics	-		-	-	-	
20970	-		-	-	-	
GALLIGAN ENERGY CONS	-	-	-		-	
2020-373	-	-	-		-	
2020-375	-	-	-		-	
2020-379	-	-	-		-	
2020-383	-	-	-		-	
2020-385	-	-	-		-	
2020-389	-	-	-		-	
2020-392	-	-	-		-	
2020-395	-	-	-		-	
2020-397	-	-	-		-	
2020-401	-	-	-		-	
2020-403	-	-	-		-	
2020-374	-	-	-		-	
2020-376	-	-	-		-	
2020-380	-	-	-		-	
2020-381	-	-	-		-	
2020-384	-	-	-		-	
2020-386	-	-	-		-	
2020-390	-	-	-		-	
2020-393	-	-	-		-	
2020-396	-	-	-		-	
2020-398	-	-	-		-	
2020-404	-	-	-		-	
CUSTOMERTIMES CORP.		-	-	-	-	
CT-03992		-	-	-	-	
CT-04251		-	-	-	-	
CT-04444		-	-	-	-	
CT-04809		-	-	-	-	
CRMORBIT INC		-	-	-	-	
3181		-	-	-	-	
SECOND LAW ENGINEERS	-	-	-		-	
202006CS	-	-	-		-	
202007CS	-	-	-		-	
202001CS	-	-	-		-	
202002CS	-	-	-		-	
202003CS	-	-	-		-	
202004CS	-	-	-		-	
202008CS	-	-	-		-	
202009CS	-	-	-		-	
202011CS	-	-	-		-	
202010CS	-	-	-		-	
202012CS	-	-	-		-	
9680	-	-	-		-	
9777	-	-	-		-	
9830	-	-	-		-	
202005CS	-	-	-		-	
9884	-	-	-		-	
9927	-	-	-		-	
9956	-	-	-		-	
RIVER ENERGY CONSULT - Rich May		-	-	-	-	
19450		-	-	-	-	
RIVER ENERGY CONSULT - RISE Engineering	-	-	-		-	
20625	-	-	-		-	
RIVER ENERGY CONSULT - Energy Efficiency Advisers		-	-	-	-	
20789		-	-	-	-	
Grand Total			-		-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2020 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-		-	
All IT Allocated Costs			-		-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs					-	
RIVER ENERGY CONSULT - CLEARResult	-	-			-	
20079	-	-	-		-	
20413	-	-	-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-	-	-	
20581	-		-	-	-	
20733	-		-	-	-	
SANDAB COMMUNICATION	-		-	-	-	
IN-1200943847	-		-	-	-	
MCC-1200943902	-		-	-	-	
MCC-1200943912	-		-	-	-	
MCC-1201044115	-		-	-	-	
MCC-1201044124	-		-	-	-	
MCC-1201144374	-		-	-	-	
IN-1201144379	-		-	-	-	
MCC-1201144406	-		-	-	-	
MCC-1201244688	-		-	-	-	
THE CADMUS GROUP INC	-		-	-	-	
INV-284836	-		-	-	-	
INV-284835	-		-	-	-	
INV-285397	-		-	-	-	
INV-285396	-		-	-	-	
INV-285887	-		-	-	-	
LOCAL MEDIA GROUP IN	-		-	-	-	
233935	-		-	-	-	
233934	-		-	-	-	
235938	-		-	-	-	
235939	-		-	-	-	
DANIEL SCHELL	-		-	-	-	
02.10.20 - 02.26.20	-		-	-	-	
10.06.20 - 10.15.20	-		-	-	-	
10.20.20 - 10.31.20	-		-	-	-	
11.04.20 - 11.13.20	-		-	-	-	
11.18.20 - 11.30.20	-		-	-	-	
08.28.20 - 12.24.20	-		-	-	-	
MV TIMES CORPORATION	-		-	-	-	
MV TIMES 092.0	-		-	-	-	
HYORA PUBLICATIONS	-		-	-	-	
23250	-		-	-	-	
FRIENDS OF MVYRADIO	-		-	-	-	
1376-00005-0002	-		-	-	-	
1376-00005-0003	-		-	-	-	
FALMOUTH PUBLISHING	-		-	-	-	
73791	-		-	-	-	
74782	-		-	-	-	
VINEYARD GAZETTE LLC	-		-	-	-	
GAZETTE 09.20	-		-	-	-	
CODCOMM INC	-		-	-	-	
10.20 STATEMENT	-		-	-	-	
CODCOMM 09.20	-		-	-	-	
11.20 STATEMENT	-		-	-	-	
1220 STATEMENT	-		-	-	-	
GATEHOUSE MEDIA MASS	-		-	-	-	
44044	-		-	-	-	
09.20 STATEMENT	-		-	-	-	
CLEARRESULT CONSULTIN	-		-	-	-	
371275	-		-	-	-	
3883495	-		-	-	-	
413635	-		-	-	-	
412585	-		-	-	-	
432715	-		-	-	-	
420985	-		-	-	-	
442395	-		-	-	-	
456225	-		-	-	-	
469065	-		-	-	-	
48098	-		-	-	-	
49411	-		-	-	-	
49702	-		-	-	-	
50757	-		-	-	-	
APPLIANCE RECYCLING	-	-			-	
53425	-	-			-	
53625	-	-			-	
54077	-	-			-	
54380	-	-			-	
54834	-	-			-	
55264	-	-			-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2020 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
211501	-	-	-	-	-	-
213217	-	-	-	-	-	-
214717	-	-	-	-	-	-
215766	-	-	-	-	-	-
216308	-	-	-	-	-	-
216703	-	-	-	-	-	-
217224	-	-	-	-	-	-
217491	-	-	-	-	-	-
217919	-	-	-	-	-	-
218290	-	-	-	-	-	-
219361	-	-	-	-	-	-
215987	-	-	-	-	-	-
213209	-	-	-	-	-	-
215157	-	-	-	-	-	-
216714	-	-	-	-	-	-
217092	-	-	-	-	-	-
217467	-	-	-	-	-	-
219123	-	-	-	-	-	-
211558	-	-	-	-	-	-
211494	-	-	-	-	-	-
213018	-	-	-	-	-	-
215146	-	-	-	-	-	-
217923	-	-	-	-	-	-
211502	-	-	-	-	-	-
211503	-	-	-	-	-	-
213242	-	-	-	-	-	-
213216	-	-	-	-	-	-
214643	-	-	-	-	-	-
214694	-	-	-	-	-	-
215715	-	-	-	-	-	-
215985	-	-	-	-	-	-
215986	-	-	-	-	-	-
216309	-	-	-	-	-	-
216717	-	-	-	-	-	-
217210	-	-	-	-	-	-
217506	-	-	-	-	-	-
217920	-	-	-	-	-	-
218292	-	-	-	-	-	-
218293	-	-	-	-	-	-
219360	-	-	-	-	-	-
219366	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
20-806CI-01	-	-	-	-	-	-
20-806SB-02	-	-	-	-	-	-
20-806CI-03	-	-	-	-	-	-
20-806SB-04	-	-	-	-	-	-
20-806CI-05	-	-	-	-	-	-
20-806SB-06	-	-	-	-	-	-
20-806SB-07	-	-	-	-	-	-
20-806SB-08	-	-	-	-	-	-
20-806CI-09	-	-	-	-	-	-
20-806CI-10	-	-	-	-	-	-
20-806SB-11	-	-	-	-	-	-
20-806CI-12	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
20970	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-03992	-	-	-	-	-	-
CT-04251	-	-	-	-	-	-
CT-04444	-	-	-	-	-	-
CT-04809	-	-	-	-	-	-
CRMORBIT INC	-	-	-	-	-	-
3181	-	-	-	-	-	-
EFFICIENCY FOWARD I	-	-	-	-	-	-
366	-	-	-	-	-	-
SECOND LAW ENGINEERS	-	-	-	-	-	-
202006CS	-	-	-	-	-	-
202007CS	-	-	-	-	-	-
SKAREN FAHEY ROSS	-	-	-	-	-	-
13665	-	-	-	-	-	-
13672	-	-	-	-	-	-
13684	-	-	-	-	-	-
13684 (2)	-	-	-	-	-	-
NATIONAL RESOURCE MA	-	-	-	-	-	-
01.31.20 SMALL	-	-	-	-	-	-
FEB 29 2020 SMALL	-	-	-	-	-	-
03.30.20 SMALL	-	-	-	-	-	-
06.30.20 SMALL	-	-	-	-	-	-
09.15.20 SMALL	-	-	-	-	-	-
10.31.20 SMALL	-	-	-	-	-	-
12.15.20 SMALL	-	-	-	-	-	-
11.20 SMALL	-	-	-	-	-	-
12.29.20 SMALL	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May	-	-	-	-	-	-
19450	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering	-	-	-	-	-	-
20625	-	-	-	-	-	-
CAPE COD LIFE LLC	-	-	-	-	-	-
1209	-	-	-	-	-	-
RIVER ENERGY CONSULT - Energy Efficiency Advisers	-	-	-	-	-	-
20789	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2020 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEARResult	-	-	-	-	-	-
20079	-	-	-	-	-	-
20413	-	-	-	-	-	-
20638	-	-	-	-	-	-
20671	-	-	-	-	-	-
20804	-	-	-	-	-	-
20927	-	-	-	-	-	-
RIVER ENERGY CONSULT - O'Brien & Neville	-	-	-	-	-	-
20109	-	-	-	-	-	-
20581	-	-	-	-	-	-
20733	-	-	-	-	-	-
SANDAB COMMUNICATION	-	-	-	-	-	-
MCC-1201044115	-	-	-	-	-	-
IN-1201144379	-	-	-	-	-	-
IN-1201044064	-	-	-	-	-	-
IN-1201144375	-	-	-	-	-	-
IN-1201244507	-	-	-	-	-	-
IN-1201244535	-	-	-	-	-	-
THE CADMUS GROUP INC	-	-	-	-	-	-
INV-284836	-	-	-	-	-	-
INV-284835	-	-	-	-	-	-
INV-285397	-	-	-	-	-	-
INV-285396	-	-	-	-	-	-
INV-285887	-	-	-	-	-	-
INV-286449	-	-	-	-	-	-
INV-286450	-	-	-	-	-	-
INV-284331	-	-	-	-	-	-
LOCAL MEDIA GROUP IN	-	-	-	-	-	-
238008	-	-	-	-	-	-
238007	-	-	-	-	-	-
240175	-	-	-	-	-	-
240176	-	-	-	-	-	-
242205	-	-	-	-	-	-
242206	-	-	-	-	-	-
DANIEL SCHELL	-	-	-	-	-	-
10.06.20 - 10.15.20	-	-	-	-	-	-
10.20.20 - 10.31.20	-	-	-	-	-	-
11.04.20 - 11.13.20	-	-	-	-	-	-
11.18.20 - 11.30.20	-	-	-	-	-	-
08.28.20 - 12.24.20	-	-	-	-	-	-
MV TIMES CORPORATION	-	-	-	-	-	-
10.20 STATEMENT	-	-	-	-	-	-
3976	-	-	-	-	-	-
12.20 STATEMENT	-	-	-	-	-	-
HYORA PUBLICATIONS	-	-	-	-	-	-
23416	-	-	-	-	-	-
23666	-	-	-	-	-	-
FALMOUTH PUBLISHING	-	-	-	-	-	-
75486	-	-	-	-	-	-
76038	-	-	-	-	-	-
76632	-	-	-	-	-	-
VINEYARD GAZETTE LLC	-	-	-	-	-	-
11.30.20 INV DATE	-	-	-	-	-	-
12.20 STATEMENT	-	-	-	-	-	-
GATEHOUSE MEDIA MASS	-	-	-	-	-	-
10.31.20 STATEMENT	-	-	-	-	-	-
11.20 STATEMENT	-	-	-	-	-	-
12.20 STATEMENT	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2020 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CLEARRESULT CONSULTING	-	-	-	-	-	-
37202	-	-	-	-	-	-
37127C	-	-	-	-	-	-
38349C	-	-	-	-	-	-
41363C	-	-	-	-	-	-
41258C	-	-	-	-	-	-
42098C	-	-	-	-	-	-
43271C	-	-	-	-	-	-
44239C	-	-	-	-	-	-
45622C	-	-	-	-	-	-
48096	-	-	-	-	-	-
48168	-	-	-	-	-	-
49329	-	-	-	-	-	-
49700	-	-	-	-	-	-
49412	-	-	-	-	-	-
50730	-	-	-	-	-	-
46906C	-	-	-	-	-	-
38509	-	-	-	-	-	-
39612	-	-	-	-	-	-
40789	-	-	-	-	-	-
42031	-	-	-	-	-	-
42766	-	-	-	-	-	-
44300	-	-	-	-	-	-
45294	-	-	-	-	-	-
46522	-	-	-	-	-	-
50682	-	-	-	-	-	-
COHEN VENTURES INC	-	-	-	-	-	-
19-1754-19-CL-CE	-	-	-	-	-	-
19-1754-10-CL-CE	-	-	-	-	-	-
19-1754-11-CL-CE	-	-	-	-	-	-
19-1754-12-CL-CE	-	-	-	-	-	-
19-1753-13-CL-CE	-	-	-	-	-	-
19-1754-13-CL-CE	-	-	-	-	-	-
19-1754-14-CL-CE	-	-	-	-	-	-
19-1754-15-CL-CE	-	-	-	-	-	-
19-1754-16-CL-CE	-	-	-	-	-	-
19-1753-17-CL-CE	-	-	-	-	-	-
19-1754-17-CL-CE	-	-	-	-	-	-
19-1754-18-CL-CE	-	-	-	-	-	-
19-1754-20-CL-CE	-	-	-	-	-	-
19-1754-21-CL-CE	-	-	-	-	-	-
19-1753-19-CL-CE	-	-	-	-	-	-
19-1753-11-CL-CE	-	-	-	-	-	-
19-1753-12-CL-CE	-	-	-	-	-	-
19-1753-14-CL-CE	-	-	-	-	-	-
19-1753-15-CL-CE	-	-	-	-	-	-
19-1753-16-CL-CE	-	-	-	-	-	-
19-1753-18-CL-CE	-	-	-	-	-	-
12-1753-20-CL-CE	-	-	-	-	-	-
19-1753-21-CL-CE	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
20-806UP-01	-	-	-	-	-	-
20-806UP-02	-	-	-	-	-	-
20-806UP-03	-	-	-	-	-	-
20-806UP-04	-	-	-	-	-	-
20-806UP-05	-	-	-	-	-	-
20-806UP-07	-	-	-	-	-	-
20-806UP-06	-	-	-	-	-	-
20-806UP-08	-	-	-	-	-	-
20-806UP-09	-	-	-	-	-	-
20-806UP-10	-	-	-	-	-	-
20-806UP-11	-	-	-	-	-	-
20-806UP-12	-	-	-	-	-	-
20-806FS-01	-	-	-	-	-	-
20-806FS-02	-	-	-	-	-	-
20-806FS-03	-	-	-	-	-	-
20-806FS-04	-	-	-	-	-	-
20-806FS-05	-	-	-	-	-	-
20-806FS-06	-	-	-	-	-	-
20-806FS-07	-	-	-	-	-	-
20-806FS-08	-	-	-	-	-	-
20-806FS-09	-	-	-	-	-	-
20-806FS-10	-	-	-	-	-	-
20-806FS-11	-	-	-	-	-	-
20-806FS-12	-	-	-	-	-	-
20-806HV-01	-	-	-	-	-	-
20-806HV-02	-	-	-	-	-	-
20-806HV-03	-	-	-	-	-	-
20-806HV-04	-	-	-	-	-	-
20-806HV-05	-	-	-	-	-	-
20-806HV-06	-	-	-	-	-	-
20-806HV-07	-	-	-	-	-	-
20-806HV-08	-	-	-	-	-	-
20-806HV-09	-	-	-	-	-	-
20-806HV-10	-	-	-	-	-	-
20-806HV-11	-	-	-	-	-	-
20-806HV-12	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
20970	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-03992	-	-	-	-	-	-
CT-04251	-	-	-	-	-	-
CT-04444	-	-	-	-	-	-
CT-04809	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2020 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CRMORBIT INC 3181	-	-	-	-	-	-
EFFICIENCY FOWARD I 366	-	-	-	-	-	-
SKAREN FAHEY ROSS 13672	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May 19450	-	-	-	-	-	-
RIVER ENERGY CONSULT - RISE Engineering 20625	-	-	-	-	-	-
RIVER ENERGY CONSULT - Energy Efficiency Advisers 20789	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2c - C&I Active Demand Reduction

Cape Light Compact

2020 C2c - C&I Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
CLEAN PEAK POWER COM	-	-		-	-	
2020112501	-	-		-	-	
ENBALA POWER NETWORK	-	-	-		-	
EPN200297	-	-	-		-	
EPN200311	-	-	-		-	
EPN200341	-	-	-		-	
EPN200301	-	-	-		-	
EPN200310	-	-	-		-	
VOLTUS, INC.	-	-		-	-	
1016	-	-		-	-	
ENEL X NORTH AMERICA	-	-		-	-	
CAPELIGHT010821	-	-		-	-	
ENERWISE GLOBAL TECH	-	-		-	-	
CAPE SUMMER 2020	-	-		-	-	
Grand Total					-	

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2020 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-00401CLC	-	-	-	-	-	-
20-00402CLC	-	-	-	-	-	-
20-00403CLC	-	-	-	-	-	-
20-068-01CL	-	-	-	-	-	-
20-068-02CL	-	-	-	-	-	-
20-068-03CL	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2020ENEEEAASMT000002	-	-	-	-	-	-
CLEARRESULT CONSULTIN	-	-	-	-	-	-
48028	-	-	-	-	-	-
OPTIMAL ENERGY, INC.	-	-	-	-	-	-
6973	-	-	-	-	-	-
6991	-	-	-	-	-	-
7018	-	-	-	-	-	-
7024	-	-	-	-	-	-
7047	-	-	-	-	-	-
7033	-	-	-	-	-	-
6957-1	-	-	-	-	-	-
7059	-	-	-	-	-	-
7079	-	-	-	-	-	-
7069	-	-	-	-	-	-
7101	-	-	-	-	-	-
7114	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2020-90	-	-	-	-	-	-
RIVER ENERGY CONSULT - CIVIX	-	-	-	-	-	-
20386	-	-	-	-	-	-
20719	-	-	-	-	-	-
20883	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20089	-	-	-	-	-	-
20547	-	-	-	-	-	-
19702	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
24436-0003	-	-	-	-	-	-
24522-0003	-	-	-	-	-	-
024520-0003	-	-	-	-	-	-
24633-003	-	-	-	-	-	-
024635-0003	-	-	-	-	-	-
024695-0003	-	-	-	-	-	-
024754-0003	-	-	-	-	-	-
024847-0003	-	-	-	-	-	-
024803-0003	-	-	-	-	-	-
Invoice: 024847-0003	-	-	-	-	-	-
24850-0003	-	-	-	-	-	-
024851-0003	-	-	-	-	-	-
024903-0003	-	-	-	-	-	-
24897-0003	-	-	-	-	-	-
024952-0003	-	-	-	-	-	-
24951-0003	-	-	-	-	-	-
024954-0003	-	-	-	-	-	-
25014-0003	-	-	-	-	-	-
025011-0003	-	-	-	-	-	-
25066-0003	-	-	-	-	-	-
025061-0003	-	-	-	-	-	-
025123-0003	-	-	-	-	-	-
025125-0003	-	-	-	-	-	-
RIVER ENERGY CONSULT - River Energy Consultants	-	-	-	-	-	-
20263	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2020 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
GUIDEHOUSE INC.	-	-	-	-	-	-
0100050589B	-	-	-	-	-	-
0100051008B	-	-	-	-	-	-
0100051807B	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
20130	-	-	-	-	-	-
20394	-	-	-	-	-	-
20508	-	-	-	-	-	-
20635	-	-	-	-	-	-
20817	-	-	-	-	-	-
21071	-	-	-	-	-	-
21076	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2001CIM	-	-	-	-	-	-
10_2001CIT	-	-	-	-	-	-
10_2001DCIM	-	-	-	-	-	-
10_2001DCIT	-	-	-	-	-	-
10_2002CIM	-	-	-	-	-	-
10_2002CIT	-	-	-	-	-	-
10_2002DCIT	-	-	-	-	-	-
10_2002DRT	-	-	-	-	-	-
10_2003DCIT	-	-	-	-	-	-
10_2003DRT	-	-	-	-	-	-
10_2003CIM	-	-	-	-	-	-
10_2003CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2004DCIT	-	-	-	-	-	-
10_2004DCIM	-	-	-	-	-	-
10_2004CIM	-	-	-	-	-	-
10_2004CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2005DCIM	-	-	-	-	-	-
10_2005CIM	-	-	-	-	-	-
10_2005CIT	-	-	-	-	-	-
10_2005DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2006DCIM	-	-	-	-	-	-
10_2007DCIM	-	-	-	-	-	-
10_2006DCIT	-	-	-	-	-	-
10_2007DCIT	-	-	-	-	-	-
10_2007CIM	-	-	-	-	-	-
10_2007CIT	-	-	-	-	-	-
10_2006CIM	-	-	-	-	-	-
10_2006CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2008CIM	-	-	-	-	-	-
10_2008CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2008DCIT	-	-	-	-	-	-
10_2010DCIT	-	-	-	-	-	-
10_2010DCIM	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2009CIT	-	-	-	-	-	-
10_2009CIM	-	-	-	-	-	-
10_2010CIT	-	-	-	-	-	-
10_2010CIM	-	-	-	-	-	-
10_2009DCIM	-	-	-	-	-	-
10_2009DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2011DCIT	-	-	-	-	-	-
10_2011DCIM	-	-	-	-	-	-
10_2011CIM	-	-	-	-	-	-
10_2011CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2012CIM	-	-	-	-	-	-
10_2012CIT	-	-	-	-	-	-
10_2012DCIT	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2020 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
NMR GROUP INC	-	-	-	-	-	-
2293GG	-	-	-	-	-	-
2293HH	-	-	-	-	-	-
2293II	-	-	-	-	-	-
2293JJ	-	-	-	-	-	-
2293KK	-	-	-	-	-	-
2293LL	-	-	-	-	-	-
2383A	-	-	-	-	-	-
2293MM	-	-	-	-	-	-
2383B	-	-	-	-	-	-
2383C	-	-	-	-	-	-
2383D	-	-	-	-	-	-
2383E	-	-	-	-	-	-
2383F	-	-	-	-	-	-
2343I	-	-	-	-	-	-
2343J	-	-	-	-	-	-
2343K	-	-	-	-	-	-
2343L	-	-	-	-	-	-
2343M	-	-	-	-	-	-
2343N	-	-	-	-	-	-
OPINION DYNAMICS COR	-	-	-	-	-	-
7870CAPEJUN20	-	-	-	-	-	-
7989SEP20	-	-	-	-	-	-
7989OCT20	-	-	-	-	-	-
7989NOV20	-	-	-	-	-	-
7989AUG20	-	-	-	-	-	-
7870CAPENOV20	-	-	-	-	-	-
7989DEC20	-	-	-	-	-	-
CADEO GROUP, LLC	-	-	-	-	-	-
941	-	-	-	-	-	-
1065	-	-	-	-	-	-
1523	-	-	-	-	-	-
ILLUME ADVISING LLC	-	-	-	-	-	-
2965	-	-	-	-	-	-
0002727A	-	-	-	-	-	-
RIVER ENERGY CONSULT - Raab Associates	-	-	-	-	-	-
21225	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technology	-	-	-	-	-	-
19561	-	-	-	-	-	-
19675	-	-	-	-	-	-
RIVER ENERGY CONSULT - PCC Technol	-	-	-	-	-	-
20123	-	-	-	-	-	-
RIVER ENERGY CONSULT - CIVIC	-	-	-	-	-	-
20562	-	-	-	-	-	-
RIVER ENERGY CONSULT - Committee Meeting	-	-	-	-	-	-
19415	-	-	-	-	-	-
BW RESEARCH PARTNERS	-	-	-	-	-	-
MASSSAVE-01-01	-	-	-	-	-	-
MASSSAVE-01-06	-	-	-	-	-	-
ANB SYSTEM INC	-	-	-	-	-	-
7137-09	-	-	-	-	-	-
7137-17	-	-	-	-	-	-
RIVER ENERGY CONSULT - Resource Innovation	-	-	-	-	-	-
19624	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

Notes

Cape Light Compact
D.P.U. 22-116
August 1, 2022

- The following tables represents vendor invoices only. They do not include costs that are not paid via an invoice to a vendor, such as internal labor costs, internal expenses, direct incentive payments to participants, or loans repaid by participants as part of multi-year financing opportunities in certain core initiatives. Therefore, the totals in these tables will not match the totals in the Term Report Data tables.
- Allocated costs are those costs that are not specific to each core initiative. Such costs include IT support, legal services, general marketing for the efficiency programs, and other efficiency-related overhead costs provided by third-party vendors. These costs are allocated to each core initiative based on the core initiative's planned percentage of total costs.
- River Energy facilitates payment to other vendors for all PAs in order to minimize the administrative burdens and associated costs of invoicing; River Energy also provides meeting facilitation and other consulting services.

Vendor Invoice Summary Table

A1 - Residential New Buildings

A1a - Residential New Homes & Renovations

Cape Light Compact

2021 A1a - Residential New Homes & Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
21018	-	-	-		-	
21146	-	-	-		-	
21315	-	-	-		-	
21468	-	-	-		-	
21590	-	-	-		-	
21688	-	-	-		-	
21747	-	-	-		-	
21815	-	-	-		-	
21887	-	-	-		-	
21939	-	-	-		-	
22007	-	-	-		-	
22169	-	-	-		-	
22323	-	-	-		-	
ICF RESOURCES LLC	-				-	
CLC A01-21	-		-		-	
CLC A02-21	-		-		-	
CLC A03-21	-		-		-	
CLC A04-21	-		-		-	
CLC A05-21	-		-		-	
CLC A06-21	-		-		-	
CLC A07-21	-		-		-	
CLC A08-21	-		-		-	
CLC A09-21	-		-		-	
CLC A10-21	-		-		-	
BI CLC E 02-21	-	-		-	-	
CAPE U01-21	-	-			-	
CAPE U02-21	-				-	
BI CLC E 03-21	-	-		-	-	
BI CLC E 04-21	-	-		-	-	
BI CLC E 05-21	-	-		-	-	
CAPE U03-21	-	-			-	
CAPE U04-21	-	-			-	
BI CLC E 06-21	-	-		-	-	
CAPE U05-21	-	-			-	
BI CLC E 07-21	-	-		-	-	
CAPE U06-21	-	-			-	
BI CLC E 08-21	-	-		-	-	
CAPE U07-21	-	-			-	
BI CLC E 09-21	-	-		-	-	
CAPE U08-21	-	-			-	
BI CLC E 10-21	-	-		-	-	
CAPE U09-21	-	-			-	
BI CLC E 11-21	-	-		-	-	
CAPE U10-21	-	-			-	
MF03-21CLC	-		-		-	
CLC A11-21	-		-		-	
BI CLC E 12-21	-	-		-	-	
CAPE U11-21	-	-			-	
CAPE U12-21	-	-			-	
MF12-21CLC	-		-		-	
PERFORMANCE SYSTEMS	-	-	-		-	
24060	-	-	-		-	
24218	-	-	-		-	
24371	-	-	-		-	
24577	-	-	-		-	
24635	-	-	-		-	
24803	-	-	-		-	
24953	-	-	-		-	
25108	-	-	-		-	
25341	-	-	-		-	
25497	-	-	-		-	
25638	-	-	-		-	
25678	-	-	-		-	
Grand Total					-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2021 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - KSV	-		-	-	-	
21380	-		-	-	-	
RIVER ENERGY CONSULT - CLEAResult	-		-	-	-	
21028	-		-	-	-	
21152	-		-	-	-	
21309	-		-	-	-	
21456	-		-	-	-	
21596	-		-	-	-	
21701	-		-	-	-	
21827	-		-	-	-	
21905	-		-	-	-	
22190	-		-	-	-	
22275	-		-	-	-	
22347	-		-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
21018	-	-	-		-	
21146	-	-	-		-	
21315	-	-	-		-	
21468	-	-	-		-	
21590	-	-	-		-	
21688	-	-	-		-	
21747	-	-	-		-	
21815	-	-	-		-	
21887	-	-	-		-	
21939	-	-	-		-	
22007	-	-	-		-	
22169	-	-	-		-	
22323	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2021 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
220359	-	-	-	-	-	-
219788	-	-	-	-	-	-
219815	-	-	-	-	-	-
219875	-	-	-	-	-	-
219903	-	-	-	-	-	-
220156	-	-	-	-	-	-
220160	-	-	-	-	-	-
220354	-	-	-	-	-	-
220369	-	-	-	-	-	-
220766	-	-	-	-	-	-
220777	-	-	-	-	-	-
221181	-	-	-	-	-	-
221191	-	-	-	-	-	-
221211	-	-	-	-	-	-
221695	-	-	-	-	-	-
221703	-	-	-	-	-	-
221764	-	-	-	-	-	-
222022	-	-	-	-	-	-
222055	-	-	-	-	-	-
222086	-	-	-	-	-	-
222561	-	-	-	-	-	-
222570	-	-	-	-	-	-
223112	-	-	-	-	-	-
223058	-	-	-	-	-	-
223243	-	-	-	-	-	-
223529	-	-	-	-	-	-
223537	-	-	-	-	-	-
224007	-	-	-	-	-	-
224061	-	-	-	-	-	-
224328	-	-	-	-	-	-
224439	-	-	-	-	-	-
224466	-	-	-	-	-	-
224662	-	-	-	-	-	-
225034	-	-	-	-	-	-
225062	-	-	-	-	-	-
225088	-	-	-	-	-	-
225837	-	-	-	-	-	-
225844	-	-	-	-	-	-
225994	-	-	-	-	-	-
226544	-	-	-	-	-	-
226560	-	-	-	-	-	-
226622	-	-	-	-	-	-
227244	-	-	-	-	-	-
227251	-	-	-	-	-	-
227324	-	-	-	-	-	-
227948	-	-	-	-	-	-
227980	-	-	-	-	-	-
228019	-	-	-	-	-	-
228877	-	-	-	-	-	-
228905	-	-	-	-	-	-
229007	-	-	-	-	-	-
229436	-	-	-	-	-	-
229494	-	-	-	-	-	-
230592	-	-	-	-	-	-
230609	-	-	-	-	-	-
231043	-	-	-	-	-	-
231090	-	-	-	-	-	-
232047	-	-	-	-	-	-
235003	-	-	-	-	-	-
235027	-	-	-	-	-	-
235208	-	-	-	-	-	-
229605	-	-	-	-	-	-
230706	-	-	-	-	-	-
231173	-	-	-	-	-	-
224070	-	-	-	-	-	-
231089	-	-	-	-	-	-
235444	-	-	-	-	-	-
219872	-	-	-	-	-	-
220332	-	-	-	-	-	-
221419	-	-	-	-	-	-
222099	-	-	-	-	-	-
224043	-	-	-	-	-	-
225148	-	-	-	-	-	-
226661	-	-	-	-	-	-
227942	-	-	-	-	-	-
229548	-	-	-	-	-	-
231105	-	-	-	-	-	-
233494	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2021 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CMC ENERGY SERVICES	-	-	-	-	-	-
21-806-01	-	-	-	-	-	-
21-806A-02	-	-	-	-	-	-
21-806A-03	-	-	-	-	-	-
21806A-04	-	-	-	-	-	-
21-806A-05	-	-	-	-	-	-
21-806B-06	-	-	-	-	-	-
21-806D-06	-	-	-	-	-	-
21-806B-07	-	-	-	-	-	-
21-806A-08	-	-	-	-	-	-
21-806A-09	-	-	-	-	-	-
21-806A-10	-	-	-	-	-	-
21-806A-11	-	-	-	-	-	-
21-806A-12	-	-	-	-	-	-
21-806B-08	-	-	-	-	-	-
21-806B-09	-	-	-	-	-	-
21-806B-10	-	-	-	-	-	-
21-806B-11	-	-	-	-	-	-
21-806B-12	-	-	-	-	-	-
1-806B-04	-	-	-	-	-	-
21-806C-08	-	-	-	-	-	-
21-806B-02	-	-	-	-	-	-
21-806B-05	-	-	-	-	-	-
21-806C-06	-	-	-	-	-	-
21-806C-09	-	-	-	-	-	-
21-806C-10	-	-	-	-	-	-
ENERGY FEDERATION IN	-	-	-	-	-	-
2552958-IN	-	-	-	-	-	-
2582179-IN	-	-	-	-	-	-
2586608-IN	-	-	-	-	-	-
2616451-IN	-	-	-	-	-	-
2619339-IN	-	-	-	-	-	-
2620580-IN	-	-	-	-	-	-
2636553-IN	-	-	-	-	-	-
2641140-IN	-	-	-	-	-	-
2617785-IN	-	-	-	-	-	-
2655218-IN	-	-	-	-	-	-
2656749-IN	-	-	-	-	-	-
2659135-IN	-	-	-	-	-	-
2672489-IN	-	-	-	-	-	-
2674871-IN	-	-	-	-	-	-
2697578-IN	-	-	-	-	-	-
2699213-IN	-	-	-	-	-	-
2711418-IN	-	-	-	-	-	-
2712777-IN	-	-	-	-	-	-
2759587-IN	-	-	-	-	-	-
2763538-IN	-	-	-	-	-	-
2584157-IN	-	-	-	-	-	-
2724268-IN	-	-	-	-	-	-
2777994-IN	-	-	-	-	-	-
2781660-IN	-	-	-	-	-	-
2793226-IN	-	-	-	-	-	-
2805922-IN	-	-	-	-	-	-
2818212-IN	-	-	-	-	-	-
2820668-IN	-	-	-	-	-	-
2821728-IN	-	-	-	-	-	-
2835834-IN	-	-	-	-	-	-
2838716-IN	-	-	-	-	-	-
2841996-IN	-	-	-	-	-	-
2842838-IN	-	-	-	-	-	-
2842717-IN	-	-	-	-	-	-
2849853-IN	-	-	-	-	-	-
2852294-IN	-	-	-	-	-	-
2852611-IN	-	-	-	-	-	-
2860196-IN	-	-	-	-	-	-
2863157-IN	-	-	-	-	-	-
2863779-IN	-	-	-	-	-	-
2864022-IN	-	-	-	-	-	-
2868361-IN	-	-	-	-	-	-
2869287-IN	-	-	-	-	-	-
2873084-IN	-	-	-	-	-	-
2881378-IN	-	-	-	-	-	-
2904905-IN	-	-	-	-	-	-
2858527-IN	-	-	-	-	-	-
2961106-IN	-	-	-	-	-	-
3008803-IN	-	-	-	-	-	-
2660258-IN	-	-	-	-	-	-
2712786-IN	-	-	-	-	-	-
2761789-IN	-	-	-	-	-	-
2792250-IN	-	-	-	-	-	-
2833023-IN	-	-	-	-	-	-
2840567-IN	-	-	-	-	-	-
2858532-IN	-	-	-	-	-	-
2867915-IN	-	-	-	-	-	-
2880128-IN	-	-	-	-	-	-
2943030-IN	-	-	-	-	-	-
2973314-IN	-	-	-	-	-	-
2821439-IN	-	-	-	-	-	-
2849875-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2a - Residential Coordinated Delivery

Cape Light Compact

2021 A2a - Residential Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
21206	-	-	-	-	-	-
21789	-	-	-	-	-	-
VERMONT ENERGY INVES	-	-	-	-	-	-
9302912P	-	-	-	-	-	-
LANGUAGE LINE SERVIC	-	-	-	-	-	-
10219104	-	-	-	-	-	-
10238310	-	-	-	-	-	-
10378976	-	-	-	-	-	-
10403296	-	-	-	-	-	-
CJ MANAGEMENT COMPAN	-	-	-	-	-	-
01.20.21 INV DATE	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2021 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - Ansafo	-	-	-		-	
20955	-	-	-		-	
21041	-	-	-		-	
21065	-	-	-		-	
21165	-	-	-		-	
21194	-	-	-		-	
21329	-	-	-		-	
21479	-	-	-		-	
21491	-	-	-		-	
21614	-	-	-		-	
21822	-	-	-		-	
21716	-	-	-		-	
21734	-	-	-		-	
21846	-	-	-		-	
22185	-	-	-		-	
21900	-	-	-		-	
22364	-	-	-		-	
RIVER ENERGY CONSULT - KSV	-		-	-	-	
21380	-		-	-	-	
RIVER ENERGY CONSULT - CLEARResult	-		-	-	-	
21028	-		-	-	-	
21152	-		-	-	-	
21309	-		-	-	-	
21456	-		-	-	-	
21596	-		-	-	-	
21701	-		-	-	-	
21827	-		-	-	-	
21905	-		-	-	-	
22190	-		-	-	-	
22275	-		-	-	-	
22347	-		-	-	-	
RIVER ENERGY CONSULT - Ansafo	-	-	-		-	
21350	-	-	-		-	
21632	-	-	-		-	
21931	-	-	-		-	
22014	-	-	-		-	
22063	-	-	-		-	
22238	-	-	-		-	
COMMONWEALTH OF MASS		-	-	-	-	
2021ENERCAASMT000007		-	-	-	-	
RIVER ENERGY CONSULT - Aspect	-	-	-		-	
21018	-	-	-		-	
21146	-	-	-		-	
21315	-	-	-		-	
21468	-	-	-		-	
21590	-	-	-		-	
21688	-	-	-		-	
21747	-	-	-		-	
21815	-	-	-		-	
21887	-	-	-		-	
21939	-	-	-		-	
22007	-	-	-		-	
22169	-	-	-		-	
22323	-	-	-		-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2b - Residential Conservation Services (RCS)

Cape Light Compact

2021 A2b - Residential Conservation Services (RCS)						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
219797	-	-	-	-	-	-
219833	-	-	-	-	-	-
220153	-	-	-	-	-	-
220159	-	-	-	-	-	-
220357	-	-	-	-	-	-
220368	-	-	-	-	-	-
220394	-	-	-	-	-	-
220767	-	-	-	-	-	-
220776	-	-	-	-	-	-
219874	-	-	-	-	-	-
221180	-	-	-	-	-	-
221192	-	-	-	-	-	-
221212	-	-	-	-	-	-
221694	-	-	-	-	-	-
221760	-	-	-	-	-	-
221766	-	-	-	-	-	-
222025	-	-	-	-	-	-
222070	-	-	-	-	-	-
222084	-	-	-	-	-	-
222562	-	-	-	-	-	-
222601	-	-	-	-	-	-
223059	-	-	-	-	-	-
223121	-	-	-	-	-	-
223244	-	-	-	-	-	-
224069	-	-	-	-	-	-
223536	-	-	-	-	-	-
223546	-	-	-	-	-	-
224000	-	-	-	-	-	-
224327	-	-	-	-	-	-
224440	-	-	-	-	-	-
224464	-	-	-	-	-	-
224661	-	-	-	-	-	-
225035	-	-	-	-	-	-
225063	-	-	-	-	-	-
225089	-	-	-	-	-	-
225838	-	-	-	-	-	-
225845	-	-	-	-	-	-
226009	-	-	-	-	-	-
226545	-	-	-	-	-	-
226561	-	-	-	-	-	-
226597	-	-	-	-	-	-
227253	-	-	-	-	-	-
227263	-	-	-	-	-	-
227303	-	-	-	-	-	-
228878	-	-	-	-	-	-
227947	-	-	-	-	-	-
228001	-	-	-	-	-	-
228906	-	-	-	-	-	-
229008	-	-	-	-	-	-
229437	-	-	-	-	-	-
229472	-	-	-	-	-	-
229604	-	-	-	-	-	-
230593	-	-	-	-	-	-
230597	-	-	-	-	-	-
230705	-	-	-	-	-	-
231044	-	-	-	-	-	-
231167	-	-	-	-	-	-
232044	-	-	-	-	-	-
235002	-	-	-	-	-	-
235053	-	-	-	-	-	-
235134	-	-	-	-	-	-
227981	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
21-806A-06	-	-	-	-	-	-
21-806A-07	-	-	-	-	-	-
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
21206	-	-	-	-	-	-
RIVER ENERGY CONSULT - Verizon	-	-	-	-	-	-
22342	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2021 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - KSV	-	-	-	-	-	-
21380	-	-	-	-	-	-
SANDAB COMMUNICATION	-	-	-	-	-	-
MCC-1210746471	-	-	-	-	-	-
MCC-1210846780	-	-	-	-	-	-
06.21 STATEMENT	-	-	-	-	-	-
MC-1210646034	-	-	-	-	-	-
MC-1210746342	-	-	-	-	-	-
MC-1210846779	-	-	-	-	-	-
THE CADMUS GROUP INC	-	-	-	-	-	-
INV-289158	-	-	-	-	-	-
INV-290333	-	-	-	-	-	-
LOCAL MEDIA GROUP IN	-	-	-	-	-	-
07.21 STMT	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
0000257046	-	-	-	-	-	-
0000257045	-	-	-	-	-	-
253301	-	-	-	-	-	-
253302	-	-	-	-	-	-
255225	-	-	-	-	-	-
257046	-	-	-	-	-	-
257045	-	-	-	-	-	-
249454	-	-	-	-	-	-
249455	-	-	-	-	-	-
255226	-	-	-	-	-	-
DANIEL SCHELL	-	-	-	-	-	-
06.10.21 REIMBURSE	-	-	-	-	-	-
01/22-02/22REIMB	-	-	-	-	-	-
2021.07 REIMB.	-	-	-	-	-	-
01.02.21 - 02.28.21	-	-	-	-	-	-
5.11.21 - 5.31.21	-	-	-	-	-	-
01.11.21 - 04.30.21	-	-	-	-	-	-
07.31.21-08.09.21	-	-	-	-	-	-
08.31.21 REIMBURSE	-	-	-	-	-	-
MV TIMES CORPORATION	-	-	-	-	-	-
10.21 STATEMENT	-	-	-	-	-	-
07.21 STMT.	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
04.21 STATEMENT	-	-	-	-	-	-
08.21 STATEMENT	-	-	-	-	-	-
07.21 STATEMENT	-	-	-	-	-	-
HYORA PUBLICATIONS	-	-	-	-	-	-
07.21 STMT.	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
24507	-	-	-	-	-	-
24889	-	-	-	-	-	-
25319	-	-	-	-	-	-
25012	-	-	-	-	-	-
FALMOUTH PUBLISHING	-	-	-	-	-	-
07.21 STMT	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
81114	-	-	-	-	-	-
82759	-	-	-	-	-	-
79491	-	-	-	-	-	-
81915	-	-	-	-	-	-
VINEYARD GAZETTE LLC	-	-	-	-	-	-
07.21 STMT.	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
04.21 STATEMENT	-	-	-	-	-	-
08.21 STATEMENT	-	-	-	-	-	-
07.21 STATEMENT	-	-	-	-	-	-
CODCOMM INC	-	-	-	-	-	-
12518-6	-	-	-	-	-	-
12516-6	-	-	-	-	-	-
12517-6	-	-	-	-	-	-
12515-6	-	-	-	-	-	-
KAREN FAHEY ROSS	-	-	-	-	-	-
1068	-	-	-	-	-	-
1052	-	-	-	-	-	-
1082	-	-	-	-	-	-
GATEHOUSE MEDIA MASS	-	-	-	-	-	-
08.21 STMT	-	-	-	-	-	-
06.21-07.21 ST	-	-	-	-	-	-
04.21 STATEMENT	-	-	-	-	-	-
06.21 STATEMENT	-	-	-	-	-	-
6.21-7.21 STATEMENT	-	-	-	-	-	-
08.21 STATEMENT	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2021 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CLEARRESULT CONSULTING	-	-	-	-	-	-
52116	-	-	-	-	-	-
54371	-	-	-	-	-	-
55828	-	-	-	-	-	-
56865	-	-	-	-	-	-
58294	-	-	-	-	-	-
59398	-	-	-	-	-	-
60711	-	-	-	-	-	-
61641	-	-	-	-	-	-
63899	-	-	-	-	-	-
64962	-	-	-	-	-	-
63147	-	-	-	-	-	-
53136	-	-	-	-	-	-
65679	-	-	-	-	-	-
APPLIANCE RECYCLING	-	-	-	-	-	-
55683	-	-	-	-	-	-
55953	-	-	-	-	-	-
56215	-	-	-	-	-	-
56466	-	-	-	-	-	-
56711	-	-	-	-	-	-
56989	-	-	-	-	-	-
57246	-	-	-	-	-	-
57530	-	-	-	-	-	-
57820	-	-	-	-	-	-
58126	-	-	-	-	-	-
58422	-	-	-	-	-	-
58574	-	-	-	-	-	-
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	-
21018	-	-	-	-	-	-
21146	-	-	-	-	-	-
21315	-	-	-	-	-	-
21468	-	-	-	-	-	-
21590	-	-	-	-	-	-
21688	-	-	-	-	-	-
21747	-	-	-	-	-	-
21815	-	-	-	-	-	-
21887	-	-	-	-	-	-
21939	-	-	-	-	-	-
22007	-	-	-	-	-	-
22169	-	-	-	-	-	-
22323	-	-	-	-	-	-
COHEN VENTURES INC	-	-	-	-	-	-
19-1753-22-CL-RE	-	-	-	-	-	-
19-1753-23-CL-RE	-	-	-	-	-	-
19-1753-24-CL-RE	-	-	-	-	-	-
19-1753-25-CL-RE	-	-	-	-	-	-
9-1753-26-CL-RE	-	-	-	-	-	-
19-1753-27-CL-RE	-	-	-	-	-	-
19-1753-28-CL-RE	-	-	-	-	-	-
19-1753-29-CL-RE	-	-	-	-	-	-
19-1753-30-CL-RE	-	-	-	-	-	-
19-1753-31-CL-RE	-	-	-	-	-	-
19-1753-32-CL-RE	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC A11-21	-	-	-	-	-	-
HC CLC E 07-21	-	-	-	-	-	-
HC CLC E 08-21	-	-	-	-	-	-
HC CLC E 09-21	-	-	-	-	-	-
HC CLC E 10-21	-	-	-	-	-	-
CLC HC 01-21	-	-	-	-	-	-
CLC HC 02-21	-	-	-	-	-	-
HC CLC E 03-21	-	-	-	-	-	-
CLC-HC-03-21	-	-	-	-	-	-
CLC HC 04-21	-	-	-	-	-	-
CLC HC 05	-	-	-	-	-	-
CLC HC 06-21	-	-	-	-	-	-
CLC HC 07-21	-	-	-	-	-	-
CLC HC 08-21	-	-	-	-	-	-
CLC HC 09-21	-	-	-	-	-	-
CLC HC 10-21	-	-	-	-	-	-
CLC V3P 10-21	-	-	-	-	-	-
HC CLC E 11-21	-	-	-	-	-	-
CLC HC 11-21	-	-	-	-	-	-
V3P CLC 11-21	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2021 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
ENERGY FEDERATION IN	-	-	-	-	-	-
2554604-IN	-	-	-	-	-	-
2562052-IN	-	-	-	-	-	-
2578615-IN	-	-	-	-	-	-
2585125-IN	-	-	-	-	-	-
2585776-IN	-	-	-	-	-	-
2590510-IN	-	-	-	-	-	-
2601157-IN	-	-	-	-	-	-
2616780-IN	-	-	-	-	-	-
2619335-IN	-	-	-	-	-	-
2622156-IN	-	-	-	-	-	-
2631153-IN	-	-	-	-	-	-
2639981-IN	-	-	-	-	-	-
2643866-IN	-	-	-	-	-	-
2643877-IN	-	-	-	-	-	-
2647663-IN	-	-	-	-	-	-
2650951-IN	-	-	-	-	-	-
2655217-IN	-	-	-	-	-	-
2655719-IN	-	-	-	-	-	-
2659699-IN	-	-	-	-	-	-
2662778-IN	-	-	-	-	-	-
2665686-IN	-	-	-	-	-	-
2674306-IN	-	-	-	-	-	-
2694003-IN	-	-	-	-	-	-
2699209-IN	-	-	-	-	-	-
2712328-IN	-	-	-	-	-	-
2712509-IN	-	-	-	-	-	-
2712779-IN	-	-	-	-	-	-
2722720-IN	-	-	-	-	-	-
2750872-IN	-	-	-	-	-	-
2756003-IN	-	-	-	-	-	-
2760635-IN	-	-	-	-	-	-
2759586-IN	-	-	-	-	-	-
2763815-IN	-	-	-	-	-	-
2759589-IN	-	-	-	-	-	-
2771462-IN	-	-	-	-	-	-
2771766-IN	-	-	-	-	-	-
2777979-IN	-	-	-	-	-	-
2781659-IN	-	-	-	-	-	-
2783446-IN	-	-	-	-	-	-
2787453-IN	-	-	-	-	-	-
2792243-IN	-	-	-	-	-	-
2796440-IN	-	-	-	-	-	-
2804783-IN	-	-	-	-	-	-
2817568-IN	-	-	-	-	-	-
2818488-IN	-	-	-	-	-	-
2818873-IN	-	-	-	-	-	-
2825790-IN	-	-	-	-	-	-
2830439-IN	-	-	-	-	-	-
2830446-IN	-	-	-	-	-	-
2838223-IN	-	-	-	-	-	-
2838715-IN	-	-	-	-	-	-
2838948-IN	-	-	-	-	-	-
2846736-IN	-	-	-	-	-	-
2850478-IN	-	-	-	-	-	-
2852293-IN	-	-	-	-	-	-
2853517-IN	-	-	-	-	-	-
2854138-IN	-	-	-	-	-	-
2856168-IN	-	-	-	-	-	-
2856646-IN	-	-	-	-	-	-
2862197-IN	-	-	-	-	-	-
2863165-IN	-	-	-	-	-	-
2863778-IN	-	-	-	-	-	-
2865821-IN	-	-	-	-	-	-
2867028-IN	-	-	-	-	-	-
2869490-IN	-	-	-	-	-	-
2872036-IN	-	-	-	-	-	-
2846723-IN	-	-	-	-	-	-
2878714-IN	-	-	-	-	-	-
2878970-IN	-	-	-	-	-	-
2879218-IN	-	-	-	-	-	-
2881377-IN	-	-	-	-	-	-
2881943-IN	-	-	-	-	-	-
2887208-IN	-	-	-	-	-	-
2891557-IN	-	-	-	-	-	-
2898601-IN	-	-	-	-	-	-
2902777-IN	-	-	-	-	-	-
2923058-IN	-	-	-	-	-	-
2881381-IN	-	-	-	-	-	-
2928345-IN	-	-	-	-	-	-
2930771-IN	-	-	-	-	-	-
2936361-IN	-	-	-	-	-	-
2942033-IN	-	-	-	-	-	-
2942038-IN	-	-	-	-	-	-
2960897-IN	-	-	-	-	-	-
2963062-IN	-	-	-	-	-	-
2621572-IN	-	-	-	-	-	-
2652297-IN	-	-	-	-	-	-
2699199-IN	-	-	-	-	-	-
2758568-IN	-	-	-	-	-	-
2779904-IN	-	-	-	-	-	-
2815656-IN	-	-	-	-	-	-
2836508-IN	-	-	-	-	-	-
2838416-IN	-	-	-	-	-	-
2850092-IN	-	-	-	-	-	-
2854191-IN	-	-	-	-	-	-
2866152-IN	-	-	-	-	-	-
2873167-IN	-	-	-	-	-	-
2915695-IN	-	-	-	-	-	-
2916412-IN	-	-	-	-	-	-
2936776-IN	-	-	-	-	-	-
2759201-IN	-	-	-	-	-	-
2552957-IN	-	-	-	-	-	-
2558636-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2021 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
2582084-IN	-	-	-	-	-	-
2585777-IN	-	-	-	-	-	-
2586602-IN	-	-	-	-	-	-
2616449-IN	-	-	-	-	-	-
2636551-IN	-	-	-	-	-	-
2643878-IN	-	-	-	-	-	-
2653845-IN	-	-	-	-	-	-
2672488-IN	-	-	-	-	-	-
2676693-IN	-	-	-	-	-	-
2697577-IN	-	-	-	-	-	-
2674850-IN	-	-	-	-	-	-
2711414-IN	-	-	-	-	-	-
2723223-IN	-	-	-	-	-	-
2659134-IN	-	-	-	-	-	-
2620254-IN	-	-	-	-	-	-
2640871-IN	-	-	-	-	-	-
2771767-IN	-	-	-	-	-	-
2758055-IN	-	-	-	-	-	-
2818209-IN	-	-	-	-	-	-
2739300-IN	-	-	-	-	-	-
2821727-IN	-	-	-	-	-	-
2825792-IN	-	-	-	-	-	-
2836489-IN	-	-	-	-	-	-
2842836-IN	-	-	-	-	-	-
2842630-IN	-	-	-	-	-	-
2846737-IN	-	-	-	-	-	-
2847171-IN	-	-	-	-	-	-
2856647-IN	-	-	-	-	-	-
2852296-IN	-	-	-	-	-	-
2858523-IN	-	-	-	-	-	-
2860206-IN	-	-	-	-	-	-
7212021-IN	-	-	-	-	-	-
2864021-IN	-	-	-	-	-	-
2869491-IN	-	-	-	-	-	-
2869285-IN	-	-	-	-	-	-
2878200-IN	-	-	-	-	-	-
2887209-IN	-	-	-	-	-	-
2916017-IN	-	-	-	-	-	-
2942039-IN	-	-	-	-	-	-
2959761-IN	-	-	-	-	-	-
2576784-IN	-	-	-	-	-	-
2615118-IN	-	-	-	-	-	-
2640436-IN	-	-	-	-	-	-
2642027-IN	-	-	-	-	-	-
2668415-IN	-	-	-	-	-	-
2715969-IN	-	-	-	-	-	-
2758569-IN	-	-	-	-	-	-
2762190-IN	-	-	-	-	-	-
2779905-IN	-	-	-	-	-	-
2797688-IN	-	-	-	-	-	-
2815657-IN	-	-	-	-	-	-
2833018-IN	-	-	-	-	-	-
2836509-IN	-	-	-	-	-	-
2837833-IN	-	-	-	-	-	-
2850093-IN	-	-	-	-	-	-
2860192-IN	-	-	-	-	-	-
2863166-IN	-	-	-	-	-	-
2866320-IN	-	-	-	-	-	-
2873168-IN	-	-	-	-	-	-
2880033-IN	-	-	-	-	-	-
2915696-IN	-	-	-	-	-	-
2942933-IN	-	-	-	-	-	-
2963063-IN	-	-	-	-	-	-
2731304-IN	-	-	-	-	-	-
2770057-IN	-	-	-	-	-	-
2794606-IN	-	-	-	-	-	-
2830980-IN	-	-	-	-	-	-
2860303-IN	-	-	-	-	-	-
2875028-IN	-	-	-	-	-	-
2896323-IN	-	-	-	-	-	-
2562051-IN	-	-	-	-	-	-
2575108-IN	-	-	-	-	-	-
2590509-IN	-	-	-	-	-	-
2617787-IN	-	-	-	-	-	-
2622155-IN	-	-	-	-	-	-
2643865-IN	-	-	-	-	-	-
2655219-IN	-	-	-	-	-	-
2662674-IN	-	-	-	-	-	-
2662771-IN	-	-	-	-	-	-
2694002-IN	-	-	-	-	-	-
2683317-IN	-	-	-	-	-	-
2712508-IN	-	-	-	-	-	-
2712778-IN	-	-	-	-	-	-
2760634-IN	-	-	-	-	-	-
2759588-IN	-	-	-	-	-	-
2771199-IN	-	-	-	-	-	-
2771461-IN	-	-	-	-	-	-
2777233-IN	-	-	-	-	-	-
2781661-IN	-	-	-	-	-	-
2792242-IN	-	-	-	-	-	-
2794624-IN	-	-	-	-	-	-
2796439-IN	-	-	-	-	-	-
2817569-IN	-	-	-	-	-	-
2817572-IN	-	-	-	-	-	-
2818487-IN	-	-	-	-	-	-
2822066-IN	-	-	-	-	-	-
2830445-IN	-	-	-	-	-	-
2838717-IN	-	-	-	-	-	-
2846938-IN	-	-	-	-	-	-
2852295-IN	-	-	-	-	-	-
2854137-IN	-	-	-	-	-	-
2865820-IN	-	-	-	-	-	-
2878713-IN	-	-	-	-	-	-
2881379-IN	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2c - Residential Retail

Cape Light Compact

2021 A2c - Residential Retail						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
2891556-IN	-	-	-	-	-	-
2902776-IN	-	-	-	-	-	-
2941653-IN	-	-	-	-	-	-
2655736-IN	-	-	-	-	-	-
2711787-IN	-	-	-	-	-	-
762198-IN	-	-	-	-	-	-
2781168-IN	-	-	-	-	-	-
2818201-IN	-	-	-	-	-	-
NSTAR ELECTRIC COMPA	-	-	-	-	-	-
05.19.21 INV DATE	-	-	-	-	-	-
RIVER ENERGY CONSULT - Uplight	-	-	-	-	-	-
21206	-	-	-	-	-	-
TRC ENVIRONMENTAL CO	-	-	-	-	-	-
1273	-	-	-	-	-	-
1353	-	-	-	-	-	-
1440	-	-	-	-	-	-
1507	-	-	-	-	-	-
1628	-	-	-	-	-	-
1703	-	-	-	-	-	-
1894	-	-	-	-	-	-
1775	-	-	-	-	-	-
2016	-	-	-	-	-	-
2104	-	-	-	-	-	-
2216	-	-	-	-	-	-
2302	-	-	-	-	-	-
VERMONT ENERGY INVES	-	-	-	-	-	-
9302912P	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2d - Residential Behavior

Cape Light Compact

2021 A2d - Residential Behavior						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
CLEARRESULT CONSULTIN	-		-	-	-	
53136	-		-	-	-	
ORACLE AMERICAN, INC	-	-			-	
8554909	-	-	-			
8594679	-	-			-	
100024715	-				-	
100132773	-	-	-		-	
100169363	-	-	-		-	
INV 25185318-24	-	-	-		-	
100038382	-	-	-		-	
Grand Total					-	

Vendor Invoice Summary Table

A2 - Residential Existing Buildings

A2e - Residential Active Demand Reduction

Cape Light Compact

2021 A2e - Residential Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs			-		-	
THE CADMUS GROUP INC	-		-	-	-	
INV-289158	-		-	-	-	
INV-288632	-		-	-	-	
INV-289159	-		-	-	-	
ENERGYHUB INC	-	-			-	
202113	-	-			-	
202161	-	-			-	
202303	-	-			-	
202401	-	-			-	
201920	-	-			-	
201954	-	-			-	
202055	-	-			-	
202075	-	-			-	
202229	-	-			-	
202263	-	-			-	
202371	-	-			-	
202449	-	-			-	
202402	-	-			-	
201921	-	-	-		-	
Grand Total					-	

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2021 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEARResult	-	-	-	-	-	-
21373	-	-	-	-	-	-
21707	-	-	-	-	-	-
22157	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-068-05CL	-	-	-	-	-	-
20-068-04CL	-	-	-	-	-	-
20-068-06CL	-	-	-	-	-	-
20-068-09CL	-	-	-	-	-	-
20-068-07CL	-	-	-	-	-	-
21-104-01CL	-	-	-	-	-	-
21-104-03CL	-	-	-	-	-	-
21-104-02CL	-	-	-	-	-	-
CLEARResult CONSULTIN	-	-	-	-	-	-
59453	-	-	-	-	-	-
60757	-	-	-	-	-	-
61772	-	-	-	-	-	-
63141	-	-	-	-	-	-
64445	-	-	-	-	-	-
65005	-	-	-	-	-	-
64445(2)	-	-	-	-	-	-
CONSORTIUM FOR ENERGY	-	-	-	-	-	-
M2021-13	-	-	-	-	-	-
ICF RESOURCES LLC	-	-	-	-	-	-
CLC PHT 04-21	-	-	-	-	-	-
CLC PHT 05-21	-	-	-	-	-	-
CLC PHT 07-21	-	-	-	-	-	-
CLC PHT 06-21	-	-	-	-	-	-
CLC PHT 08-21	-	-	-	-	-	-
CLC PHT 09-21	-	-	-	-	-	-
CLC PHT 10-21	-	-	-	-	-	-
CLC PHT 11-21	-	-	-	-	-	-
CLC PHT 12-21	-	-	-	-	-	-
RIVER ENERGY CONSULT - Civix	-	-	-	-	-	-
21034	-	-	-	-	-	-
21108	-	-	-	-	-	-
21362	-	-	-	-	-	-
21219	-	-	-	-	-	-
21503	-	-	-	-	-	-
21740	-	-	-	-	-	-
21638	-	-	-	-	-	-
21854	-	-	-	-	-	-
21967	-	-	-	-	-	-
22094	-	-	-	-	-	-
22283	-	-	-	-	-	-
22524	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20987	-	-	-	-	-	-
21368	-	-	-	-	-	-
21860	-	-	-	-	-	-
22102	-	-	-	-	-	-
22244	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2021 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
KELLIHER/SAMETS LTD	-	-	-	-	-	-
025249-0003	-	-	-	-	-	-
25235-0003	-	-	-	-	-	-
025319-0003	-	-	-	-	-	-
25323-0003	-	-	-	-	-	-
025378-0003	-	-	-	-	-	-
25377-0003	-	-	-	-	-	-
25453-0003	-	-	-	-	-	-
025455-0003	-	-	-	-	-	-
025548-0003	-	-	-	-	-	-
25545-0003	-	-	-	-	-	-
025622-0003	-	-	-	-	-	-
25619-0003	-	-	-	-	-	-
025623-0003	-	-	-	-	-	-
25700-0003	-	-	-	-	-	-
025701-0003	-	-	-	-	-	-
025702-0003	-	-	-	-	-	-
025765-0003	-	-	-	-	-	-
025766-0003	-	-	-	-	-	-
025769-0003	-	-	-	-	-	-
25770-0003	-	-	-	-	-	-
025772-0001	-	-	-	-	-	-
025773-0001	-	-	-	-	-	-
25774-0001	-	-	-	-	-	-
025859-0003	-	-	-	-	-	-
025861-0003	-	-	-	-	-	-
025857-0003	-	-	-	-	-	-
025856-0001	-	-	-	-	-	-
25851-0003	-	-	-	-	-	-
025853-0003	-	-	-	-	-	-
025855-0003	-	-	-	-	-	-
25947-0001	-	-	-	-	-	-
025940-0003	-	-	-	-	-	-
911399	-	-	-	-	-	-
25948-0003	-	-	-	-	-	-
12.21 STATEMENT	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-
RIVER ENERGY CONSULT - Green Training USA	-	-	-	-	-	-
21140	-	-	-	-	-	-
21301	-	-	-	-	-	-
21425	-	-	-	-	-	-
21584	-	-	-	-	-	-
21658	-	-	-	-	-	-
21869	-	-	-	-	-	-
22178	-	-	-	-	-	-
22291	-	-	-	-	-	-
22444	-	-	-	-	-	-
RIVER ENERGY CONSULT - Revise Energy	-	-	-	-	-	-
21158	-	-	-	-	-	-
RIVER ENERGY CONSULT - Endless Energy	-	-	-	-	-	-
21239	-	-	-	-	-	-
21245	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
0100062009B	-	-	-	-	-	-
0100062668B	-	-	-	-	-	-
0100063463B	-	-	-	-	-	-
0100064632B	-	-	-	-	-	-
0100065556B	-	-	-	-	-	-
0100065758B	-	-	-	-	-	-
0100066455B	-	-	-	-	-	-
0100059507C	-	-	-	-	-	-
0100059514B	-	-	-	-	-	-
0100059906B	-	-	-	-	-	-
0100060891B	-	-	-	-	-	-
FB102931	-	-	-	-	-	-
0100061628A	-	-	-	-	-	-
0100061772B	-	-	-	-	-	-
0100062217B	-	-	-	-	-	-
0100063281B	-	-	-	-	-	-
0100063487B	-	-	-	-	-	-
0100064824B	-	-	-	-	-	-
0100063190A	-	-	-	-	-	-
0100065632B	-	-	-	-	-	-
0100066315B	-	-	-	-	-	-
0100067214B	-	-	-	-	-	-
0100067251B	-	-	-	-	-	-
0100067918B	-	-	-	-	-	-
0100066954B	-	-	-	-	-	-
0100066958B	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2021 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - New England Weatherization	-	-	-	-	-	-
22148	-	-	-	-	-	-
SALLY ANDREOLA	-	-	-	-	-	-
44378	-	-	-	-	-	-
11.21 INVOICE	-	-	-	-	-	-
BETTY L. HYDE-MCGUIR	-	-	-	-	-	-
44378	-	-	-	-	-	-
ONLINE ZOOM EVENT	-	-	-	-	-	-
CHRISTINE C. TWOMBLY	-	-	-	-	-	-
10.21 INVOICE	-	-	-	-	-	-
KATHLEEN M. SMITH	-	-	-	-	-	-
44470	-	-	-	-	-	-
NATIONAL ENERGY EDUC	-	-	-	-	-	-
80415	-	-	-	-	-	-
80606	-	-	-	-	-	-
80691	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
21046	-	-	-	-	-	-
21051	-	-	-	-	-	-
21175	-	-	-	-	-	-
21181	-	-	-	-	-	-
21321	-	-	-	-	-	-
21333	-	-	-	-	-	-
21515	-	-	-	-	-	-
21474	-	-	-	-	-	-
21602	-	-	-	-	-	-
21606	-	-	-	-	-	-
21721	-	-	-	-	-	-
21833	-	-	-	-	-	-
21918	-	-	-	-	-	-
22202	-	-	-	-	-	-
22371	-	-	-	-	-	-
22468	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_2101DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2102DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2103DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2104DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2105DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2106DRT	-	-	-	-	-	-
10_2108DMRM	-	-	-	-	-	-
10_2108DRT	-	-	-	-	-	-
10_2107DRT	-	-	-	-	-	-
10_2110DMRM	-	-	-	-	-	-
10_2109DRT	-	-	-	-	-	-
10_2110DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2112DRT	-	-	-	-	-	-
10_2111DRT	-	-	-	-	-	-

Vendor Invoice Summary Table

A3 - Residential Hard-to-Measure

A3 - Residential Hard-to-Measure

Cape Light Compact

2021 A3 - Residential Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
NMR GROUP INC	-	-	-	-	-	-
2383G	-	-	-	-	-	-
2383H	-	-	-	-	-	-
2352.1T	-	-	-	-	-	-
2352.2S	-	-	-	-	-	-
2352.2T	-	-	-	-	-	-
2352.2U	-	-	-	-	-	-
2383I	-	-	-	-	-	-
2383J	-	-	-	-	-	-
2383K	-	-	-	-	-	-
2352.2V	-	-	-	-	-	-
2352.2W	-	-	-	-	-	-
2383L	-	-	-	-	-	-
2352.2X	-	-	-	-	-	-
2383M	-	-	-	-	-	-
2352.2Y	-	-	-	-	-	-
2383N	-	-	-	-	-	-
2352.1Z	-	-	-	-	-	-
2352.2Z	-	-	-	-	-	-
2352.2AA	-	-	-	-	-	-
2352.1AA	-	-	-	-	-	-
2383O	-	-	-	-	-	-
2352.2AB	-	-	-	-	-	-
2383P	-	-	-	-	-	-
2352.1AD	-	-	-	-	-	-
2352.2AD	-	-	-	-	-	-
2352.2AC	-	-	-	-	-	-
2383Q	-	-	-	-	-	-
2383R	-	-	-	-	-	-
OPINION DYNAMICS COR	-	-	-	-	-	-
7989FEB21	-	-	-	-	-	-
7989APR21	-	-	-	-	-	-
7870CAPEJUL21	-	-	-	-	-	-
7989JUN21	-	-	-	-	-	-
7989JUL21	-	-	-	-	-	-
7989AUG21	-	-	-	-	-	-
7989SEP21	-	-	-	-	-	-
7989OCT21	-	-	-	-	-	-
7870CAPENOV21	-	-	-	-	-	-
MASS CLEAN ENERGY	-	-	-	-	-	-
INV. 5103	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2021 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - Ansafone	-	-	-	-	-	-
20947	-	-	-	-	-	-
21058	-	-	-	-	-	-
21187	-	-	-	-	-	-
21343	-	-	-	-	-	-
21484	-	-	-	-	-	-
21727	-	-	-	-	-	-
21839	-	-	-	-	-	-
22357	-	-	-	-	-	-
RIVER ENERGY CONSULT - KSV	-	-	-	-	-	-
21645	-	-	-	-	-	-
21231	-	-	-	-	-	-
RIVER ENERGY CONSULT - Ansafone	-	-	-	-	-	-
21625	-	-	-	-	-	-
21924	-	-	-	-	-	-
22056	-	-	-	-	-	-
22231	-	-	-	-	-	-
HERITAGE PRESS INC	-	-	-	-	-	-
105479	-	-	-	-	-	-
105991	-	-	-	-	-	-
106013	-	-	-	-	-	-
RIVER ENERGY CONSULT - Aspect	-	-	-	-	-	-
21018	-	-	-	-	-	-
21146	-	-	-	-	-	-
21315	-	-	-	-	-	-
21468	-	-	-	-	-	-
21590	-	-	-	-	-	-
21688	-	-	-	-	-	-
21747	-	-	-	-	-	-
21815	-	-	-	-	-	-
21887	-	-	-	-	-	-
21939	-	-	-	-	-	-
22007	-	-	-	-	-	-
22169	-	-	-	-	-	-
22323	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
220334	-	-	-	-	-	-
222101	-	-	-	-	-	-
223193	-	-	-	-	-	-
223070	-	-	-	-	-	-
225149	-	-	-	-	-	-
226664	-	-	-	-	-	-
226852	-	-	-	-	-	-
229549	-	-	-	-	-	-
231106	-	-	-	-	-	-
232865	-	-	-	-	-	-
221241	-	-	-	-	-	-
225151	-	-	-	-	-	-
226663	-	-	-	-	-	-
227943	-	-	-	-	-	-
229551	-	-	-	-	-	-
231091	-	-	-	-	-	-
232477	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
21-806B-03	-	-	-	-	-	-
21-806E-06	-	-	-	-	-	-
21-806C-05	-	-	-	-	-	-
21-806D-10	-	-	-	-	-	-
21-806C-11	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1a - Income Eligible Coordinated Delivery

Cape Light Compact

2021 B1a - Income Eligible Coordinated Delivery						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
HOUSING ASSISTANCE C	-	-	-	-	-	-
704 MAIN FIX #2	-	-	-	-	-	-
LIMF_FX_2021_01	-	-	-	-	-	-
12 LAKE FIX #2	-	-	-	-	-	-
APP INV SFMF 2021-02	-	-	-	-	-	-
MF BL-2021-02	-	-	-	-	-	-
MF FX-2021-02 MV	-	-	-	-	-	-
12 LAKE FIX #2 (2)	-	-	-	-	-	-
704 MAIN FIX #3	-	-	-	-	-	-
MF FX-2021-03 100 HH	-	-	-	-	-	-
MF BL-2021-03	-	-	-	-	-	-
MF BL-2021-04	-	-	-	-	-	-
MF-FX-2021-04 UPC	-	-	-	-	-	-
APP INV SFMF 2021-04	-	-	-	-	-	-
MF FX-2021-05 MV	-	-	-	-	-	-
MF BL-2021-04B	-	-	-	-	-	-
LIGHT INV 2021-05	-	-	-	-	-	-
MF BL-2021-05	-	-	-	-	-	-
MF FX-2021-05 100 HH	-	-	-	-	-	-
MF-FX-2021-05 HOB	-	-	-	-	-	-
APP INV SFMF 2021-06	-	-	-	-	-	-
MF BL-2021-06	-	-	-	-	-	-
MF BL-2021-06 EDG	-	-	-	-	-	-
MF BL-2021-06 MW	-	-	-	-	-	-
07-2021 REPAIR	-	-	-	-	-	-
APP INV SMF-2021-08	-	-	-	-	-	-
FIX-2021-08	-	-	-	-	-	-
FIX-LIMF-2021-08 LS	-	-	-	-	-	-
MF BL-2021-07 R28	-	-	-	-	-	-
MF BL-2021-07 TT	-	-	-	-	-	-
MF BL-2021-08	-	-	-	-	-	-
MF BL-2021-08 SS	-	-	-	-	-	-
MF FX-2021-08 MV	-	-	-	-	-	-
WEATHER 2021-8MF	-	-	-	-	-	-
10-21 LIMF_FX_TCB	-	-	-	-	-	-
MF BL-2021-09	-	-	-	-	-	-
FIX-LIMF-2021-09 EDG	-	-	-	-	-	-
FIX-LIMF-2021-09 PA	-	-	-	-	-	-
FIX-LIMF-WAMPANOAG	-	-	-	-	-	-
MF BL-2021-07 SS	-	-	-	-	-	-
FX-11-21-HH E LIGHTS	-	-	-	-	-	-
MF FIX_2021-RH	-	-	-	-	-	-
MF BL-2021-10 VR	-	-	-	-	-	-
APP INV LIMF 2021-11	-	-	-	-	-	-
MF BL-2021-10 LL	-	-	-	-	-	-
MF FIX_2021-RH#2	-	-	-	-	-	-
SMF BL-2021-10	-	-	-	-	-	-
MF BL-2021-11 CS	-	-	-	-	-	-
2021HAC00000088	-	-	-	-	-	-
MF-FIX-2021-12	-	-	-	-	-	-
FIX-LIMF-2021-12 PA	-	-	-	-	-	-
FIX-LIMF-2021-12 EDG	-	-	-	-	-	-
MF BL-2021-01	-	-	-	-	-	-
6.30.21_MV_MF TRAVEL	-	-	-	-	-	-
ASHP 2021-Q2-MF	-	-	-	-	-	-
ASHP 2021-Q3-MF	-	-	-	-	-	-
ASHP 2021-Q4-MF	-	-	-	-	-	-
6.30.21_MARKETING	-	-	-	-	-	-
LIGHT INV 2021-01	-	-	-	-	-	-
WEATHER 2021-01	-	-	-	-	-	-
LIGHT INV 2021-02	-	-	-	-	-	-
APP INV LISF 2021-02	-	-	-	-	-	-
WEATHER 2021-02	-	-	-	-	-	-
WZ-2021-3	-	-	-	-	-	-
LIGHT INV 2021-03	-	-	-	-	-	-
APP INV LISF 2021-04	-	-	-	-	-	-
LIGHT INV 2021-04	-	-	-	-	-	-
WEATHER 2021-04	-	-	-	-	-	-
APP INV LISF 2021-06	-	-	-	-	-	-
WEATHER 2021-05	-	-	-	-	-	-
LIGHTING INV 2021-06	-	-	-	-	-	-
WEATHER 2021-08	-	-	-	-	-	-
WEATHER 2021-06	-	-	-	-	-	-
APP INV LISF 2021-07	-	-	-	-	-	-
APP INV LISF 2021-08	-	-	-	-	-	-
LIGHT INV 2021-07	-	-	-	-	-	-
LIGHT INV 2021-08	-	-	-	-	-	-
WEATHER 2021-09	-	-	-	-	-	-
LIGHT INV 2021-09	-	-	-	-	-	-
LIGHT INV 2021-10	-	-	-	-	-	-
APP INV LISF 2021-10	-	-	-	-	-	-
HS-2021-11	-	-	-	-	-	-
WZ-2021-10	-	-	-	-	-	-
WZ-2021-11	-	-	-	-	-	-
LIGHT INV 2021-11	-	-	-	-	-	-
2021HAC00000074	-	-	-	-	-	-
APP INV LISF 2021-11	-	-	-	-	-	-
LISF 2021-BOUCHARD	-	-	-	-	-	-
ASHP 2021-Q1	-	-	-	-	-	-
6.30.21_MV SF TRAVEL	-	-	-	-	-	-
ASHP 2021-Q2-SF	-	-	-	-	-	-
ASHP 2021-Q3-SF	-	-	-	-	-	-
ASHP 2021-Q4-SF	-	-	-	-	-	-
APP INV LIMF 21-12	-	-	-	-	-	-
MF BL-2021-12 DP	-	-	-	-	-	-
MF BL-2021-12 HB	-	-	-	-	-	-
2021HAC00000083	-	-	-	-	-	-
12.31.21 MKT	-	-	-	-	-	-
WZ-2021-12	-	-	-	-	-	-
LIGHT INV 2021-	-	-	-	-	-	-
HS-2021-12	-	-	-	-	-	-
MR-2021-12	-	-	-	-	-	-
APP INV LISF 2021-	-	-	-	-	-	-
2021HAC00000082	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2021 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
RIVER ENERGY CONSULT - CLEAResult	-	-	-	-	-	-
21373	-	-	-	-	-	-
21707	-	-	-	-	-	-
22157	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-068-05CL	-	-	-	-	-	-
20-068-04CL	-	-	-	-	-	-
20-068-06CL	-	-	-	-	-	-
20-068-09CL	-	-	-	-	-	-
20-068-07CL	-	-	-	-	-	-
21-104-01CL	-	-	-	-	-	-
21-104-03CL	-	-	-	-	-	-
21-104-02CL	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2021ENEEAASMT000002	-	-	-	-	-	-
CLEAResult CONSULTIN	-	-	-	-	-	-
59453	-	-	-	-	-	-
60757	-	-	-	-	-	-
61772	-	-	-	-	-	-
63141	-	-	-	-	-	-
64445	-	-	-	-	-	-
65005	-	-	-	-	-	-
64445(2)	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2021-13	-	-	-	-	-	-
RIVER ENERGY CONSULT - Civix	-	-	-	-	-	-
21034	-	-	-	-	-	-
21108	-	-	-	-	-	-
21362	-	-	-	-	-	-
21219	-	-	-	-	-	-
21503	-	-	-	-	-	-
21740	-	-	-	-	-	-
21638	-	-	-	-	-	-
21854	-	-	-	-	-	-
21967	-	-	-	-	-	-
22094	-	-	-	-	-	-
22283	-	-	-	-	-	-
22524	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20987	-	-	-	-	-	-
21368	-	-	-	-	-	-
21860	-	-	-	-	-	-
22102	-	-	-	-	-	-
22244	-	-	-	-	-	-
KELLIHER/SAMETS LTD	-	-	-	-	-	-
025249-0003	-	-	-	-	-	-
25235-0003	-	-	-	-	-	-
025319-0003	-	-	-	-	-	-
25323-0003	-	-	-	-	-	-
025378-0003	-	-	-	-	-	-
25377-0003	-	-	-	-	-	-
25453-0003	-	-	-	-	-	-
025455-0003	-	-	-	-	-	-
025548-0003	-	-	-	-	-	-
25545-0003	-	-	-	-	-	-
025622-0003	-	-	-	-	-	-
25619-0003	-	-	-	-	-	-
025623-0003	-	-	-	-	-	-
25700-0003	-	-	-	-	-	-
025701-0003	-	-	-	-	-	-
025702-0003	-	-	-	-	-	-
025765-0003	-	-	-	-	-	-
025766-0003	-	-	-	-	-	-
025769-0003	-	-	-	-	-	-
25770-0003	-	-	-	-	-	-
025772-0001	-	-	-	-	-	-
025773-0001	-	-	-	-	-	-
25774-0001	-	-	-	-	-	-
025859-0003	-	-	-	-	-	-
025861-0003	-	-	-	-	-	-
025857-0003	-	-	-	-	-	-
025856-0001	-	-	-	-	-	-
25851-0003	-	-	-	-	-	-
025853-0003	-	-	-	-	-	-
025855-0003	-	-	-	-	-	-
25947-0001	-	-	-	-	-	-
025940-0003	-	-	-	-	-	-
911399	-	-	-	-	-	-
25948-0003	-	-	-	-	-	-
12.21 STATEMENT	-	-	-	-	-	-
024435-0003	-	-	-	-	-	-
24358-0003	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2021 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
RIVER ENERGY CONSULT - Green Training USA	-	-	-	-	-	-
21140	-	-	-	-	-	-
21301	-	-	-	-	-	-
21425	-	-	-	-	-	-
21584	-	-	-	-	-	-
21658	-	-	-	-	-	-
22178	-	-	-	-	-	-
22444	-	-	-	-	-	-
RIVER ENERGY CONSULT - Revise Energy	-	-	-	-	-	-
21158	-	-	-	-	-	-
RIVER ENERGY CONSULT - Endless Energy	-	-	-	-	-	-
21239	-	-	-	-	-	-
21245	-	-	-	-	-	-
GUIDEHOUSE INC.	-	-	-	-	-	-
01000620098	-	-	-	-	-	-
01000626688.	-	-	-	-	-	-
01000634638.	-	-	-	-	-	-
01000646328	-	-	-	-	-	-
01000655568	-	-	-	-	-	-
01000657588	-	-	-	-	-	-
01000664558	-	-	-	-	-	-
0100059507C	-	-	-	-	-	-
01000595148	-	-	-	-	-	-
01000599068	-	-	-	-	-	-
01000608918	-	-	-	-	-	-
FB102931	-	-	-	-	-	-
0100061628A	-	-	-	-	-	-
01000617728	-	-	-	-	-	-
01000622178	-	-	-	-	-	-
01000632818	-	-	-	-	-	-
01000634878	-	-	-	-	-	-
01000648248	-	-	-	-	-	-
0100063190A	-	-	-	-	-	-
01000656328	-	-	-	-	-	-
01000663158	-	-	-	-	-	-
01000672148	-	-	-	-	-	-
01000672518	-	-	-	-	-	-
01000669548	-	-	-	-	-	-
01000669588	-	-	-	-	-	-
RIVER ENERGY CONSULT - New England Weatherization	-	-	-	-	-	-
22148	-	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-	-
21046	-	-	-	-	-	-
21051	-	-	-	-	-	-
21175	-	-	-	-	-	-
21181	-	-	-	-	-	-
21321	-	-	-	-	-	-
21333	-	-	-	-	-	-
21515	-	-	-	-	-	-
21474	-	-	-	-	-	-
21602	-	-	-	-	-	-
21606	-	-	-	-	-	-
21721	-	-	-	-	-	-
21833	-	-	-	-	-	-
21918	-	-	-	-	-	-
22202	-	-	-	-	-	-
22371	-	-	-	-	-	-
22468	-	-	-	-	-	-
DNV GL ENERGY INSIGH	-	-	-	-	-	-
10_2101DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2102DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2103DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2104DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2105DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2106DRT	-	-	-	-	-	-
10_2108MRM	-	-	-	-	-	-
10_2108DRT	-	-	-	-	-	-
10_2107DRT	-	-	-	-	-	-
10_2110MRM	-	-	-	-	-	-
10_2109DRT	-	-	-	-	-	-
10_2110DRT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2112DRT	-	-	-	-	-	-
10_2111DRT	-	-	-	-	-	-

Vendor Invoice Summary Table

B1 - Income Eligible Existing Buildings

B1 - Income Eligible Existing Buildings

Cape Light Compact

2021 B1 - Income Eligible Existing Buildings						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
NMR GROUP INC	-	-	-	-	-	-
2383G	-	-	-	-	-	-
2383H	-	-	-	-	-	-
2352.1T	-	-	-	-	-	-
2352.2S	-	-	-	-	-	-
2352.2T	-	-	-	-	-	-
2352.2U	-	-	-	-	-	-
2383I	-	-	-	-	-	-
2383J	-	-	-	-	-	-
2383K	-	-	-	-	-	-
2352.2V	-	-	-	-	-	-
2352.2W	-	-	-	-	-	-
2383L	-	-	-	-	-	-
2352.2X	-	-	-	-	-	-
2383M	-	-	-	-	-	-
2352.2Y	-	-	-	-	-	-
2383N	-	-	-	-	-	-
2352.1Z	-	-	-	-	-	-
2352.2Z	-	-	-	-	-	-
2352.2AA	-	-	-	-	-	-
2352.1AA	-	-	-	-	-	-
2383O	-	-	-	-	-	-
2352.2AB	-	-	-	-	-	-
2383P	-	-	-	-	-	-
2352.1AD	-	-	-	-	-	-
2352.2AD	-	-	-	-	-	-
2352.2AC	-	-	-	-	-	-
2383Q	-	-	-	-	-	-
2383R	-	-	-	-	-	-
OPINION DYNAMICS COR	-	-	-	-	-	-
7989FEB21	-	-	-	-	-	-
7989APR21	-	-	-	-	-	-
7870CAPEJUL21	-	-	-	-	-	-
7989JUN21	-	-	-	-	-	-
7989JUL21	-	-	-	-	-	-
7989AUG21	-	-	-	-	-	-
7989SEP21	-	-	-	-	-	-
7989OCT21	-	-	-	-	-	-
7870CAPENOV21	-	-	-	-	-	-
MASS CLEAN ENERGY	-	-	-	-	-	-
INV. 5103	-	-	-	-	-	-
ACTION INCORPORATED	-	-	-	-	-	-
2021 LEAN 1ST QTR	-	-	-	-	-	-
2021 2ND QTR	-	-	-	-	-	-
12.30.21 INV DATE	-	-	-	-	-	-
10.20.21 INV DATE	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C1 - C&I New Buildings

C1a - C&I New Buildings & Major Renovations

Cape Light Compact

2021 C1a - C&I New Buildings & Major Renovations						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-					
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-	-	-	
21114	-		-	-	-	
PERFORMANCE SYSTEMS	-	-	-		-	
24578	-	-	-		-	
24061	-	-	-		-	
24219	-	-	-		-	
24372	-	-	-		-	
24636	-	-	-		-	
24804	-	-	-		-	
24954	-	-	-		-	
25109	-	-	-		-	
25342	-	-	-		-	
25498	-	-	-		-	
25639	-	-	-		-	
25679	-	-	-		-	
GALLIGAN ENERGY CONS	-	-	-		-	
2021-407	-	-	-		-	
2021-410	-	-	-		-	
2021-413	-	-	-		-	
2021-415	-	-	-		-	
2021-418	-	-	-		-	
2021-420	-	-	-		-	
2021-426	-	-	-		-	
2021-429	-	-	-		-	
2021-408	-	-	-		-	
2021-411	-	-	-		-	
2021-414	-	-	-		-	
2021-416	-	-	-		-	
2021-417	-	-	-		-	
2021-421	-	-	-		-	
2021-424	-	-	-		-	
2021-425	-	-	-		-	
2021-427	-	-	-		-	
2021-430	-	-	-		-	
RIVER ENERGY CONSULT - EMI Consulting		-	-	-	-	
21212		-	-	-	-	
CUSTOMERTIMES CORP.		-	-	-	-	
CT-05097		-	-	-	-	
CT-05378		-	-	-	-	
CT-05756		-	-	-	-	
CT-06031		-	-	-	-	
RIVER ENERGY CONSULT - TRC		-	-	-	-	
21356		-	-	-	-	
21509		-	-	-	-	
CRMORBIT INC		-	-	-	-	
3390		-	-	-	-	
CAPE COD INSULATION	-	-		-	-	
1379941	-	-		-	-	
SECOND LAW ENGINEERS	-	-	-		-	
202101CS	-	-	-		-	
202102CS	-	-	-		-	
202103CS	-	-	-		-	
202104CS	-	-	-		-	
202107CS	-	-	-		-	
202108CS	-	-	-		-	
202109CS	-	-	-		-	
202110CS	-	-	-		-	
202111CS	-	-	-		-	
202112CS	-	-	-		-	
202105CS	-	-	-		-	
202106CS	-	-	-		-	
SOUTH MOUNTAIN CO IN	-	-		-	-	
1399504	-	-		-	-	
THE DESIGN INITIATIV	-	-	-		-	
3529	-	-	-		-	
3534	-	-	-		-	
RIVER ENERGY CONSULT - Rich May		-	-	-	-	
21102		-	-	-	-	
Grand Total					-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2021 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-		-	
All IT Allocated Costs		-	-		-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-				-	
21114	-		-		-	
SANDAB COMMUNICATION	-		-		-	
MCC-1210244949	-		-		-	
MCC-1210246013	-		-		-	
MCC-1210345185	-		-		-	
MCC-1210345116	-		-		-	
MCC-1210746471	-		-		-	
MCC-1210846780	-		-		-	
MCC-1210947027	-		-		-	
MCC-1211047307	-		-		-	
MCC-1211047287	-		-		-	
MCC-1211147509	-		-		-	
MCC-1211247931	-		-		-	
THE CADMUS GROUP INC	-		-		-	
INV-287650	-		-		-	
INV-289158	-		-		-	
INV-291276	-		-		-	
INV-291780	-		-		-	
INV-292303	-		-		-	
INV-288632	-		-		-	
INV-289159	-		-		-	
INV-288052	-		-		-	
INV-290334	-		-		-	
INV-290757	-		-		-	
INV-291277	-		-		-	
INV-291781	-		-		-	
INV-292304	-		-		-	
INV-293009	-		-		-	
LOCAL MEDIA GROUP IN	-		-		-	
247590	-		-		-	
260960	-		-		-	
260959	-		-		-	
245893	-		-		-	
245892	-		-		-	
247591	-		-		-	
DANIEL SCHELL	-		-		-	
03.21 REIMBURSE	-		-		-	
MV TIMES CORPORATION	-		-		-	
12.21 STATEMENT	-		-		-	
03.21 STATEMENT	-		-		-	
HYORA PUBLICATIONS	-		-		-	
24231	-		-		-	
24344	-		-		-	
25537	-		-		-	
25690	-		-		-	
25892	-		-		-	
FRIENDS OF MVYRADIO	-		-		-	
1376-00008-0002	-		-		-	
1376-00008-0003	-		-		-	
1376-00008-0004	-		-		-	
1376-00008-0005	-		-		-	
FALMOUTH PUBLISHING	-		-		-	
78465	-		-		-	
77796	-		-		-	
85050	-		-		-	
12.21 STMT	-		-		-	
PROVINCETOWN INDEPEN	-		-		-	
2157	-		-		-	
VINEYARD GAZETTE LLC	-		-		-	
44256	-		-		-	
10.21 STATEMENT	-		-		-	
300773104	-		-		-	
CODCOMM INC	-		-		-	
12518-6	-		-		-	
12516-6	-		-		-	
12517-6	-		-		-	
12515-6	-		-		-	
09.21 STATEMENT	-		-		-	
08.31.21 INV DATE	-		-		-	
10.21 STATEMENT	-		-		-	
12518-5	-		-		-	
12516-5	-		-		-	
12517-5	-		-		-	
12515-5	-		-		-	
KAREN FAHEY ROSS	-		-		-	
1095	-		-		-	
1101	-		-		-	
GATEHOUSE MEDIA MASS	-		-		-	
10.21 STATEMENT	-		-		-	
11.21 STATEMENT	-		-		-	
02.21 STATEMENT	-		-		-	
12.21 STMT	-		-		-	
EASTHAM CHAMBER OF C	-		-		-	
3291	-		-		-	
3331	-		-		-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2021 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CLEARRESULT CONSULTING	-	-	-	-	-	-
52118	-	-	-	-	-	-
53135	-	-	-	-	-	-
54370	-	-	-	-	-	-
55829	-	-	-	-	-	-
56866	-	-	-	-	-	-
58292	-	-	-	-	-	-
59399	-	-	-	-	-	-
60709	-	-	-	-	-	-
61642	-	-	-	-	-	-
63900	-	-	-	-	-	-
64961	-	-	-	-	-	-
63166-REDO	-	-	-	-	-	-
65691	-	-	-	-	-	-
APPLIANCE RECYCLING	-	-	-	-	-	-
56467	-	-	-	-	-	-
56712	-	-	-	-	-	-
56990	-	-	-	-	-	-
57247	-	-	-	-	-	-
57531	-	-	-	-	-	-
58423	-	-	-	-	-	-
58575	-	-	-	-	-	-
THIELSCH ENGINEERING	-	-	-	-	-	-
220322	-	-	-	-	-	-
221169	-	-	-	-	-	-
222064	-	-	-	-	-	-
222955	-	-	-	-	-	-
224010	-	-	-	-	-	-
225186	-	-	-	-	-	-
226629	-	-	-	-	-	-
228018	-	-	-	-	-	-
229587	-	-	-	-	-	-
231240	-	-	-	-	-	-
233464	-	-	-	-	-	-
219873	-	-	-	-	-	-
220333	-	-	-	-	-	-
221239	-	-	-	-	-	-
223071	-	-	-	-	-	-
224042	-	-	-	-	-	-
225150	-	-	-	-	-	-
226662	-	-	-	-	-	-
229550	-	-	-	-	-	-
231104	-	-	-	-	-	-
233472	-	-	-	-	-	-
222100	-	-	-	-	-	-
227944	-	-	-	-	-	-
219801	-	-	-	-	-	-
220335	-	-	-	-	-	-
221170	-	-	-	-	-	-
222063	-	-	-	-	-	-
222999	-	-	-	-	-	-
224012	-	-	-	-	-	-
225195	-	-	-	-	-	-
226630	-	-	-	-	-	-
228014	-	-	-	-	-	-
229584	-	-	-	-	-	-
229588	-	-	-	-	-	-
231193	-	-	-	-	-	-
233465	-	-	-	-	-	-
233463	-	-	-	-	-	-
235133	-	-	-	-	-	-
235205	-	-	-	-	-	-
231239	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
21-806CI-02	-	-	-	-	-	-
21-806CI-03	-	-	-	-	-	-
21-806CI-04	-	-	-	-	-	-
21-806CI-05	-	-	-	-	-	-
21-806CI-06	-	-	-	-	-	-
21-806CI-07	-	-	-	-	-	-
21-806CI-08	-	-	-	-	-	-
21-806CI-09	-	-	-	-	-	-
21-806CI-10	-	-	-	-	-	-
21-806CI-11	-	-	-	-	-	-
21-806CI-12	-	-	-	-	-	-
ENERGYX SOLUTIONS IN	-	-	-	-	-	-
INV-240	-	-	-	-	-	-
GALLIGAN ENERGY CONS	-	-	-	-	-	-
2021-409	-	-	-	-	-	-
2021-419	-	-	-	-	-	-
RIVER ENERGY CONSULT - EMI Consulting	-	-	-	-	-	-
21212	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-05097	-	-	-	-	-	-
CT-05378	-	-	-	-	-	-
CT-05756	-	-	-	-	-	-
CT-06031	-	-	-	-	-	-
RIVER ENERGY CONSULT - TRC	-	-	-	-	-	-
21356	-	-	-	-	-	-
21509	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2a - C&I Existing Building Retrofit

Cape Light Compact

2021 C2a - C&I Existing Building Retrofit						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
CRMORBIT INC	-	-	-	-	-	-
3390	-	-	-	-	-	-
WESTON & SAMPSON ENG	-	-	-	-	-	-
10210285	-	-	-	-	-	-
11210229	-	-	-	-	-	-
12210202	-	-	-	-	-	-
2220219	-	-	-	-	-	-
INOVIS ENERGY, INC.	-	-	-	-	-	-
1371054	-	-	-	-	-	-
EFFICIENCY FOWARD I	-	-	-	-	-	-
2021-493	-	-	-	-	-	-
GDS ASSOCIATES, INC	-	-	-	-	-	-
198544	-	-	-	-	-	-
HARWICH CHAMBER OF C	-	-	-	-	-	-
77507	-	-	-	-	-	-
HYANNIS AREA CHAMBER	-	-	-	-	-	-
20388	-	-	-	-	-	-
SANDWICH CHAMBER OF	-	-	-	-	-	-
1446	-	-	-	-	-	-
SKAREN FAHEY ROSS	-	-	-	-	-	-
1114	-	-	-	-	-	-
BREWSTER CHAMBER OF	-	-	-	-	-	-
589	-	-	-	-	-	-
CAPE COD CANAL REGIO	-	-	-	-	-	-
64578	-	-	-	-	-	-
NATIONAL RESOURCE MA	-	-	-	-	-	-
01.26.21 SMALL	-	-	-	-	-	-
02.21 SMALL	-	-	-	-	-	-
MARCH 31 2021 SMALL	-	-	-	-	-	-
04.30.21 SMALL	-	-	-	-	-	-
MAY31SMALL	-	-	-	-	-	-
JULY2021SMALL	-	-	-	-	-	-
SEPT21SMALL	-	-	-	-	-	-
OCT21SMALL	-	-	-	-	-	-
11.21 SMALL	-	-	-	-	-	-
DEC31SMALL	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May	-	-	-	-	-	-
21102	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2021 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-		-	
All General Administration Allocated Costs			-		-	
RIVER ENERGY CONSULT - O'Brien & Neville	-		-	-	-	
21114	-		-	-	-	
SANDAB COMMUNICATION	-		-	-	-	
MCC-1210947027	-		-	-	-	
MCC-1211047307	-		-	-	-	
MCC-1211047287	-		-	-	-	
MCC-1211147509	-		-	-	-	
MCC-1211247931	-		-	-	-	
THE CADMUS GROUP INC	-		-	-	-	
INV-291276	-		-	-	-	
INV-291780	-		-	-	-	
INV-293008	-		-	-	-	
LOCAL MEDIA GROUP IN	-		-	-	-	
262942	-		-	-	-	
262941	-		-	-	-	
264818	-		-	-	-	
264819	-		-	-	-	
07.21 STMT	-		-	-	-	
08.21 STMT	-		-	-	-	
0000257046	-		-	-	-	
0000257045	-		-	-	-	
DANIEL SCHELL	-		-	-	-	
11.8.21 - 11.30.21	-		-	-	-	
10.13.21 - 10.31.21	-		-	-	-	
01/22-02/22REIMB	-		-	-	-	
03.21 REIMB.	-		-	-	-	
2021.07 REIMB.	-		-	-	-	
MV TIMES CORPORATION	-		-	-	-	
10.21 STATEMENT	-		-	-	-	
11.21 STATEMENT	-		-	-	-	
07.21 STMT.	-		-	-	-	
08.21 STMT	-		-	-	-	
HYORA PUBLICATIONS	-		-	-	-	
25514	-		-	-	-	
07.21 STMT.	-		-	-	-	
08.21 STMT	-		-	-	-	
FALMOUTH PUBLISHING	-		-	-	-	
83424	-		-	-	-	
07.21 STMT	-		-	-	-	
08.21 STMT	-		-	-	-	
PROVINCETOWN INDEPEN	-		-	-	-	
784	-		-	-	-	
1984	-		-	-	-	
VINEYARD GAZETTE LLC	-		-	-	-	
11.21 STATEMENT	-		-	-	-	
07.21 STMT.	-		-	-	-	
08.21 STMT	-		-	-	-	
CODCOMM INC	-		-	-	-	
09.21 STATEMENT	-		-	-	-	
10.21 STATEMENT	-		-	-	-	
GATEHOUSE MEDIA MASS	-		-	-	-	
08.21 STMT	-		-	-	-	
06.21-07.21 ST	-		-	-	-	
CLEARRESULT CONSULTIN	-		-	-	-	
52117	-		-	-	-	
53134	-		-	-	-	
54372	-		-	-	-	
55827	-		-	-	-	
56864	-		-	-	-	
58293	-		-	-	-	
59400	-		-	-	-	
60710	-		-	-	-	
61643	-		-	-	-	
63901	-		-	-	-	
64960	-		-	-	-	
63148-REDO	-		-	-	-	
52024	-		-	-	-	
53290	-		-	-	-	
54531	-		-	-	-	
55893	-		-	-	-	
56898	-		-	-	-	
58136	-		-	-	-	
59674	-		-	-	-	
60737	-		-	-	-	
61978	-		-	-	-	
63277	-		-	-	-	
64485	-		-	-	-	
000065782	-		-	-	-	
65667	-		-	-	-	

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2b - C&I New & Replacement Equipment

Cape Light Compact

2021 C2b - C&I New & Replacement Equipment						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
THIELSCH ENGINEERING	-	-	-	-	-	-
231241	-	-	-	-	-	-
COHEN VENTURES INC	-	-	-	-	-	-
19-1754-32-CL-CE	-	-	-	-	-	-
19-1754-22-CL-CE	-	-	-	-	-	-
19-1754-23-CL-CE	-	-	-	-	-	-
19-1754-24-CL-CE	-	-	-	-	-	-
19-1754-25-CL-CE	-	-	-	-	-	-
19-1754-26-CL-CE	-	-	-	-	-	-
19-1754-27-CL-CE	-	-	-	-	-	-
19-1754-28-CL-CE	-	-	-	-	-	-
19-1754-29-CL-CE	-	-	-	-	-	-
19-1754-30-CL-CE	-	-	-	-	-	-
19-1754-31-CL-CE	-	-	-	-	-	-
19-1754-34-CL-CE	-	-	-	-	-	-
19-1753-23-CL-CE	-	-	-	-	-	-
19-1753-24-CL-CE	-	-	-	-	-	-
19-1753-25-CL-CE	-	-	-	-	-	-
19-1753-26-CL-CE	-	-	-	-	-	-
19-1753-27-CL-CE	-	-	-	-	-	-
19-1753-28-CL-CE	-	-	-	-	-	-
19-1753-29-CL-CE	-	-	-	-	-	-
19-1753-30-CL-CE	-	-	-	-	-	-
19-1753-31-CL-CE	-	-	-	-	-	-
19-1753-32-CL-CE	-	-	-	-	-	-
19-1753-34-CL-CE	-	-	-	-	-	-
19-1754-33-CL-CE	-	-	-	-	-	-
19-1753-33-CL-CE	-	-	-	-	-	-
CMC ENERGY SERVICES	-	-	-	-	-	-
21-806UP-01	-	-	-	-	-	-
21-806UP-02	-	-	-	-	-	-
21-806UP-03	-	-	-	-	-	-
21-806UP-04	-	-	-	-	-	-
21-806UP-05	-	-	-	-	-	-
21-806UP-06	-	-	-	-	-	-
21-806UP-07	-	-	-	-	-	-
21-806UP-08	-	-	-	-	-	-
21-806UP-10	-	-	-	-	-	-
21-806UP-09	-	-	-	-	-	-
21-806UP-11	-	-	-	-	-	-
21-806UP-12	-	-	-	-	-	-
21-806FS-01	-	-	-	-	-	-
21-806FS-02	-	-	-	-	-	-
21-806FS-03	-	-	-	-	-	-
21-806FS-04	-	-	-	-	-	-
21-806FS-05	-	-	-	-	-	-
1-806FS-06	-	-	-	-	-	-
21-806FS-07	-	-	-	-	-	-
21-806FS-08	-	-	-	-	-	-
21-806FS-09	-	-	-	-	-	-
21-806FS-10	-	-	-	-	-	-
21-806FS-11	-	-	-	-	-	-
21-806FS-12	-	-	-	-	-	-
21-806HV-01	-	-	-	-	-	-
21-806HV-02	-	-	-	-	-	-
21-806HV-03	-	-	-	-	-	-
21-806HV-04	-	-	-	-	-	-
21-806HV-06	-	-	-	-	-	-
21-806HV-05	-	-	-	-	-	-
21-806HV-07	-	-	-	-	-	-
21-806HV-08	-	-	-	-	-	-
21-806HV-09	-	-	-	-	-	-
21-806HV-10	-	-	-	-	-	-
21-806HV-11	-	-	-	-	-	-
21-806HV-12	-	-	-	-	-	-
ENERGYX SOLUTIONS IN	-	-	-	-	-	-
INV-240	-	-	-	-	-	-
OLSEN CONSTRUCTION	-	-	-	-	-	-
1367124	-	-	-	-	-	-
RIVER ENERGY CONSULT - Energy & Resources Solutions	-	-	-	-	-	-
21023	-	-	-	-	-	-
GALLIGAN ENERGY CONS	-	-	-	-	-	-
2021-423	-	-	-	-	-	-
RIVER ENERGY CONSULT - EMI Consulting	-	-	-	-	-	-
21212	-	-	-	-	-	-
CUSTOMERTIMES CORP.	-	-	-	-	-	-
CT-05097	-	-	-	-	-	-
CT-05378	-	-	-	-	-	-
CT-05756	-	-	-	-	-	-
CT-06031	-	-	-	-	-	-
RIVER ENERGY CONSULT - TRC	-	-	-	-	-	-
21356	-	-	-	-	-	-
21509	-	-	-	-	-	-
CRMORBIT INC	-	-	-	-	-	-
3390	-	-	-	-	-	-
EFFICIENCY FOWARD I	-	-	-	-	-	-
2021-493	-	-	-	-	-	-
SKAREN FAHEY ROSS	-	-	-	-	-	-
1125	-	-	-	-	-	-
RIVER ENERGY CONSULT - Rich May	-	-	-	-	-	-
21102	-	-	-	-	-	-
Grand Total	-	-	-	-	-	-

Vendor Invoice Summary Table

C2 - C&I Existing Buildings

C2c - C&I Active Demand Reduction

Cape Light Compact

2021 C2c - C&I Active Demand Reduction						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs			-		-	
All Legal Allocated Costs		-	-	-	-	
All IT Allocated Costs		-	-	-	-	
All Marketing Allocated Costs	-		-	-	-	
All General Administration Allocated Costs					-	
AUSTIN TAYLOR BRANDT	-	-	-		-	
CLC-SEPT21					-	
CLEAN PEAK POWER.COM	-	-		-	-	
2021060301	-	-		-	-	
2021122101	-	-		-	-	
ENBALA POWER NETWORK	-	-	-		-	
EPN200352	-	-	-		-	
EPN200380	-	-	-		-	
EPN200444	-	-	-		-	
VOLTUS, INC.	-	-		-	-	
1162	-	-		-	-	
INV00207	-	-		-	-	
ENEL X NORTH AMERICA	-	-		-	-	
CAPELIGHT061021	-	-		-	-	
CAPELIGHT123021	-	-		-	-	
ENERWISE GLOBAL TECH	-	-		-	-	
CAPE SUMMER 2021	-	-		-	-	
Grand Total					-	

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2021 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
Allocated Costs	-	-	-	-	-	-
All Legal Allocated Costs	-	-	-	-	-	-
All IT Allocated Costs	-	-	-	-	-	-
All Marketing Allocated Costs	-	-	-	-	-	-
All General Administration Allocated Costs	-	-	-	-	-	-
THE CADMUS GROUP INC	-	-	-	-	-	-
1959	-	-	-	-	-	-
SYNAPSE ENERGY ECONO	-	-	-	-	-	-
20-068-05CL	-	-	-	-	-	-
20-068-04CL	-	-	-	-	-	-
20-068-06CL	-	-	-	-	-	-
20-068-09CL	-	-	-	-	-	-
20-068-07CL	-	-	-	-	-	-
21-104-01CL	-	-	-	-	-	-
21-104-03CL	-	-	-	-	-	-
21-104-02CL	-	-	-	-	-	-
COMMONWEALTH OF MASS	-	-	-	-	-	-
2021ENEEEAASMT000002	-	-	-	-	-	-
CLEARRESULT CONSULTIN	-	-	-	-	-	-
59453	-	-	-	-	-	-
60757	-	-	-	-	-	-
61772	-	-	-	-	-	-
63141	-	-	-	-	-	-
64445	-	-	-	-	-	-
65005	-	-	-	-	-	-
64445(2)	-	-	-	-	-	-
OPTIMAL ENERGY, INC.	-	-	-	-	-	-
7133	-	-	-	-	-	-
7122	-	-	-	-	-	-
7152	-	-	-	-	-	-
7150	-	-	-	-	-	-
7200-C	-	-	-	-	-	-
7182C	-	-	-	-	-	-
7219	-	-	-	-	-	-
7243	-	-	-	-	-	-
7300	-	-	-	-	-	-
7280	-	-	-	-	-	-
7267	-	-	-	-	-	-
7247	-	-	-	-	-	-
RIVER ENERGY CONSULT - Commonwealth of MA	-	-	-	-	-	-
21237	-	-	-	-	-	-
CONSORTIUM FOR ENERG	-	-	-	-	-	-
M2021-13	-	-	-	-	-	-
RIVER ENERGY CONSULT - Civix	-	-	-	-	-	-
21034	-	-	-	-	-	-
21108	-	-	-	-	-	-
21362	-	-	-	-	-	-
21219	-	-	-	-	-	-
21503	-	-	-	-	-	-
21740	-	-	-	-	-	-
21638	-	-	-	-	-	-
21854	-	-	-	-	-	-
21967	-	-	-	-	-	-
22094	-	-	-	-	-	-
22283	-	-	-	-	-	-
22524	-	-	-	-	-	-
RIVER ENERGY CONSULT - Eversource	-	-	-	-	-	-
20987	-	-	-	-	-	-
21368	-	-	-	-	-	-
21860	-	-	-	-	-	-
22102	-	-	-	-	-	-
22244	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2021 C3 - C&I Hard-to-Measure					
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research
KELLIHER/SAMETS LTD	-	-	-	-	-
025249-0003	-	-	-	-	-
25235-0003	-	-	-	-	-
025319-0003	-	-	-	-	-
25323-0003	-	-	-	-	-
025378-0003	-	-	-	-	-
25377-0003	-	-	-	-	-
25453-0003	-	-	-	-	-
025455-0003	-	-	-	-	-
025548-0003	-	-	-	-	-
25545-0003	-	-	-	-	-
025622-0003	-	-	-	-	-
25619-0003	-	-	-	-	-
025623-0003	-	-	-	-	-
25700-0003	-	-	-	-	-
025701-0003	-	-	-	-	-
025702-0003	-	-	-	-	-
025765-0003	-	-	-	-	-
025766-0003	-	-	-	-	-
025769-0003	-	-	-	-	-
25770-0003	-	-	-	-	-
025772-0001	-	-	-	-	-
025773-0001	-	-	-	-	-
25774-0001	-	-	-	-	-
025859-0003	-	-	-	-	-
025861-0003	-	-	-	-	-
025857-0003	-	-	-	-	-
025856-0001	-	-	-	-	-
25851-0003	-	-	-	-	-
025853-0003	-	-	-	-	-
025855-0003	-	-	-	-	-
25947-0001	-	-	-	-	-
025940-0003	-	-	-	-	-
911399	-	-	-	-	-
25948-0003	-	-	-	-	-
12.21 STATEMENT	-	-	-	-	-
025860-0003	-	-	-	-	-
024435-0003	-	-	-	-	-
24358-0003	-	-	-	-	-
RIVER ENERGY CONSULT - Apex Analytics	-	-	-	-	-
21046	-	-	-	-	-
21051	-	-	-	-	-
21175	-	-	-	-	-
21181	-	-	-	-	-
21321	-	-	-	-	-
21333	-	-	-	-	-
21515	-	-	-	-	-
21474	-	-	-	-	-
21602	-	-	-	-	-
21606	-	-	-	-	-
21721	-	-	-	-	-
21833	-	-	-	-	-
21918	-	-	-	-	-
22202	-	-	-	-	-
22371	-	-	-	-	-
22468	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2021 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
DNV GL ENERGY INSIGH	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2101DCIT	-	-	-	-	-	-
10_2101CIM	-	-	-	-	-	-
10_2101CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2102DCIM	-	-	-	-	-	-
10_2102DCIT	-	-	-	-	-	-
10_2102CIM	-	-	-	-	-	-
10_2103CIM	-	-	-	-	-	-
10_2102CIT	-	-	-	-	-	-
10_2103CIT	-	-	-	-	-	-
10_2103DCIM	-	-	-	-	-	-
10_2103DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2104DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2105DCIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2106CIM	-	-	-	-	-	-
10_2106CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2104CIT	-	-	-	-	-	-
10_2104CIM	-	-	-	-	-	-
10_2106DCIT	-	-	-	-	-	-
10_2107CIM	-	-	-	-	-	-
10_2105CIM	-	-	-	-	-	-
10_2107CIT	-	-	-	-	-	-
10_2105CIT	-	-	-	-	-	-
10_2108CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2109CIT	-	-	-	-	-	-
10_2108DCIT	-	-	-	-	-	-
10_2109CIM	-	-	-	-	-	-
10_2107DCIT	-	-	-	-	-	-
10_2108CIM	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2110CIM	-	-	-	-	-	-
10_2110CIT	-	-	-	-	-	-
10_2109DCIM	-	-	-	-	-	-
10_2110DCIM	-	-	-	-	-	-
10_2109DCIT	-	-	-	-	-	-
10_2110DCIT	-	-	-	-	-	-
10_2111CIM	-	-	-	-	-	-
10_2111CIT	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
8.7001E+11	-	-	-	-	-	-
10_2112DCIT	-	-	-	-	-	-
870010162668	-	-	-	-	-	-
870010162501	-	-	-	-	-	-
10_2201CIT	-	-	-	-	-	-
10_2201CIM	-	-	-	-	-	-
10_2111DCIT	-	-	-	-	-	-
NMR GROUP INC	-	-	-	-	-	-
2383G	-	-	-	-	-	-
2383H	-	-	-	-	-	-
2383I	-	-	-	-	-	-
2383J	-	-	-	-	-	-
2383K	-	-	-	-	-	-
2383L	-	-	-	-	-	-
2383M	-	-	-	-	-	-
2383N	-	-	-	-	-	-
2383O	-	-	-	-	-	-
2383P	-	-	-	-	-	-
2343O	-	-	-	-	-	-
2343P	-	-	-	-	-	-
2343Q	-	-	-	-	-	-
2343R	-	-	-	-	-	-
2383Q	-	-	-	-	-	-
2383R	-	-	-	-	-	-

Vendor Invoice Summary Table

C3 - C&I Hard-to-Measure

C3 - C&I Hard-to-Measure

Cape Light Compact

2021 C3 - C&I Hard-to-Measure						
Vendor, Invoice Number	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
OPINION DYNAMICS COR	-	-	-	-	-	-
7989FEB21	-	-	-	-	-	-
7989APR21	-	-	-	-	-	-
7870CAPEJUL21	-	-	-	-	-	-
7989JUN21	-	-	-	-	-	-
7989JUL21	-	-	-	-	-	-
7989AUG21	-	-	-	-	-	-
7989SEP21	-	-	-	-	-	-
7989OCT21	-	-	-	-	-	-
7870CAPENOV21	-	-	-	-	-	-
MASS CLEAN ENERGY	-	-	-	-	-	-
INV. 5103	-	-	-	-	-	-
RIVER ENERGY CONSULT - CVENT	-	-	-	-	-	-
21551	-	-	-	-	-	-
CADEO GROUP, LLC	-	-	-	-	-	-
1607	-	-	-	-	-	-
1641	-	-	-	-	-	-
1673	-	-	-	-	-	-
1708	-	-	-	-	-	-
1756	-	-	-	-	-	-
1524	-	-	-	-	-	-
1566	-	-	-	-	-	-
1841	-	-	-	-	-	-
1918	-	-	-	-	-	-
1995	-	-	-	-	-	-
1871	-	-	-	-	-	-
Grand Total						

APPENDIX E

SPONSORSHIPS AND SUBSCRIPTIONS

Introduction

In the process of preparing this Term Report, the Program Administrators performed a detailed review of the energy efficiency expenses incurred during the period 2019 through 2021 that were categorized as Sponsorships & Subscriptions in the hard-to-measure line items.

Description of 2019–2021 Three-Year Sponsorships and Subscriptions

Below is a list of all organizations or items the Compact sponsored or subscribed to during the term. Section A provides a summary table that includes (a) name of the sponsored organization or item, (b) annual funding, (c) cost category, and (d) whether the organization is a lobbyist. Section B includes, for each sponsored organization, (a) description of organization or item, (b) purpose of the item, and (c) an analysis describing why the expense was reasonable, prudently incurred, and how it provided a direct benefit to Massachusetts' ratepayers.

A. Summary of 2019–2021 Three-Year Sponsorships and Subscriptions

Sponsored Organization Name	Annual Funding				Cost Category	Registered MA Lobbyist
	2019	2020	2021	2019–2021		
ACEEE Research Projects	704	-	-	704	EMV	No
CEE Membership	9,040	9,206	9,169	27,415	PPA	No
Total	9,744	9,206	9,169	28,119		

B. Purpose and Benefit of 2019–2021 Three-Year Sponsorships and Subscriptions

ACEEE Research Projects

Description of Activities

The American Council for an Energy-Efficient Economy (“ACEEE”) is a non-profit research organization that researches and provides information on energy-saving programs and technologies. ACEEE was founded in 1980 by leading researchers in the energy-efficiency field and publishes more than 30 reports annually.

One of ACEEE’s activities is to conduct research projects on important issues facing utility energy-efficiency programs, and on topics related to energy efficiency as a utility system resource. These projects each have multiple sponsors (typically between five and eight per project) allowing all sponsors to receive the full value of the project while only paying a fraction of the costs. The Program Administrators sponsored the US Energy Efficiency Market Report in 2019.

Energy Efficiency Benefits

Participating in multi-sponsor projects allows Program Administrators to learn from the experience of other programs and to understand the latest thinking across the country on cutting-edge issues specific to energy efficiency. This information can be directly used to improve program offerings in Massachusetts and help inform future program designs. Project sponsors play a role in helping to shape the project scope so that the research addresses topics of most interest to them. This is accomplished by allowing project sponsors to participate on a study's project advisory board, giving sponsors the opportunity to have input on all stages of the research, from scoping through final deliverable. This ensures that the final product is relevant to the sponsor while maintaining study integrity. Sponsors also receive early drafts of the research and can review interim deliverables, giving them early access to findings and an opportunity to provide input before the research is completed. Upon completion, sponsors receive copies of the final report and opportunities for briefings for their staff. In addition, sponsors of research projects are polled each summer for input on research topics for the following year, providing a further opportunity to shape research to individual sponsor needs.

Direct Benefit to Ratepayers

Partnership with ACEEE research projects directly benefits ratepayers by allowing Program Administrators to participate in top tier research on energy efficiency technologies that can save energy and save money for customers while also influencing the programs of the future. This partnership also provided Program Administrators with the ability to learn from industry leaders and experts from across the country, thereby helping improve program delivery for ratepayers. Furthermore, participation in these projects allowed the Program Administrator to help shape the research, which helped Program Administrators to focus research on pertinent issues for Massachusetts and implement timely program changes that benefitted customers. The ability to access research at a shared cost, control and shape research topics, and target technologies and program approaches that will benefit ratepayers enabled Program Administrators to continue to efficiently pursue aggressive savings goals and offer cost-effective programs that provide multiple benefits to customers.

The cost of this sponsorship is reasonable and prudent because Program Administrators gained benefits that they could not gain elsewhere with a similar cost. By funding these projects collectively with other nationally interested parties, Program Administrators shared costs so ratepayers will bear a significantly lower share of the cost than they would if the Program Administrators undertook the studies themselves. Absent the partnership with ACEEE, the Program Administrators would have had to pay another vendor to conduct similar research. Further, due to the cost sharing benefit achieved through sponsorship of ACEEE, Program Administrators took advantage of a larger number of projects than would be possible if Program Administrators were fully funding each research project. In sum, sponsoring the research projects provided the opportunity to pay less and access a greater number of studies, making the sponsorship a reasonable and prudent investment.

Consortium for Energy Efficiency (CEE) - Membership

Description of Activities

The Consortium for Energy Efficiency (“CEE”) helps Massachusetts Program Administrators achieve maximum cost-effective savings by giving them the opportunity to act together with peers to impact the entire American and Canadian market. By leveraging CEE initiatives, Program Administrators accelerate market uptake of efficient products and services in ways that meet program needs and ensure manufacturer and trade ally engagement. To reach national markets, 114 members, each delivering efficiency under different business conditions, honed CEE initiatives from multiple angles. This process, which includes stakeholder input, gives CEE initiatives their credibility, results in regulatory acceptance, and, as members voluntarily adopt initiatives as a basis for their programs, produces market success and public benefit.

Membership in CEE gives Program Administrators a seat at the table to help shape these initiatives and ensure that they meet the needs of Massachusetts ratepayers. In addition to market initiatives, CEE is entrusted by members to communicate important consensus positions to relevant parties. CEE members invested early in ENERGY STAR®, the marketing platform for efficiency, building it into the powerhouse brand it is today. Members continue to consult closely with the federal agencies with a goal of keeping the brand strong. CEE also brings the efficiency needs of ratepayers to the Air-conditioning, Heating, & Refrigeration Institute, National Electric Manufacturers Association, American Lighting Association, UL, and other industry organizations.

An important aspect of energy efficiency is the development of conservation behaviors and habits. CEE members developed the first behavior framework specifically tied to energy use and based on social science research. This work, complete with case studies and now including two-way communication devices, moves ratepayers out of the realm of good intention and into changed habits. As CEE members, the Program Administrators can take advantage of resources and connections made through the Emerging Technologies Collaborative (“ETC”).

One benefit of the ETC is an annual Catalog of ET Assessments, with hundreds of categorized studies, enabling CEE members to identify relevant ET research on new opportunities and more effectively use new product development resources. The ETC is also developing an ET function for the energy efficiency program industry, helping CEE members to fill the program pipeline and deliver new energy savings opportunities to customers more quickly. CEE members advance consensus work through facilitated topical committees. Topics concern advancing the efficiency of a particular technology, in a particular segment, or using a particular program approach. Working groups support efforts in evaluation, portfolio management, and identified research efforts. Program Administrator staff members participate in these committees via telephone and at quarterly in-person meetings. The summer meeting has traditionally been held in Boston in June. At these in-person meetings, the Program Administrator staff members can engage with their peers in a trusted, noncommercial environment.

Energy Efficiency Benefits

Membership at CEE means having a seat at the table in discussions with manufacturers and government agencies such as EPA and DOE. Participation at CEE means that Program Administrators have a voice in setting ENERGY STAR® specifications for a wide variety of products. CEE also provides development opportunities for Program Administrator staff to increase their effectiveness in delivering energy efficiency in Massachusetts. By building connections with efficiency practitioners, sharing ideas, and learning about new developments in the industry, Program Administrator employees can make sure that ratepayers receive the most up to date and relevant programs and services. CEE membership is open only to Program Administrators, so all meetings are free from commercial interests, and Program Administrator staff can share ideas in an environment free from commercial activity, making the meetings open, focused, and productive.

Direct Benefit to Ratepayers

Membership in CEE leads to direct benefits for ratepayers in Massachusetts. CEE committees seek to influence markets via initiatives focused on major end uses in the residential, commercial, and industrial sectors. CEE specifications provide national reinforcement for the efficiency levels set by the Program Administrators, and CEE qualified product lists provide publicly available references for consumers about products that qualify for incentives. Massachusetts ratepayers benefit by having access to this resource.

Another example of the direct benefit that CEE has for ratepayers is in the development of “Connected Devices.” Commonly called “smart,” this is the new category of devices that leverage the internet to gather information and provide energy savings and other amenities to consumers. The best known currently available products are communicating thermostats that allow consumers to optimize energy use by remotely controlling heating and cooling, and possibly even lighting. There is also much excitement about how these capabilities could be applied to home appliances in a “smart home” context. In addition to consumer benefit, there are potential utility benefits such as grid balancing and load management, data for program EM&V, and improved customer engagement. Developing an understanding about how customers can use this information and about how evaluation efforts may benefit from access to this data all leads to benefits for ratepayers.

In addition, conversations related to proprietary consumer data, equipment and software standards can be influenced when working through a binational organization like CEE with more impact as compared to attempting to influence the actions of these key market players when communicating as a Program Administrator or a single state. CEE greatly magnifies the influence that Program Administrators have on critical and emerging market opportunities such as connected devices.

The cost to Massachusetts ratepayers for a Program Administrator to independently undertake this work would be prohibitive. By sharing costs across the CEE membership, ratepayers reap the multiple benefits of efficiency binational focus in support of energy efficiency. Membership with

CEE provides Program Administrator staff with access to peers across the country, the institutional knowledge and experience of an organization actively engaged in the energy efficiency program industry for 25 years, and influence in meetings with important stakeholders including the U.S. Environmental Protection Agency, the U.S. Department of Energy, Air-conditioning, Heating, & Refrigeration Institute, National Electric Manufacturers Association, American Lighting Association, UL, and other industry organizations.

C. Lobbying Information

The Compact did not support any registered lobbyist in 2019–2021 for sponsorship and subscription purposes. Attached are letters from organizations that the Program Administrators sponsored affirming that the organizations will not use Program Administrator funds for lobbying. While some of these letters are addressed to National Grid, they apply to all Program Administrators; as an administrative cost reduction effort, National Grid collected these letters on behalf of all Program Administrators.

MEMORANDUM

To: Matt Ray, National Grid
From: Steven Nadel, Executive Director, ACEEE
Date: January 15, 2021



Subject: Use of Massachusetts Energy Efficiency Funding

Thank you for considering sponsorship of the American Council for an Energy-Efficient Economy (ACEEE) for 2021. We would be pleased to continue this productive partnership with National Grid and other Massachusetts energy efficiency Program Administrators to support research and conferences of mutual interest and benefit and to also participate in the ACEEE Ally program.

ACEEE understands that the Massachusetts energy efficiency Program Administrators cannot and do not support lobbying activities by organizations sponsored by the Program Administrators. **ACEEE covenants and agrees that funds provided by Massachusetts Program Administrators as energy efficiency or demand savings sponsorships, subscriptions, or memberships will not be used for lobbying or other legislative activities.**

February 3, 2021

To: Christopher Porter, National Grid

Re: Use of Massachusetts Energy Efficiency Funding

CEE understands that the Massachusetts energy efficiency Program Administrators cannot and do not support lobbying activities by organizations sponsored by the Program Administrators.

The term "lobbying" is generic for multiple activities generally described as legislative advocacy. CEE complies with the lobbying laws governing CEE. Although we are permitted to engage in limited lobbying, we seldom do so. As part of its compliance policy CEE carefully tracks its costs in categories we have defined as "Legislative Advocacy" and "Grass Roots Advocacy." Advocacy before administrative agencies is not included in these categories.

We are able to represent that CEE has sufficient funds on hand and projected revenues to completely cover its costs and expenditures in these categories independent of Massachusetts Program Administrator dues contributions for the year 2021. All of our general dues revenues coexist in an undifferentiated account for every cost category including legislative and grass roots advocacy.

CEE has adopted the following definitions in its job code system:

Legislative Advocacy Authorized work to influence federal or state legislation other than responding to requests for information and not including administrative actions of Executive branches other than obtaining funding.

Grass Roots Advocacy Work to inform others such as members about legislative advocacy opportunities or actions to take.

In 2018, 2019 and 2020 CEE expended \$0.00, \$0.00, and \$0.00 respectively for efforts that fall into the above categories.

I hope this provides sufficient detail relative to your inquiry. If you have additional questions, please contact me at 617-337-9261.



Ed Wisniewski, Executive Director

APPENDIX F

PERFORMANCE INCENTIVE MODELS

The purpose of this appendix is to provide detailed supporting documentation on performance incentives that each Program Administrator proposes to collect. This section is not applicable to the Compact; as a municipal aggregator and public entity, the Compact does not collect any performance incentives.

APPENDIX G

ALTERNATIVE PERFORMANCE INCENTIVE MODELS

The purpose of this appendix is to provide an alternative performance incentive calculation. This section is not applicable to the Compact; as a municipal aggregator and public entity, the Compact does not collect any performance incentives.

APPENDIX H RENTER, INCOME, AND LANGUAGE DATA

See the table below for additional data related to renters, income level, and language.

Program Pathway	Renters Served			Notes
	2019	2020	2021	
Innovation - Tailored Energy Savings Packages	-	-	-	1
Residential Coordinated Delivery	254	148	178	2
Income Eligible Coordinated Delivery	1,202	295	430	
Total	1,456	443	608	
C&I, Residential End Use	58	40	135	3

- 1) Tailored Energy Savings Packages were made available to renters in 2019 as an easy way for them to access program savings. This number represents the number of customers receiving kits.
- 2) This number includes renter units in SF and legacy MF buildings who received at least one measure; renters who only received an audit are not counted.
- 3) This number represents the total number of units served through this pathway, not just renters. For large multifamily buildings, it is typically not possible to individually verify which units are occupied by a renter. However, it is likely that these buildings are predominantly occupied by renters.

Income Level	Renters Served			Notes
	2019	2020	2021	
Non-Income-Verified (Standard Program Participation)	271	133	178	1
Moderate Income Qualified (Weatherization Offer)	6	1	-	2
Income Eligible	1,202	295	430	
Total	1,455	429	608	

- 1) The vast majority of customers who participate in the PAs' programs do not undergo any income screening. The PAs are therefore unaware of their income status. All income screenings are voluntary.
- 2) This number only includes moderate-income-qualified renters who participated in the special insulation offer. In April of 2020, in response to the COVID-19 pandemic, the PAs began offering 100% incentives for insulation to all customers. There was therefore no reason for moderate income customers to undertake the voluntary income-qualification process, and tracked moderate income participation appears low as a result. This is not a representation of the total number of moderate income customers served. The customer profile studies issued annually contain information about participation in census blocks with high levels of moderate income residents.

Language Data (Statewide)	Mass Save Hotline Selection			MassSave.com Page Views		
	2019	2020	2021	2019 ¹	2020 ¹	2021
English	137,156	128,383	110,738	5,486,278	5,415,289	5,950,870
Mandarin	158	1,399	726	n/a	n/a	n/a
Portuguese	313	368	188	9,923	16,721	40,162
Russian	212	761	-	n/a	n/a	n/a
Spanish	2,900	3,039	2,507	44,614	31,763	63,162
Total	140,739	133,950	111,652	5,540,815	5,463,773	6,054,194

1) These numbers include updates to the 2019 and 2020 pageviews. Pageviews are determined based on a sampling algorithm and it produced updated 2019 and 2020 pageviews for this filing.

APPENDIX I INVESTIGATIONS REPORT

Program Administrator Report on Investigations Pertaining to the Mass Save Energy Efficiency Initiative

Dated: August 1, 2022

On July 12, 2022, the Energy Efficiency Program Administrators (the “PAs”) received a memorandum from the Massachusetts Department of Public Utilities (the “Department”), Sarah A. Smegal, Hearing Officer, directing each PA, as part of its individual Term Report, to “include a report describing any pending internal and/or external investigations within the Program Administrator’s service territory regarding potential fraud in the implementation of the Mass Save program.” This Program Administrator Report presents the Department with the information sought by the Department, for the period from January 1, 2019 to the present.

I. Investigations Involving Multiple PAs

A. Indictment of Stoneham Police Officer and His Brother in Connection with Mass Save Multi-Family Program

1. Conduct at Issue

In April 2022, the United States Attorney’s Office for the District of Massachusetts filed an indictment handed down by the Grand Jury against Joseph Ponzo, a Stoneham police officer, and his brother Christopher Ponzo. The indictment alleges that the Ponzos bribed an employee (referred to in the indictment as the “Associate”) of a Mass Save lead vendor (referred to in the indictment as the “Company A”) to allocate jobs to the Ponzos’ companies, Airtight Solutions, LLC (“Airtight”), of which Joseph Ponzo was a principal, and CAP Electric Inc. (“CAP Electric”), of which Christopher Ponzo was a principal (collectively, the “Ponzo Companies”). According to the indictment, the Ponzo Companies have received approximately \$36.8 million through the PAs’ energy efficiency programs. The indictment does not allege that any PA committed any wrongdoing. Through details set forth in the indictment and otherwise, the PAs know the identity of Company A (the “Lead Vendor”).

2. The Investigation – Ongoing

The criminal investigation by the U.S. Attorney’s Office for the District of Massachusetts is ongoing and the PAs cannot provide any additional information or detail around that

investigation at this time. The PAs will assist the U.S. Attorney’s Office as needed or requested in their investigation.

Upon learning of the indictment, the PAs commenced a review of the programs involved and other pertinent circumstances regarding the entities named in the indictment. This review is ongoing. Based upon the ongoing review, the Cape Light Compact JPE (“Compact”) does not believe that the Ponzo Companies performed any jobs in its service area.

3. Enhanced Preventive Measures Implemented to Reduce Risk of Recurrence

In 2019, the Lead Vendor suspended and ultimately terminated Airtight from the programs. Once notified of the indictment, the PAs instructed the Lead Vendor to suspend CAP Electric from the programs. The Lead Vendor has terminated CAP Electric’s participation agreement. The PAs have ceased authorization of payments of any outstanding amounts CAP Electric claims to be owed and will not authorize any future projects with either of the Ponzo Companies or any company in which, to their knowledge, either Joseph or Christopher Ponzo has any interest, pending further investigation and the results of the criminal prosecutions.

The PAs are aware that, as a result of the allegations in the indictment, the Lead Vendor has developed the following preventive procedures to enhance the quality-control measures that were already in place when the indictment was handed down to prevent similar alleged misconduct.

- Enhanced Contractor On-boarding Process:
 - When a contractor expresses interest in joining the program, a Field Project Manager (“FPM”) meets with the contractor, discusses the terms and conditions of the proposed participation agreement, and specifies the information to be provided by the contractor in support of the contractor’s application.
 - Administrative staff reviews the information provided by the contractor to check for completeness (such as full signatures, background check documentation, and licenses). The proposed participation agreement is then provided to a Senior Account Manager for review and sign off.
 - A further review occurs, and if the contractor has been determined to meet all requirements, the FPM signs off on the agreement.
- Work Assignments:
 - For contractor-generated projects, the Lead Vendor manages project scope and pricing to maintain cost-effectiveness.
 - Jobs generated by the Lead Vendor for buildings with more than 20 units are put out for competitive bid.

- Jobs generated by the Lead Vendor for buildings with fewer than 20 units are assigned by the Lead Vendor to contractors with consideration for multiple factors including territory, capabilities, work quality/compliance and time-to-serve.
- Enhanced QA/QC Measures for 100% of Projects:
 - The FPM is onsite on the first day of work to meet with the contractor and customer and facilitate the project. The FPM is available to answer any work scope questions or concerns.
 - The FPM conducts random, unscheduled drop-ins throughout the duration of the work.
 - The FPM is onsite for the final day of work. The FPM QC's the work, discusses the work with the contractor, and reviews the project with the customer to ensure customer's overall satisfaction.
- For Invoicing, Added Layers of Accountability, Reviews, and Approvals:
 - A centralized inbox is established for all contractors to submit invoices for payment.
 - The FPM and invoicing administrator review each invoice, compare it to the work order (including any change order), and create a packet of documents for processing the invoice. This packet of documents includes:
 - Contract
 - Work order/change order
 - Invoice(s)
 - Screening tool/work scope
 - Certificate of Completion, if applicable
 - Certificate of Inspection from CMC, if applicable
 - Proof of Permit
 - All projects are tracked in an invoice tracking system monthly, and the coversheets/invoices are compared to the tracking and the pipeline before approval.
 -
 - Program incentives are not paid to the contractor until post-work inspection is complete and documentation requirements are met.

B. Heating System Rebate Investigation

1. Activity at Issue

In 2021, through internal controls, the PAs detected that certain contractor entities, all apparently under common control, likely applied for and received unauthorized rebates through the Mass Save residential heating and cooling rebate offering. The PAs' rebate processing vendor for the offering confirmed that some of these entities had requested and received rebates for customer accounts for which rebates had already been paid. Based on information obtained to date, the PAs estimate that approximately \$1.6 million in unauthorized rebates were paid to these related contractor entities. The total amount of rebates paid through this offering since September 2019 is approximately \$79.3 million.

2. Investigation – Ongoing

The PAs and their rebate processing vendor for this offering have conducted an extensive investigation of this matter, and the review is ongoing. As part of the investigation, the PAs analyzed rebate applications, reviewed requirements and supporting documentation for the rebates, and assessed processes and controls to determine what enhancements are needed to reduce the risk of future unauthorized rebates. Among the findings of the investigation was that the suspect rebates were submitted during a period when the Covid-19 pandemic had forced the PAs to suspend randomized in-person project inspections to verify that the equipment for which rebates had been requested was installed.

3. Remedial and Preventive Measures Implemented to Reduce Risk of Recurrence

Upon confirming this activity had occurred, the rebate processor immediately stopped payment on all outstanding checks that had been issued to the contractors in questions. The rebate processor has also instituted an additional quality control process on future check runs to ensure that no payments for rebates are issued to these contractors.

Additionally, the PAs have established new temporal limitations on the availability of rebates for particular residences, as a method of preventing payment of multiple rebates for the same items. The PAs have implemented a contractor verification process so that only authorized/validated contractors are able to receive rebates in lieu of customers (with customer authorization). The PAs have also increased the percentage of projects receiving randomized inspections up to 10% to 25% of subject projects, depending on the value of the incentive, for compliance with rebate eligibility requirements. The PAs have instituted a training and contractor monitoring program. Further, the PAs will enhance goals and/or key performance indicators for PA staff that measure how well they are monitoring contractor compliance with the new controls.

The PAs have removed all savings associated with these unauthorized rebates from the 2019-2021 Plan Term Report. In addition, the PAs are evaluating legal rights to enforce

contractual provisions and obtain reimbursement from potentially responsible parties. In the meantime, the PAs have removed all cost associated with the unauthorized rebates.⁴

C. Residential Upstream Lighting Investigation

1. Activity at Issue

The Mass Save residential upstream lighting effort offered financial incentives to wholesalers (referenced in program documents as “manufacturers”) for the distribution of energy efficient lighting products, through various retailers, to Massachusetts consumers. The offering involved multiple participants, including several manufacturers and hundreds of retailers. In 2020, the PAs were alerted to, and identified, anomalous reported sales activity involving one manufacturer and two retailers, with one of those retailers operating stores in Rhode Island alone, such that some lighting products for which rebates were sought and, in some instances paid, are likely to have been sold outside of program parameters.⁵

2. Investigation – Completed

The PAs, with the assistance of outside professionals including a forensic accounting firm, engaged in an extensive investigation of the anomalous sales activity. The investigation involved, among other aspects, examinations of records submitted by all participating manufacturers to the PAs’ incentive processor for payment, as well as a forensic review of purchase and distribution records of the particular manufacturer involved in the anomalous sales activity.

The PAs, with the assistance of the professionals, found that this particular manufacturer had presented to the PAs’ incentive processor, records of sales made by two retailers that were likely in excess of those retailers’ capacities to distribute products within program parameters. The PAs’ investigation found that this manufacturer had in fact purchased from its suppliers all the lighting products for which it sought rebates. The efficient lighting products were indeed delivered to the manufacturer’s Massachusetts warehouse.

⁴ The only exception is the Compact. As a municipal aggregator with funding sources that are exclusively customer-based, and non-investor owned, the Compact must include the costs of duplicate rebates in its budget for the 2019-2021 term. However, the impact to customers in this case is minimized by the fact that the amount of duplicate rebates identified by the Compact’s investigation was limited to only six invoices, totaling \$22,000 for the term.

⁵ For further information concerning the upstream lighting program, and the investigation of noncompliant activity discussed herein, the PAs refer the Hearing Officer to their Response to the Department of Public Utilities’ Common Information Request 9-11 in D.P.U. 21-120 through D.P.U. 21-129, which the PAs submitted to the Department on November 30, 2021.

The manufacturer, however, failed to request or otherwise ensure that the retailers provide adequate supporting documentation for their claimed sales to end-use consumers so as to ensure that only such sales made within program parameters were credited with incentives. Further, given store and warehouse capacity of these two retailers' stores, the manufacturer should have known that a certain portion of the products shipped to or picked up by these retailers possibly were sold outside of the program parameters, in the form of internet sales or otherwise. It was not established whether the manufacturer or retailers knowingly diverted product in violation of program requirements.

3. Remedial and Preventive Measures Implemented to Reduce Risk of Recurrence

The PAs took several remedial actions, including but not limited to removing the manufacturer from the program, refusing to pay any of the manufacturer's open invoices for sales of those two retailers, and refusing to pay any of that manufacturer's claimed un-invoiced amounts for products distributed to those retailers. The PAs are not claiming any savings for products for which they refused to pay incentives.

The PAs also implemented certain additional controls designed to enhance residential upstream lighting operations. These controls included, without limitation, issuing revised contract documents (referred to as Memoranda of Understanding or "MOUs") providing for enhanced audit rights and other increased controls, and improving validation measures to be taken by vendors before invoicing. Additionally, the PAs performed an analysis to determine the likely capacities of participating retailers to sell energy efficiency lighting products within program parameters. Based on those sales-capacity figures, the PAs set caps on the incentives payable on account of sales claimed by these retailers.

Effective December 31, 2021, the PAs ended the residential upstream lighting offering. The PAs did so because the offering had met its objective of transforming the lighting market by making energy efficient lighting products more easily available and less expensive for consumers.

II. Individual PA Issues

Delayed Receipt of Invoices – National Grid

The PAs are aware that National Grid has determined through internal investigation that "out-of-period" invoicing occurred within the Rhode Island energy efficiency program between 2012 and 2020. The matter is currently the subject of a docket initiated by the Rhode Island Public Utilities Commission, in R.I.P.U.C. Docket No. 22-05-EE.

The Compact became aware of this matter upon issuance of the Attorney General Office's oversight questions to the investor-owned utility Program Administrators on July 7, 2022. The Attorney General did not issue such questions to the Compact. The Compact is a municipal aggregator and not an investor-owned utility and therefore does not collect performance incentives

associated with its administration of three-year energy efficiency plans. For these reasons, the Compact is not currently investigating its internal invoicing processes. To note, as a joint powers entity organized pursuant to G.L. c. 40, §4A 1/2, the Compact maintains certain internal controls as required by law. The Compact must employ both a Treasurer and a Business Officer, each with independent roles and responsibilities. The Business Officer has the duties of an accountant or auditor pursuant to municipal finance law, G.L. c. 44, §§ 52, 56. The Compact must also undertake an annual independent audit of its accounts and records, including its energy efficiency revenues and expenditures. As part of the audit, the auditor will randomly select energy efficiency invoices and supporting documentation for review.

In addition, while the Compact continues to participate in the statewide quality assurance and evaluation and verification activities described in Exhibit CLC, the Compact has no other pending internal investigations related to the Mass Save Program.

APPENDIX CLC-1

CAPE LIGHT COMPACT TOWN ACTIVITY REPORTS

The following are the 2021 Town Activity Reports for the Compact. The 2019 and 2020 Town Activity Reports are provided in the Compact's 2019 Plan-Year Report and 2020 Plan-Year Report, respectively.

Energy Efficiency Program Activity by Town

Cape Light Compact JPE
D.P.U. 22-116
2019-2021 Energy Efficiency Term Report
August 1, 2022
Appendix CLC-1
Page 2 of 23

Town Name: All
Program Period: 2021
Current Dates: 12/1/2021 - 12/31/2021
Cumulative Dates: 1/1/2021 - 12/31/2021

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	111,157.35	\$94,571.14	70	887,111.09	\$673,971.89	403	\$0.00	0.00%
A2a - Residential Coordinated Delivery	65,699.20	\$54,908.16	174	7,518,818.60	\$12,360,817.23	7,602	\$12,899,785.28	95.82%
A2b - Residential Conservation Services (RCS)	0.00	\$46,517.19	200	0.00	\$1,231,019.58	6,636	\$1,749,470.60	70.37%
A2c - Residential Retail	3,532.66	\$397,874.42	415	12,344,825.24	\$5,665,051.95	7,603	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$387,763.43	172	0.00	\$2,967,559.48	1,903	\$0.00	0.00%
Res Subtotal	180,389.21	\$981,634.34	1,031.00	20,750,754.93	\$22,898,420.13	24,147	\$14,649,255.88	
Res % of Total	5.04%	34.35%	64.64%	53.87%	67.56%	84.11%	55.83%	
B1a - Income Eligible Coordinated Delivery	98,865.40	\$748,173.80	339	1,252,546.89	\$3,091,529.52	3,200	\$4,881,533.60	63.33%
IE Subtotal	98,865.40	\$748,173.80	339.00	1,252,546.89	\$3,091,529.52	3,200	\$4,881,533.60	
IE % of Total	2.76%	26.18%	21.25%	3.25%	9.12%	11.15%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$17,840.75	3	731,107.56	\$132,594.64	14	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	38,295.00	\$33,896.75	3	52,116.00	\$59,193.25	13	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	1,336,437.75	\$708,984.38	41	7,358,756.55	\$5,753,409.51	575	\$6,706,246.84	85.79%
C2a - C&I Existing Building Retrofit - Municipal	188,097.62	\$135,980.61	10	997,576.33	\$949,749.41	125	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	1,734,292.31	\$231,489.82	168	7,377,534.67	\$1,009,711.64	634	\$0.00	0.00%
C&I Subtotal	3,297,122.68	\$1,128,192.31	225.00	16,517,091.11	\$7,904,658.45	1,361	\$6,706,246.84	
C&I % of Total	92.19%	39.47%	14.11%	42.88%	23.32%	4.74%	25.56%	
Total	3,576,377.29	\$2,858,000.45	1,595	38,520,392.93	\$33,894,608.10	28,708	\$26,237,036.32	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: AQUINNAH
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 3 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$0.00	0	6,054.00	\$18,948.03	6	\$16,769.72	112.99%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$761.00	4	\$2,274.31	33.46%
A2c - Residential Retail	0.00	\$2,004.25	1	-3,435.70	\$8,688.75	12	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$2,371.66	1	0.00	\$5,228.47	2	\$0.00	0.00%
Res Subtotal	0.00	\$4,375.91	2.00	2,618.30	\$33,626.25	24	\$19,044.03	
Res % of Total	0.00%	100.00%	100.00%	37.43%	88.70%	80.00%	55.83%	
B1a - Income Eligible Coordinated Delivery	0.00	\$0.00	0	1,759.00	\$2,056.72	1	\$6,345.99	32.41%
IE Subtotal	0.00	\$0.00	0.00	1,759.00	\$2,056.72	1	\$6,345.99	
IE % of Total	0.00%	0.00%	0.00%	25.15%	5.43%	3.33%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	\$0.00	0	2,578.20	\$2,213.50	2	\$8,718.12	25.39%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	39.00	\$13.05	3	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C&I Subtotal	0.00	\$0.00	0.00	2,617.20	\$2,226.55	5	\$8,718.12	
C&I % of Total	0.00%	0.00%	0.00%	37.42%	5.87%	16.67%	25.56%	
Total	0.00	\$4,375.91	2	6,994.50	\$37,909.52	30	\$34,108.15	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: BARNSTABLE
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 4 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	1,728.62	\$241.07	2	94,923.08	\$63,619.36	24	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$324.85	3	974,718.00	\$1,635,007.95	1,099	\$2,509,008.24	65.17%
A2b - Residential Conservation Services (RCS)	0.00	\$5,208.61	23	0.00	\$158,632.60	928	\$340,272.03	46.62%
A2c - Residential Retail	37,553.96	\$36,921.50	58	3,712,899.94	\$687,775.66	1,248	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$59,831.88	28	0.00	\$480,214.92	313	\$0.00	0.00%
Res Subtotal	39,282.58	\$102,527.91	114.00	4,782,541.02	\$3,025,250.49	3,612	\$2,849,280.27	
Res % of Total	4.97%	31.89%	53.27%	56.48%	65.85%	87.82%	55.83%	
B1a - Income Eligible Coordinated Delivery	28,905.12	\$73,921.31	70	145,218.93	\$334,098.66	267	\$949,458.29	35.19%
IE Subtotal	28,905.12	\$73,921.31	70.00	145,218.93	\$334,098.66	267	\$949,458.29	
IE % of Total	3.65%	22.99%	32.71%	1.72%	7.27%	6.49%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$16,846.75	1	596,063.56	\$92,936.39	4	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	492,223.00	\$91,250.00	2	1,422,040.06	\$890,425.99	79	\$1,304,365.01	68.27%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	31,101.48	\$51,436.98	33	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	230,632.66	\$36,968.07	27	1,490,575.84	\$200,055.63	118	\$0.00	0.00%
C&I Subtotal	722,855.66	\$145,064.82	30.00	3,539,780.94	\$1,234,854.99	234	\$1,304,365.01	
C&I % of Total	91.38%	45.12%	14.02%	41.80%	26.88%	5.69%	25.56%	
Total	791,043.36	\$321,514.04	214	8,467,540.90	\$4,594,204.14	4,113	\$5,103,103.56	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: BOURNE
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 5 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$0.00	0	7,421.21	\$6,935.50	9	\$0.00	0.00%
A2a - Residential Coordinated Delivery	389.00	\$1,133.55	10	398,000.50	\$636,236.14	430	\$1,096,481.75	58.03%
A2b - Residential Conservation Services (RCS)	0.00	\$1,952.65	10	0.00	\$61,818.15	351	\$148,705.00	41.57%
A2c - Residential Retail	767.84	\$14,095.25	16	809,540.96	\$245,445.40	426	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$13,498.72	7	0.00	\$120,975.77	77	\$0.00	0.00%
Res Subtotal	1,156.84	\$30,680.17	43.00	1,214,962.67	\$1,071,410.96	1,293	\$1,245,186.75	
Res % of Total	0.46%	14.79%	55.13%	47.65%	56.99%	65.70%	55.83%	
B1a - Income Eligible Coordinated Delivery	5,013.80	\$82,507.16	8	100,539.34	\$258,958.99	544	\$414,930.36	62.41%
IE Subtotal	5,013.80	\$82,507.16	8.00	100,539.34	\$258,958.99	544	\$414,930.36	
IE % of Total	1.99%	39.79%	10.26%	3.94%	13.77%	27.64%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	70,588.70	\$58,373.30	2	520,844.25	\$422,665.17	58	\$570,030.98	74.15%
C2a - C&I Existing Building Retrofit - Municipal	6,146.40	\$7,701.70	1	6,146.40	\$18,701.70	17	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	169,352.02	\$28,116.68	24	707,222.45	\$108,301.20	56	\$0.00	0.00%
C&I Subtotal	246,087.12	\$94,191.68	27.00	1,234,213.10	\$549,668.07	131	\$570,030.98	
C&I % of Total	97.55%	45.42%	34.62%	48.41%	29.24%	6.66%	25.56%	
Total	252,257.76	\$207,379.01	78	2,549,715.11	\$1,880,038.02	1,968	\$2,230,148.09	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: BREWSTER
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 6 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$0.00	0	9,350.34	\$10,305.94	13	\$0.00	0.00%
A2a - Residential Coordinated Delivery	8,770.20	\$3,505.70	23	353,012.90	\$567,240.70	357	\$545,660.92	103.95%
A2b - Residential Conservation Services (RCS)	0.00	\$2,917.97	13	0.00	\$64,576.79	318	\$74,002.61	87.26%
A2c - Residential Retail	2,809.70	\$12,985.75	14	405,073.74	\$375,021.78	383	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$15,913.91	5	0.00	\$137,658.85	94	\$0.00	0.00%
Res Subtotal	11,579.90	\$35,323.33	55.00	767,436.98	\$1,154,804.06	1,165	\$619,663.52	
Res % of Total	4.09%	25.33%	49.11%	33.66%	70.38%	84.97%	55.83%	
B1a - Income Eligible Coordinated Delivery	9,146.70	\$13,440.75	51	85,438.54	\$76,127.83	165	\$206,488.87	36.87%
IE Subtotal	9,146.70	\$13,440.75	51.00	85,438.54	\$76,127.83	165	\$206,488.87	
IE % of Total	3.23%	9.64%	45.54%	3.75%	4.64%	12.04%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	45,174.00	\$72,040.92	3	151,630.58	\$201,917.91	22	\$283,674.24	71.18%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	113,813.36	\$108,801.98	5	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	217,139.51	\$18,645.00	3	1,161,962.08	\$99,170.00	14	\$0.00	0.00%
C&I Subtotal	262,313.51	\$90,685.92	6.00	1,427,406.02	\$409,889.89	41	\$283,674.24	
C&I % of Total	92.68%	65.03%	5.36%	62.60%	24.98%	2.99%	25.56%	
Total	283,040.11	\$139,450.00	112	2,280,281.54	\$1,640,821.78	1,371	\$1,109,826.64	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: CHATHAM
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 7 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	6,220.19	\$1,969.03	1	44,277.28	\$22,391.82	18	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$302.80	2	277,447.60	\$469,395.13	272	\$340,554.33	137.83%
A2b - Residential Conservation Services (RCS)	0.00	\$4,409.78	16	0.00	\$50,094.10	261	\$46,186.02	108.46%
A2c - Residential Retail	-566.60	\$15,299.00	16	641,763.08	\$180,676.39	265	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$11,306.13	5	0.00	\$102,834.66	59	\$0.00	0.00%
Res Subtotal	5,653.59	\$33,286.74	40.00	963,487.96	\$825,392.10	875	\$386,740.36	
Res % of Total	3.39%	30.44%	78.43%	57.78%	73.38%	88.74%	55.83%	
B1a - Income Eligible Coordinated Delivery	2,256.60	\$7,702.23	3	14,806.57	\$30,339.04	62	\$128,872.49	23.54%
IE Subtotal	2,256.60	\$7,702.23	3.00	14,806.57	\$30,339.04	62	\$128,872.49	
IE % of Total	1.35%	7.04%	5.88%	0.89%	2.70%	6.29%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	6,329.00	\$6,491.25	1	171,146.88	\$156,737.15	27	\$177,044.92	88.53%
C2a - C&I Existing Building Retrofit - Municipal	105,966.96	\$55,751.41	4	143,825.96	\$75,781.41	6	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	46,409.29	\$6,108.00	3	374,135.37	\$36,500.31	16	\$0.00	0.00%
C&I Subtotal	158,705.25	\$68,350.66	8.00	689,108.21	\$269,018.87	49	\$177,044.92	
C&I % of Total	95.25%	62.51%	15.69%	41.33%	23.92%	4.97%	25.56%	
Total	166,615.44	\$109,339.63	51	1,667,402.75	\$1,124,750.01	986	\$692,657.76	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: CHILMARK
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 8 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$367.50	1	33,654.28	\$14,673.00	4	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$0.00	0	36,902.30	\$29,297.06	32	\$47,729.21	61.38%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$8,783.00	35	\$6,473.04	135.69%
A2c - Residential Retail	197.00	\$154.25	1	-93,013.30	\$81,082.00	31	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$0.00	0	0.00	\$4,012.91	2	\$0.00	0.00%
Res Subtotal	197.00	\$521.75	2.00	-22,456.72	\$137,847.97	104	\$54,202.25	
Res % of Total	100.00%	100.00%	100.00%	-28.25%	66.75%	92.04%	55.83%	
B1a - Income Eligible Coordinated Delivery	0.00	\$0.00	0	0.00	\$0.00	0	\$18,061.67	0.00%
IE Subtotal	0.00	\$0.00	0.00	0.00	\$0.00	0	\$18,061.67	
IE % of Total	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	\$0.00	0	92,488.74	\$62,189.43	8	\$24,813.11	250.63%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	0.00	\$0.00	0	9,450.20	\$6,462.50	1	\$0.00	0.00%
C&I Subtotal	0.00	\$0.00	0.00	101,938.94	\$68,651.93	9	\$24,813.11	
C&I % of Total	0.00%	0.00%	0.00%	128.25%	33.25%	7.96%	25.56%	
Total	197.00	\$521.75	2	79,482.21	\$206,499.90	113	\$97,077.03	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: DENNIS
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 9 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	12,960.20	\$8,912.18	11	48,747.85	\$31,168.29	40	\$0.00	0.00%
A2a - Residential Coordinated Delivery	10,726.00	\$5,969.94	5	875,537.70	\$1,436,758.26	783	\$788,176.88	182.29%
A2b - Residential Conservation Services (RCS)	0.00	\$8,269.08	34	0.00	\$123,742.56	685	\$106,892.65	115.76%
A2c - Residential Retail	-637.70	\$18,058.25	31	1,345,405.80	\$375,718.37	607	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$39,404.29	17	0.00	\$274,573.59	189	\$0.00	0.00%
Res Subtotal	23,048.50	\$80,613.74	98.00	2,269,691.35	\$2,241,961.07	2,304	\$895,069.53	
Res % of Total	7.13%	49.48%	53.26%	70.08%	76.27%	74.83%	55.83%	
B1a - Income Eligible Coordinated Delivery	13,775.50	\$39,597.66	73	211,544.64	\$347,948.07	681	\$298,261.70	116.66%
IE Subtotal	13,775.50	\$39,597.66	73.00	211,544.64	\$347,948.07	681	\$298,261.70	
IE % of Total	4.26%	24.30%	39.67%	6.53%	11.84%	22.12%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$481.50	1	0.00	\$481.50	1	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	28,409.00	\$6,561.25	1	42,230.00	\$15,372.25	4	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	15,164.85	\$16,024.91	3	265,129.53	\$249,496.77	55	\$409,751.68	60.89%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	6,047.60	\$4,901.44	1	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	242,696.06	\$19,646.51	8	444,127.30	\$79,347.83	33	\$0.00	0.00%
C&I Subtotal	286,269.91	\$42,714.17	13.00	757,534.43	\$349,599.79	94	\$409,751.68	
C&I % of Total	88.60%	26.22%	7.07%	23.39%	11.89%	3.05%	25.56%	
Total	323,093.91	\$162,925.57	184	3,238,770.41	\$2,939,508.93	3,079	\$1,603,082.92	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: EASTHAM
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 10 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	8,590.97	\$6,054.98	2	11,809.48	\$7,132.39	6	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$133.85	1	313,355.60	\$517,970.98	313	\$274,765.43	188.51%
A2b - Residential Conservation Services (RCS)	0.00	\$1,161.16	7	0.00	\$57,444.66	309	\$37,263.72	154.16%
A2c - Residential Retail	152.90	\$18,167.92	15	215,300.74	\$215,894.96	303	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$22,341.24	9	0.00	\$139,692.48	73	\$0.00	0.00%
Res Subtotal	8,743.87	\$47,859.15	34.00	540,465.82	\$938,135.47	1,004	\$312,029.15	
Res % of Total	83.68%	92.62%	89.47%	69.86%	79.45%	94.63%	55.83%	
B1a - Income Eligible Coordinated Delivery	1,705.30	\$3,813.81	4	17,260.40	\$50,788.25	22	\$103,976.67	48.85%
IE Subtotal	1,705.30	\$3,813.81	4.00	17,260.40	\$50,788.25	22	\$103,976.67	
IE % of Total	16.32%	7.38%	10.53%	2.23%	4.30%	2.07%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$321.00	1	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	\$0.00	0	172,568.87	\$145,289.49	13	\$142,843.06	101.71%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	13,605.38	\$20,206.42	11	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	0.00	\$0.00	0	29,694.57	\$26,094.48	10	\$0.00	0.00%
C&I Subtotal	0.00	\$0.00	0.00	215,868.82	\$191,911.39	35	\$142,843.06	
C&I % of Total	0.00%	0.00%	0.00%	27.90%	16.25%	3.30%	25.56%	
Total	10,449.17	\$51,672.96	38	773,595.04	\$1,180,835.11	1,061	\$558,848.87	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: EDGARTOWN
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 11 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	1,814.35	\$2,448.00	1	3,565.24	\$14,801.50	4	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$0.00	0	219,870.90	\$313,497.11	147	\$227,036.22	138.08%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$24,685.50	136	\$30,790.68	80.17%
A2c - Residential Retail	-17,541.00	\$24,639.75	10	127,145.54	\$249,851.20	139	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$3,942.91	1	0.00	\$67,718.78	36	\$0.00	0.00%
Res Subtotal	-15,726.65	\$31,030.66	12.00	350,581.68	\$670,554.09	462	\$257,826.90	
Res % of Total	-23.48%	74.76%	66.67%	58.23%	80.83%	83.70%	55.83%	
B1a - Income Eligible Coordinated Delivery	828.00	\$1,075.24	2	29,999.00	\$84,163.13	63	\$85,914.99	97.96%
IE Subtotal	828.00	\$1,075.24	2.00	29,999.00	\$84,163.13	63	\$85,914.99	
IE % of Total	1.24%	2.59%	11.11%	4.98%	10.14%	11.41%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$107.00	1	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	\$0.00	0	19,076.00	\$17,557.16	5	\$118,029.94	14.88%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	45,691.00	\$35,099.99	3	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	81,879.82	\$9,400.00	4	156,722.36	\$22,126.27	18	\$0.00	0.00%
C&I Subtotal	81,879.82	\$9,400.00	4.00	221,489.36	\$74,890.42	27	\$118,029.94	
C&I % of Total	122.24%	22.65%	22.22%	36.79%	9.03%	4.89%	25.56%	
Total	66,981.17	\$41,505.90	18	602,070.04	\$829,607.64	552	\$461,771.84	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: FALMOUTH
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 12 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	15,102.64	\$10,643.48	12	146,975.03	\$100,912.90	74	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$908.40	6	858,507.40	\$1,315,538.70	882	\$1,750,500.86	75.15%
A2b - Residential Conservation Services (RCS)	0.00	\$3,920.47	18	0.00	\$142,672.46	768	\$237,403.16	60.10%
A2c - Residential Retail	17,473.04	\$56,060.25	63	2,384,031.78	\$677,171.33	984	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$35,700.40	20	0.00	\$380,654.08	240	\$0.00	0.00%
Res Subtotal	32,575.68	\$107,233.00	119.00	3,389,514.21	\$2,616,949.47	2,948	\$1,987,904.02	
Res % of Total	5.95%	22.48%	60.10%	53.65%	59.20%	81.78%	55.83%	
B1a - Income Eligible Coordinated Delivery	33,915.98	\$112,726.65	40	146,973.20	\$342,342.62	472	\$662,424.11	51.68%
IE Subtotal	33,915.98	\$112,726.65	40.00	146,973.20	\$342,342.62	472	\$662,424.11	
IE % of Total	6.20%	23.64%	20.20%	2.33%	7.74%	13.09%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$5,466.25	3	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	306,125.46	\$226,775.99	9	1,605,522.86	\$1,121,692.88	56	\$910,037.70	123.26%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	201,795.33	\$202,161.53	13	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	174,806.92	\$30,196.21	30	974,354.64	\$132,207.12	113	\$0.00	0.00%
C&I Subtotal	480,932.38	\$256,972.20	39.00	2,781,672.84	\$1,461,527.78	185	\$910,037.70	
C&I % of Total	87.85%	53.88%	19.70%	44.03%	33.06%	5.13%	25.56%	
Total	547,424.04	\$476,931.85	198	6,318,160.24	\$4,420,819.87	3,605	\$3,560,365.83	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: HARWICH
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 13 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	4,589.53	\$3,508.69	6	27,557.27	\$16,792.59	24	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$2,027.15	8	443,673.00	\$814,951.98	482	\$679,818.68	119.88%
A2b - Residential Conservation Services (RCS)	0.00	\$5,028.61	21	0.00	\$84,308.09	443	\$92,197.10	91.44%
A2c - Residential Retail	14,313.60	\$24,766.00	24	348,541.40	\$226,813.70	454	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$30,004.02	11	0.00	\$208,937.88	129	\$0.00	0.00%
Res Subtotal	18,903.13	\$65,334.47	70.00	819,771.67	\$1,351,804.24	1,532	\$772,015.78	
Res % of Total	21.41%	47.19%	76.09%	58.23%	74.02%	92.79%	55.83%	
B1a - Income Eligible Coordinated Delivery	8,503.10	\$31,856.32	14	64,819.30	\$139,164.43	60	\$257,256.82	54.10%
IE Subtotal	8,503.10	\$31,856.32	14.00	64,819.30	\$139,164.43	60	\$257,256.82	
IE % of Total	9.63%	23.01%	15.22%	4.60%	7.62%	3.63%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	6,541.60	\$6,206.29	1	183,804.28	\$191,672.66	29	\$353,419.21	54.23%
C2a - C&I Existing Building Retrofit - Municipal	35,291.06	\$30,518.14	1	119,902.76	\$111,423.83	7	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	19,049.98	\$4,522.35	6	219,615.78	\$32,183.53	23	\$0.00	0.00%
C&I Subtotal	60,882.64	\$41,246.78	8.00	523,322.83	\$335,280.02	59	\$353,419.21	
C&I % of Total	68.96%	29.79%	8.70%	37.17%	18.36%	3.57%	25.56%	
Total	88,288.87	\$138,437.57	92	1,407,913.80	\$1,826,248.69	1,651	\$1,382,691.81	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: MASHPEE
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 14 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	9,102.40	\$4,481.59	9	142,814.21	\$72,167.36	85	\$0.00	0.00%
A2a - Residential Coordinated Delivery	44,800.00	\$31,662.88	88	692,322.10	\$1,162,438.69	573	\$777,857.05	149.44%
A2b - Residential Conservation Services (RCS)	0.00	\$2,196.81	9	0.00	\$49,377.14	306	\$105,493.08	46.81%
A2c - Residential Retail	13,766.70	\$12,648.75	21	365,163.82	\$173,500.78	406	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$12,749.53	8	0.00	\$194,945.05	140	\$0.00	0.00%
Res Subtotal	67,669.10	\$63,739.56	135.00	1,200,300.13	\$1,652,429.02	1,510	\$883,350.13	
Res % of Total	29.91%	55.49%	86.54%	66.90%	78.42%	85.17%	55.83%	
B1a - Income Eligible Coordinated Delivery	3,276.40	\$5,046.21	8	167,620.90	\$233,572.19	210	\$294,356.48	79.35%
IE Subtotal	3,276.40	\$5,046.21	8.00	167,620.90	\$233,572.19	210	\$294,356.48	
IE % of Total	1.45%	4.39%	5.13%	9.34%	11.09%	11.84%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$512.50	1	0.00	\$822.50	1	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$2,798.50	1	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	110,025.60	\$16,775.00	2	287,701.16	\$178,573.86	19	\$404,386.68	44.16%
C2a - C&I Existing Building Retrofit - Municipal	25,449.00	\$25,448.90	1	25,449.00	\$25,448.90	1	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	19,845.77	\$3,344.00	9	113,030.35	\$13,385.51	31	\$0.00	0.00%
C&I Subtotal	155,320.37	\$46,080.40	13.00	426,180.51	\$221,029.27	53	\$404,386.68	
C&I % of Total	68.65%	40.12%	8.33%	23.75%	10.49%	2.99%	25.56%	
Total	226,265.87	\$114,866.17	156	1,794,101.53	\$2,107,030.48	1,773	\$1,582,093.29	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: OAK BLUFFS
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 15 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$367.50	1	10,483.01	\$10,555.00	3	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$39.60	1	144,078.00	\$162,652.60	133	\$251,545.81	64.66%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$25,260.50	135	\$34,114.68	74.05%
A2c - Residential Retail	-23,054.50	\$12,726.50	6	-10,386.76	\$149,577.75	90	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$7,198.24	2	0.00	\$44,196.61	24	\$0.00	0.00%
Res Subtotal	-23,054.50	\$20,331.84	10.00	144,174.25	\$392,242.46	385	\$285,660.49	
Res % of Total	85.48%	12.78%	50.00%	17.65%	33.18%	77.00%	55.83%	
B1a - Income Eligible Coordinated Delivery	-7,139.00	\$135,205.00	7	52,254.55	\$217,810.27	88	\$95,189.91	228.82%
IE Subtotal	-7,139.00	\$135,205.00	7.00	52,254.55	\$217,810.27	88	\$95,189.91	
IE % of Total	26.47%	85.00%	35.00%	6.40%	18.43%	17.60%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$448.75	1	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	1,977.20	\$3,056.00	1	468,057.50	\$450,029.70	13	\$130,771.81	344.13%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	141,538.02	\$118,560.03	5	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	1,245.42	\$475.00	2	10,727.46	\$2,985.00	8	\$0.00	0.00%
C&I Subtotal	3,222.62	\$3,531.00	3.00	620,322.98	\$572,023.48	27	\$130,771.81	
C&I % of Total	-11.95%	2.22%	15.00%	75.95%	48.39%	5.40%	25.56%	
Total	-26,970.88	\$159,067.84	20	816,751.78	\$1,182,076.21	500	\$511,622.21	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: ORLEANS
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 16 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	334.50	\$251.50	2	77,420.33	\$61,337.72	17	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$39.60	1	223,207.40	\$422,363.22	236	\$326,364.57	129.41%
A2b - Residential Conservation Services (RCS)	0.00	\$1,154.99	5	0.00	\$48,192.99	241	\$44,261.61	108.88%
A2c - Residential Retail	-1,229.70	\$17,715.00	16	182,810.76	\$251,102.17	273	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$15,627.62	6	0.00	\$99,527.29	40	\$0.00	0.00%
Res Subtotal	-895.20	\$34,788.71	30.00	483,438.49	\$882,523.39	807	\$370,626.17	
Res % of Total	-1.10%	51.27%	76.92%	53.54%	81.79%	84.24%	55.83%	
B1a - Income Eligible Coordinated Delivery	3,872.30	\$9,421.12	5	97,125.20	\$49,807.53	104	\$123,502.80	40.33%
IE Subtotal	3,872.30	\$9,421.12	5.00	97,125.20	\$49,807.53	104	\$123,502.80	
IE % of Total	4.76%	13.88%	12.82%	10.76%	4.62%	10.86%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$1,488.50	1	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	65,873.40	\$21,820.50	2	192,515.26	\$121,451.53	24	\$169,668.05	71.58%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	3,468.68	\$2,411.30	2	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	12,439.62	\$1,830.00	2	126,374.27	\$21,385.19	20	\$0.00	0.00%
C&I Subtotal	78,313.02	\$23,650.50	4.00	322,358.21	\$146,736.52	47	\$169,668.05	
C&I % of Total	96.34%	34.85%	10.26%	35.70%	13.60%	4.91%	25.56%	
Total	81,290.12	\$67,860.33	39	902,921.91	\$1,079,067.44	958	\$663,797.02	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: PROVNC TOWN
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 17 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	24,586.42	\$25,031.58	8	41,604.56	\$46,554.42	13	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$0.00	0	43,213.30	\$104,134.81	80	\$163,827.27	63.56%
A2b - Residential Conservation Services (RCS)	0.00	\$90.00	1	0.00	\$19,144.00	93	\$22,218.28	86.16%
A2c - Residential Retail	-27,145.00	\$23,335.75	17	36,223.62	\$290,425.21	181	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$5,807.90	3	0.00	\$21,294.62	15	\$0.00	0.00%
Res Subtotal	-2,558.58	\$54,265.23	29.00	121,041.48	\$481,553.06	382	\$186,045.55	
Res % of Total	-4.12%	43.87%	59.18%	37.88%	45.83%	81.45%	55.83%	
B1a - Income Eligible Coordinated Delivery	-6,252.80	\$54,812.44	14	-22,688.68	\$450,021.29	45	\$61,995.48	725.89%
IE Subtotal	-6,252.80	\$54,812.44	14.00	-22,688.68	\$450,021.29	45	\$61,995.48	
IE % of Total	-10.07%	44.31%	28.57%	-7.10%	42.83%	9.59%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	1,684.80	\$1,432.28	2	66,584.42	\$56,621.19	19	\$85,169.33	66.48%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	37,358.36	\$36,225.00	3	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	69,232.00	\$13,198.00	4	117,206.95	\$26,302.40	20	\$0.00	0.00%
C&I Subtotal	70,916.80	\$14,630.28	6.00	221,149.73	\$119,148.59	42	\$85,169.33	
C&I % of Total	114.19%	11.83%	12.24%	69.22%	11.34%	8.96%	25.56%	
Total	62,105.42	\$123,707.95	49	319,502.53	\$1,050,722.94	469	\$333,210.36	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: SANDWICH
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 18 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	12,724.90	\$13,221.55	5	48,703.96	\$42,484.90	20	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$1,816.80	12	501,243.70	\$813,329.04	509	\$1,148,080.89	70.84%
A2b - Residential Conservation Services (RCS)	0.00	\$5,669.44	24	0.00	\$95,770.43	463	\$155,702.88	61.51%
A2c - Residential Retail	9,894.54	\$25,920.00	28	435,606.00	\$394,169.69	569	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$38,287.86	16	0.00	\$219,586.47	154	\$0.00	0.00%
Res Subtotal	22,619.44	\$84,915.65	85.00	985,553.66	\$1,565,340.53	1,715	\$1,303,783.77	
Res % of Total	5.98%	31.69%	69.11%	43.68%	63.50%	83.41%	55.83%	
B1a - Income Eligible Coordinated Delivery	5,266.30	\$15,408.42	16	41,774.90	\$111,409.15	234	\$434,456.49	25.64%
IE Subtotal	5,266.30	\$15,408.42	16.00	41,774.90	\$111,409.15	234	\$434,456.49	
IE % of Total	1.39%	5.75%	13.01%	1.85%	4.52%	11.38%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$3,474.50	1	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	186,396.36	\$150,870.16	3	810,327.24	\$723,514.44	59	\$596,855.97	121.22%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	3,030.30	\$6,526.08	1	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	163,909.84	\$16,785.00	19	415,789.30	\$54,891.77	46	\$0.00	0.00%
C&I Subtotal	350,306.20	\$167,655.16	22.00	1,229,146.84	\$788,406.79	107	\$596,855.97	
C&I % of Total	92.63%	62.56%	17.89%	54.47%	31.98%	5.20%	25.56%	
Total	378,191.94	\$267,979.23	123	2,256,475.40	\$2,465,156.47	2,056	\$2,335,096.23	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: TISBURY
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 19 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	7,880.99	\$7,216.49	4	52,912.52	\$49,501.99	13	\$0.00	0.00%
A2a - Residential Coordinated Delivery	-43.00	\$859.25	1	90,481.50	\$163,959.27	99	\$219,296.35	74.77%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$22,951.50	113	\$29,741.00	77.17%
A2c - Residential Retail	6,029.20	\$7,818.25	6	143,574.80	\$146,039.85	83	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$2,024.71	1	0.00	\$48,762.57	25	\$0.00	0.00%
Res Subtotal	13,867.19	\$17,918.70	12.00	286,968.82	\$431,215.18	333	\$249,037.35	
Res % of Total	16.69%	10.63%	52.17%	51.28%	63.39%	89.04%	55.83%	
B1a - Income Eligible Coordinated Delivery	-17,724.00	\$128,211.20	1	-13,836.00	\$132,884.79	8	\$82,986.07	160.13%
IE Subtotal	-17,724.00	\$128,211.20	1.00	-13,836.00	\$132,884.79	8	\$82,986.07	
IE % of Total	-21.34%	76.07%	4.35%	-2.47%	19.54%	2.14%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	43,892.00	\$19,138.00	2	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	11,548.21	\$13,179.44	2	94,022.45	\$76,172.60	9	\$114,006.20	66.81%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	75,375.01	\$9,245.00	8	148,543.56	\$20,795.00	22	\$0.00	0.00%
C&I Subtotal	86,923.22	\$22,424.44	10.00	286,458.01	\$116,105.60	33	\$114,006.20	
C&I % of Total	104.64%	13.30%	43.48%	51.19%	17.07%	8.82%	25.56%	
Total	83,066.41	\$168,554.34	23	559,590.83	\$680,205.57	374	\$446,029.62	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: TRURO
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 20 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$0.00	0	16,943.73	\$14,117.11	4	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$191.00	2	135,917.30	\$155,660.31	114	\$110,938.15	140.31%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$24,192.00	112	\$15,045.45	160.79%
A2c - Residential Retail	-12,089.80	\$19,429.75	12	-49,932.60	\$246,055.75	190	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$3,189.81	1	0.00	\$33,562.40	19	\$0.00	0.00%
Res Subtotal	-12,089.80	\$22,810.56	15.00	102,928.43	\$473,587.57	439	\$125,983.60	
Res % of Total	720.15%	71.40%	71.43%	32.44%	91.38%	94.82%	55.83%	
B1a - Income Eligible Coordinated Delivery	4,171.00	\$6,004.44	5	6,365.60	\$8,566.16	9	\$41,981.19	20.40%
IE Subtotal	4,171.00	\$6,004.44	5.00	6,365.60	\$8,566.16	9	\$41,981.19	
IE % of Total	-248.45%	18.80%	23.81%	2.01%	1.65%	1.94%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	6,240.00	\$3,132.00	1	15,617.94	\$14,429.86	7	\$57,673.72	25.02%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	0.00	\$5,625.00	1	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	0.00	\$0.00	0	192,388.85	\$16,048.90	7	\$0.00	0.00%
C&I Subtotal	6,240.00	\$3,132.00	1.00	208,006.79	\$36,103.76	15	\$57,673.72	
C&I % of Total	-371.69%	9.80%	4.76%	65.56%	6.97%	3.24%	25.56%	
Total	-1,678.80	\$31,947.00	21	317,300.82	\$518,257.49	463	\$225,638.51	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: WELLFLEET
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 21 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	253.21	\$2,700.00	1	12,847.57	\$36,907.21	9	\$0.00	0.00%
A2a - Residential Coordinated Delivery	558.00	\$4,376.64	2	178,538.40	\$296,613.51	201	\$152,217.47	194.86%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$40,036.33	209	\$20,643.75	193.94%
A2c - Residential Retail	-18,255.50	\$25,616.75	17	8,881.08	\$262,261.17	219	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$8,030.53	3	0.00	\$68,677.53	39	\$0.00	0.00%
Res Subtotal	-17,444.29	\$40,723.92	23.00	200,267.05	\$704,495.75	677	\$172,861.22	
Res % of Total	86.16%	77.32%	79.31%	60.22%	78.21%	92.61%	55.83%	
B1a - Income Eligible Coordinated Delivery	1,074.30	\$7,730.00	3	16,112.20	\$78,493.36	25	\$57,602.10	136.27%
IE Subtotal	1,074.30	\$7,730.00	3.00	16,112.20	\$78,493.36	25	\$57,602.10	
IE % of Total	-5.31%	14.68%	10.34%	4.84%	8.71%	3.42%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	-4,484.00	\$3,749.99	1	38,776.15	\$37,817.04	9	\$79,133.71	47.79%
C2a - C&I Existing Building Retrofit - Municipal	0.00	\$0.00	0	58,146.22	\$74,013.79	6	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	608.71	\$465.00	2	19,263.11	\$5,945.00	14	\$0.00	0.00%
C&I Subtotal	-3,875.29	\$4,214.99	3.00	116,185.49	\$117,775.83	29	\$79,133.71	
C&I % of Total	19.14%	8.00%	10.34%	34.94%	13.08%	3.97%	25.56%	
Total	-20,245.28	\$52,668.91	29	332,564.74	\$900,764.94	731	\$309,597.03	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: WEST TISBURY
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 22 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	5,268.43	\$7,156.00	4	49,510.50	\$48,093.89	17	\$0.00	0.00%
A2a - Residential Coordinated Delivery	0.00	\$0.00	0	56,519.50	\$96,387.40	48	\$152,217.47	63.32%
A2b - Residential Conservation Services (RCS)	0.00	\$0.00	0	0.00	\$13,856.50	64	\$20,643.75	67.12%
A2c - Residential Retail	-5,832.40	\$8,309.00	5	-54,555.72	\$87,454.91	71	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$2,320.01	1	0.00	\$36,431.30	19	\$0.00	0.00%
Res Subtotal	-563.97	\$17,785.01	10.00	51,474.28	\$282,224.00	219	\$172,861.22	
Res % of Total	-3.36%	56.35%	76.92%	69.05%	93.27%	96.05%	55.83%	
B1a - Income Eligible Coordinated Delivery	454.00	\$943.99	1	6,194.90	\$6,483.50	7	\$57,602.10	11.26%
IE Subtotal	454.00	\$943.99	1.00	6,194.90	\$6,483.50	7	\$57,602.10	
IE % of Total	2.71%	2.99%	7.69%	8.31%	2.14%	3.07%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	0.00	\$0.00	0	0.00	\$0.00	0	\$79,133.71	0.00%
C2a - C&I Existing Building Retrofit - Municipal	9,781.20	\$12,050.46	1	9,781.20	\$13,095.46	1	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	7,100.68	\$780.00	1	7,100.68	\$780.00	1	\$0.00	0.00%
C&I Subtotal	16,881.88	\$12,830.46	2.00	16,881.88	\$13,875.46	2	\$79,133.71	
C&I % of Total	100.66%	40.65%	15.38%	22.64%	4.59%	0.88%	25.56%	
Total	16,771.91	\$31,559.46	13	74,551.06	\$302,582.96	228	\$309,597.03	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

Energy Efficiency Program Activity by Town

Town Name: YARMOUTH
 Program Period: 2021
 Current Dates: 12/1/2021 - 12/31/2021
 Cumulative Dates: 1/1/2021 - 12/31/2021

Cape Light Compact JPE
 D.P.U. 22-116
 2019-2021 Energy Efficiency Term Report
 August 1, 2022
 Appendix CLC-1
 Page 23 of 23

Program Initiative	Current Period			Cumulative Period				
	Annual kWh Savings	Actual Expenditures	Participants	Annual kWh Savings	Actual Expenditures	Participants	Budget	Actual % of Budget
A1a - Residential New Homes & Renovations	0.00	\$0.00	0	5,589.65	\$3,519.00	6	\$0.00	0.00%
A2a - Residential Coordinated Delivery	499.00	\$1,616.15	9	696,217.50	\$1,228,436.34	806	\$1,320,938.01	93.00%
A2b - Residential Conservation Services (RCS)	0.00	\$4,537.62	19	0.00	\$114,719.28	662	\$179,145.79	64.04%
A2c - Residential Retail	6,926.38	\$21,202.50	38	1,394,186.26	\$340,325.13	669	\$0.00	0.00%
A2d - Residential Behavior	0.00	\$0.00	0	0.00	\$0.00	0	\$0.00	0.00%
A3i - Residential HEAT Loan	0.00	\$58,212.06	27	0.00	\$278,073.25	214	\$0.00	0.00%
Res Subtotal	7,425.38	\$85,568.33	93.00	2,095,993.41	\$1,965,073.00	2,357	\$1,500,083.80	
Res % of Total	2.99%	46.07%	69.92%	55.82%	67.12%	89.72%	55.83%	
B1a - Income Eligible Coordinated Delivery	7,816.80	\$18,749.85	14	83,264.40	\$136,493.54	133	\$499,869.04	27.31%
IE Subtotal	7,816.80	\$18,749.85	14.00	83,264.40	\$136,493.54	133	\$499,869.04	
IE % of Total	3.15%	10.09%	10.53%	2.22%	4.66%	5.06%	18.61%	
C1a - C&I New Buildings & Major Renovations	0.00	\$0.00	0	91,152.00	\$13,643.00	2	\$0.00	0.00%
C1a - C&I New Buildings & Major Renovations – Municipal	9,886.00	\$27,335.50	2	9,886.00	\$35,289.75	4	\$0.00	0.00%
C2a - C&I Existing Building Retrofit	15,029.56	\$17,806.35	6	778,324.16	\$632,941.18	62	\$686,719.68	92.17%
C2a - C&I Existing Building Retrofit - Municipal	5,463.00	\$4,510.00	2	36,836.26	\$39,315.52	6	\$0.00	0.00%
C2b - C&I New & Replacement Equipment	202,569.00	\$31,765.00	16	659,249.55	\$104,744.00	63	\$0.00	0.00%
C&I Subtotal	232,947.56	\$81,416.85	26.00	1,575,447.98	\$825,933.45	137	\$686,719.68	
C&I % of Total	93.86%	43.83%	19.55%	41.96%	28.21%	5.22%	25.56%	
Total	248,189.74	\$185,735.03	133	3,754,705.79	\$2,927,499.99	2,627	\$2,686,672.52	

*Costs include those costs that has been recorded through this period and are not necessarily representative of all activity through this month

**All information presented is preliminary and subject to change.

APPENDIX CLC-2

CAPE LIGHT COMPACT ENERGY EDUCATION OUTREACH ACTIVITIES

The Compact is committed to energy education outreach across Cape Cod and Martha's Vineyard. The Compact continues to support the community's efforts to develop a deeper and broader knowledge of energy efficiency technology and practices, moving towards an energy-literate society. As a result of the COVID-19 pandemic, the Compact, like all Program Administrators, had to change the manner in which our energy education efforts were delivered.

The Compact pivoted from offering mainly in-person, hands-on education to remote offerings. Starting in April, the Compact partnered with the National Energy Education Development Project ("NEED") to offer energy focused activities. The Compact and NEED developed weekly lesson plans focused on the topic of energy and were broken out by grade range. Each lesson plan included a short reading activity, a worksheet, and additional learning resources. The lessons were posted on the Compact website (<https://www.capelightcompact.org/parentteacherresources/>). The materials were shared with the Compact's teacher network, through social media, and through postings in the monthly newsletter. The lessons covered the following topics:

- Energy Sources
- Electricity and Electricity Generation
- Energy Conservation at Home
- Measuring Your Electric Consumption
- Lighting
- Appliances
- Heating and Cooling
- Solar
- Wind
- Geothermal
- Transportation
- Climate Science

In addition to the lesson plans, the Compact provided energy education materials to support our Cape Cod and Martha's Vineyard teachers as follows:

- 697 Energy House kits for students
- 2 Science of Energy kits for teachers
- 2 Energy Management Kits for teachers

- 118 Circuit set bags for students
- 320 Thermometers for student insulation experiments
- 400+ Students participated in the All School Solar Car Challenge

APPENDIX CLC-3 SHARED COSTS

Shared Costs and Consumer Advocacy Matters

The Compact routinely incurs costs that it shares between its energy efficiency activities and its non-energy efficiency activities (e.g., its municipal aggregation power supply program). These costs are allocated between the Compact’s energy efficiency and its operating budget. In D.P.U. 18-116, the Department placed new reporting requirements on the Compact for costs: (1) shared between its energy efficiency and operating budget, and (2) related to consumer advocacy matters (D.P.U. 18-116 at 142-143). Specifically, the Department requires that the Compact identify the allocation methods and resulting allocation factors used to assign shared costs to its energy efficiency and municipal aggregation programs, with a data table showing these allocations (*Id.* at 142). The Department also requires the Compact in its term report to compare planned allocations versus actual spent dollars and an explanation of any significant variance of greater than 10 percent (*Id.*). Finally, where the Compact classifies any consumer advocacy costs as energy-efficiency-related, the Compact must demonstrate that such activities have a direct energy-efficiency-related benefit (*Id.* 143).

Regulatory Background on the Compact’s Shared Costs

The Compact provided the Department with an explanation of its allocation methods and resulting allocation factors during the adjudication of D.P.U. 18-116. See *Cape Light Compact JPE*, D.P.U. 18-116, Exh. DPU-Compact 3-1. After the Compact’s Governing Board reviewed the Department’s Order in D.P.U. 18-116, the Governing Board elected to change the allocation factors in an effort to be more transparent and responsive to the concerns of the Department (e.g., some of the factors presented to the Department in Exh. DPU-Compact 3-1 were based on a policy decision of the Board). The Compact requested that the Department approve these new allocation factors as part of its 2020 energy efficiency surcharge (“EES”) proceeding, D.P.U. 19-136 and its 2021 EES proceeding, D.P.U. 20-122. The Compact desired to allocate costs for staff salaries, employee benefits, pension and other post-employment benefit liabilities based on employee time spent working on energy efficiency matters and employee time spent working on all other (e.g., municipal aggregation) matters. Further, the Compact desired to allocate costs for payroll services, custodial, utilities, office space, software licenses and internet fees based on staff’s salary allocations. In addition, in D.P.U. 20-122, the Compact clarified for the Department that its shared legal costs can be categorized depending on whether a cost is shared between the energy efficiency and municipal aggregation budgets and whether a cost relates to consumer advocacy. See D.P.U. 20-122, Exh. 1 at 14-15. The Department withheld the collection through the Compact’s 2020 and 2021 EES of certain shared costs resulting from the Compact’s requested allocation of shared costs pending further investigation. The issues were briefed in D.P.U. 19-136, but a Department order has yet to be issued in the proceeding.

In the interim, the Compact presented the Department with its proposal for shared cost allocations for the current 2022–2024 three-year plan term in D.P.U. 21-126. The Department determined that for those shared costs directly related to the number of employees and their hours worked (e.g., salary, payroll services), it is reasonable to allocate those shared costs based on employee time spent on energy efficiency versus municipal aggregation. *Cape Light Compact JPE*, D.P.U. 21-126 at 291 (2022). For software licenses, internet, rent, custodial, other utilities, auditor, treasury services, financial software, and insurance, the Department found that it was reasonable over the 2022–2024 three-year plan term for the Compact to allocate its shared costs based on employee time spent on energy efficiency versus municipal aggregation, using a six-year lookback of employee time spent on energy efficiency versus municipal aggregation for cost allocation purposes (*Id.* at 293). In addition, the Department determined that the Compact’s proposal to allocate shared legal costs based on (1) the subject matter of the legal service provided; or (2) the fixed percentage breakdown tied to staff salaries as described above where the legal matter is employee-related is reasonable (*Id.* at 294).

2021 Shared Costs

For shared costs, in its plan-year and term reports, the Department requires the Compact to provide a comparison of planned allocations versus actual spent dollars and an explanation of any variance greater than 10 percent (D.P.U. 18-116 at 142).

Based on the investigation in D.P.U. 19-136, which remains open, the Compact is providing shared costs allocated using the same allocation factors as used in the Compact’s 2019–2021 Three-Year Plan (referred to as the Department Allocation Factors).

The following tables provide, for each shared cost in 2019–2021, (1) the allocation factor methodology, (2) the allocation factors used for planning and reporting, and (3) the planned and actual allocated costs in dollars.

Table CLC-3.A. 2019–2021 allocation factor methodology

Shared Cost	Allocation Factor Methodology
Legal, Consumer Advocacy	Case-specific, based on Board Consumer Advocacy Allocation Worksheet
Legal, Other	Case-specific
Salary	Time spent on energy efficiency or operating activities
Software licenses	Same as salary (weighted average across staff based on time)
Payroll services	Same as salary (weighted average across staff based on time)
Internet	Same as salary (weighted average across staff based on time)
Rent	Same as salary (weighted average across staff based on time)
Custodial	Same as salary (weighted average across staff based on time)
Other Utilities	Same as salary (weighted average across staff based on time)
Auditor	Percentage each respective budget represents
Treasury services	Percentage each respective budget represents
Financial software	Percentage each respective budget represents
Insurance	Persons insured

Table CLC-3.B. 2019–2021 shared cost dollars and allocation factors

Shared Cost	2019-2021 Plan					Department Allocation Factors				
	Costs (\$)			Allocations (%)		Costs (\$)			Allocations (%)	
	EE	OP	Total	EE	OP	EE	OP	Total	EE	OP
2019	<i>Estimated costs, estimated allocations, legal not yet known</i>					<i>Actual costs, planned allocations, consumer advocacy to OP only</i>				
Legal, Consumer Advocacy	-	-	-	0%	0%	22,934	9,829	32,763	70%	30%
Legal, Other	-	-	-	0%	0%	-	-	-	0%	0%
Salary	2,136,810	143,155	2,279,965	94%	6%	2,266,779	151,862	2,418,641	94%	6%
Software licenses	-	-	-	94%	6%	5,955	399	6,354	94%	6%
Payroll services	-	-	-	94%	6%	2,309	155	2,463	94%	6%
Internet	8,500	2,833	11,333	75%	25%	14,309	4,770	19,079	75%	25%
Rent	67,500	22,500	90,000	75%	25%	67,500	22,500	90,000	75%	25%
Custodial	30,515	10,172	40,687	75%	25%	12,986	4,329	17,315	75%	25%
Other Utilities	75,750	25,250	101,000	75%	25%	21,117	7,039	28,156	75%	25%
Auditor	20,000	2,222	22,222	90%	10%	89,611	9,957	99,568	90%	10%
Treasury services	12,000	1,333	13,333	90%	10%	94,020	10,447	104,467	90%	10%
Financial software	1,000	111	1,111	90%	10%	64,780	7,198	71,978	90%	10%
Insurance	12,000	4,000	16,000	75%	25%	39,434	13,145	52,578	75%	25%
TOTAL	2,364,075	211,576	2,575,652	92%	8%	2,701,734	241,628	2,943,361	92%	8%

Cape Light Compact JPE
D.P.U. 22-116
2019–2021 Energy Efficiency Term Report
August 1, 2022
Appendix CLC-3
Page 4 of 28

Shared Cost	2019-2021 Plan					Department Allocation Factors				
	Costs (\$)			Allocations (%)		Costs (\$)			Allocations (%)	
	EE	OP	Total	EE	OP	EE	OP	Total	EE	OP
2020	<i>Estimated costs, estimated allocations, legal not yet known</i>					<i>Actual costs, planned allocations, consumer advocacy to OP only</i>				
Legal, Consumer Advocacy	-	-	-	0%	0%	2,947	1,292	4,239	70%	30%
Legal, Other	-	-	-	0%	0%	28,882	35,289	64,172	45%	55%
Salary	2,257,201	151,220	2,408,421	94%	6%	2,501,703	167,600	2,669,303	94%	6%
Software licenses	-	-	-	94%	6%	20,492	1,373	21,865	94%	6%
Payroll services	-	-	-	94%	6%	1,516	102	1,618	94%	6%
Internet	8,500	2,833	11,333	75%	25%	11,591	3,864	15,455	75%	25%
Rent	67,500	22,500	90,000	75%	25%	67,500	22,500	90,000	75%	25%
Custodial	30,515	10,172	40,687	75%	25%	21,006	7,002	28,008	75%	25%
Other Utilities	75,750	25,250	101,000	75%	25%	27,461	9,154	36,615	75%	25%
Auditor	20,000	2,222	22,222	90%	10%	60,421	6,713	67,134	90%	10%
Treasury services	12,000	1,333	13,333	90%	10%	13,669	1,519	15,188	90%	10%
Financial software	1,000	111	1,111	90%	10%	41,562	4,618	46,180	90%	10%
Insurance	12,000	4,000	16,000	75%	25%	41,191	13,730	54,921	75%	25%
TOTAL	2,484,466	219,642	2,704,108	92%	8%	2,839,942	274,756	3,114,698	91%	9%

Shared Cost	2019-2021 Plan					Department Allocation Factors				
	Costs (\$)			Allocations (%)		Costs (\$)			Allocations (%)	
	EE	OP	Total	EE	OP	EE	OP	Total	EE	OP
2021	<i>Estimated costs, estimated allocations, legal not yet known</i>					<i>Actual costs, planned allocations, consumer advocacy to OP only</i>				
Legal, Consumer Advocacy	-	-	-	0%	0%	12,083	19,180	31,263	39%	61%
Legal, Other	-	-	-	0%	0%	3,945	3,072	7,016	56%	44%
Salary	2,386,078	159,854	2,545,932	94%	6%	2,560,613	171,547	2,732,161	94%	6%
Software licenses	-	-	-	94%	6%	18,917	1,267	20,184	94%	6%
Payroll services	-	-	-	94%	6%	1,606	108	1,713	94%	6%
Internet	8,500	2,833	11,333	75%	25%	11,123	3,708	14,830	75%	25%
Rent	67,500	22,500	90,000	75%	25%	69,795	23,265	93,061	75%	25%
Custodial	30,515	10,172	40,687	75%	25%	12,570	4,190	16,760	75%	25%
Other Utilities	75,750	25,250	101,000	75%	25%	18,299	6,100	24,399	75%	25%
Auditor	20,000	2,222	22,222	90%	10%	42,710	4,746	47,456	90%	10%
Treasury services	12,000	1,333	13,333	90%	10%	16,026	1,781	17,807	90%	10%
Financial software	1,000	111	1,111	90%	10%	39,838	4,426	44,265	90%	10%
Insurance	12,000	4,000	16,000	75%	25%	42,741	14,247	56,988	75%	25%
TOTAL	2,613,343	228,276	2,841,619	92%	8%	2,850,267	257,636	3,107,903	92%	8%

Cape Light Compact JPE
D.P.U. 22-116
2019–2021 Energy Efficiency Term Report
August 1, 2022
Appendix CLC-3
Page 5 of 28

Shared Cost	2019-2021 Plan					Department Allocation Factors				
	Costs (\$)			Allocations (%)		Costs (\$)			Allocations (%)	
	EE	OP	Total	EE	OP	EE	OP	Total	EE	OP
2019-2021										
Legal, Consumer Advocacy	-	-	-	0%	0%	37,964	30,301	68,265	56%	44%
Legal, Other	-	-	-	0%	0%	32,827	38,361	71,188	46%	54%
Salary	6,780,089	454,229	7,234,319	94%	6%	7,329,095	491,010	7,820,105	94%	6%
Software licenses	-	-	-	0%	0%	45,364	3,039	48,403	94%	6%
Payroll services	-	-	-	0%	0%	5,431	364	5,794	94%	6%
Internet	25,500	8,500	34,000	75%	25%	37,023	12,341	49,364	75%	25%
Rent	202,500	67,500	270,000	75%	25%	204,795	68,265	273,061	75%	25%
Custodial	91,545	30,515	122,060	75%	25%	46,563	15,521	62,084	75%	25%
Other Utilities	227,250	75,750	303,000	75%	25%	66,877	22,292	89,169	75%	25%
Auditor	60,000	6,667	66,667	90%	10%	192,742	21,416	214,158	90%	10%
Treasury services	36,000	4,000	40,000	90%	10%	123,715	13,746	137,461	90%	10%
Financial software	3,000	333	3,333	90%	10%	146,181	16,242	162,423	90%	10%
Insurance	36,000	12,000	48,000	75%	25%	123,365	41,122	164,487	75%	25%
TOTAL	7,461,884	659,494	8,121,379	92%	8%	8,391,942	774,020	9,165,962	92%	8%

For 2019 and 2020, the Compact provided explanations for variances greater than 10 percent in the 2019 and 2020 Plan Year Reports, D.P.U. 20-50, Appendix 6 at 19-22 and D.P.U. 21-70, Appendix 6 at 3-6, respectively. Below, for 2021, the Compact provides planned versus actual spent dollars and an explanation of any variance greater than 10 percent.

Table CLC-3.C. 2021 planned vs. actual shared costs

Shared Cost	2021 costs in 2019-2021 Plan			Actual 2021, Department Allocation Factors								
	Costs (\$)			Costs (\$)			Difference (\$)			Change (%)		
	EE	OP	Total	EE	OP	Total	EE	OP	Total	EE	OP	Total
2021												
Legal, Consumer Advocacy	-	-	-	12,083	19,180	31,263	12,083	19,180	31,263			
Legal, Other	-	-	-	3,945	3,072	7,016	3,945	3,072	7,016			
Salary	2,386,078	159,854	2,545,932	2,560,613	171,547	2,732,161	174,535	11,693	186,228	7%	7%	7%
Software licenses	-	-	-	18,917	1,267	20,184	18,917	1,267	20,184			
Payroll services	-	-	-	1,606	108	1,713	1,606	108	1,713			
Internet	8,500	2,833	11,333	11,123	3,708	14,830	2,623	874	3,497	31%	31%	31%
Rent	67,500	22,500	90,000	69,795	23,265	93,061	2,295	765	3,061	3%	3%	3%
Custodial	30,515	10,172	40,687	12,570	4,190	16,760	(17,945)	(5,982)	(23,926)	-59%	-59%	-59%
Other Utilities	75,750	25,250	101,000	18,299	6,100	24,399	(57,451)	(19,150)	(76,601)	-76%	-76%	-76%
Auditor	20,000	2,222	22,222	42,710	4,746	47,456	22,710	2,523	25,234	114%	114%	114%
Treasury services	12,000	1,333	13,333	16,026	1,781	17,807	4,026	447	4,473	34%	34%	34%
Financial software	1,000	111	1,111	39,838	4,426	44,265	38,838	4,315	43,154	3884%	3884%	3884%
Insurance	12,000	4,000	16,000	42,741	14,247	56,988	30,741	10,247	40,988	256%	256%	256%
TOTAL	2,613,343	228,276	2,841,619	2,850,267	257,636	3,107,903	236,924	29,360	266,284	9.1%	12.9%	9.4%

As indicated in the above table, actual shared costs were about \$266,000 or 9.4 percent greater than planned costs. Below, the Compact provides an explanation for the variance in each shared cost. In general, the reason for most variances between plan to actual costs is that actual costs reflect total incurred costs, and these sometimes vary from the estimated values. The Compact uses the best available information at the time of planning to estimate costs. This includes historical information as well as the Compact’s best estimate of projected costs.

Legal, Consumer Advocacy, and Other. The Compact did not plan at this level of detail in its 2019–2021 Three-Year Plan. See the following section for a discussion on legal shared costs and legal consumer advocacy costs.

Software Licenses. The expenditures for software licenses allocated to energy efficiency in 2021 are not new costs. Software license fees were previously embedded in the Compact’s database budget. Effective in 2019, the Compact began tracking software licenses separately from the database to track shared costs more efficiently (the database is specific to energy efficiency programs and is not a shared cost).

Payroll Services. Prior to the 2019–2021 Plan, energy efficiency payroll costs were allocated to the Compact’s operating budget, so there were no planned costs included in the Compact’s energy efficiency budget. This practice changed because of the April 2019 Compact Board vote to accurately track staff time spent on energy efficiency programs and to allocate shared costs based on this practice.

Internet. When the Compact developed its 2019–2021 budget in 2018, it relied on 2017 actual expenditures to estimate future costs. In 2017, the Compact spent approximately \$7,300 within energy efficiency on internet services. Anticipating higher costs going forward, the Compact budgeted \$8,500 per year in the 2019–2021 plan. In actuality, the Compact spent approximately \$15,000 per year on internet services.

Custodial. The decrease in costs for custodial services is due to the Compact selecting a new vendor which resulted in lower fees for custodial services.

Other Utilities. The decrease in costs for utility services is due to the Compact selecting a new audio video vendor which resulted in a decrease in overall utility costs.

Auditor. Over the 2016–2018 term, the Compact’s audit fees were about \$20,000 in 2016, \$30,000 in 2017, \$20,000 in 2018, and \$94,000 in 2019. In 2020, the Compact’s audit fees were about \$67,000 and in 2021 costs were about \$43,000. The 2019 costs are higher than previous years because 2019 costs included additional costs for the 2017 and 2018 audits. The cost of the Compact’s audits has increased since 2016 and 2017 because the Compact is no longer sharing audit costs with Barnstable County. As an independent entity, the Compact has seen an increase in audit fees.

Treasury Services. The increase in costs for treasury services is a result of additional tasks undertaken by the Compact’s treasurer. Specifically, the Compact’s treasurer was tasked with

selecting a new banking institution and working with the bank to negotiate new interest rates and the terms and conditions of the ISO New England financial requirements for the Forward Capacity Market. The selection of a new bank will result in the Compact receiving a higher interest rate on its funds, and lower service fees which will benefit ratepayers.

Financial Software. To improve coordination and reporting requirements for energy efficiency vendors, the Compact switched its financial software system in 2019. The cost of the financial system was about \$65,000 in 2019, and then decreased to about \$42,000 in 2020, and about \$40,000 in 2021. The new financial software system enables vendor invoices to be uploaded into the energy efficiency database and financial software system simultaneously, rather than needing to enter the same invoice twice into two different systems. Compact staff can now view in real time the status of customer rebates, vendor payments, and sector budgets.

Insurance. The Compact is insured by Massachusetts Interlocal Insurance Association. Insurance costs reflect coverage for the following items: general liability, workers compensation, cyber liability, property and equipment, auto, and public officials liability. The Compact procured its insurance coverage competitively. Insurance premiums are determined each year by the Compact's insurance company and the revised budget reflects the updated estimated insurance costs.

Consumer Advocacy Costs related to Energy Efficiency

The Department now requires that the Compact be prepared to demonstrate, at the time final cost recovery is sought, that its energy-efficiency-related consumer advocacy activities have a direct energy-efficiency-related benefit. In response to this requirement, the Compact's Governing Board created a consumer advocacy cost allocation worksheet, to be filled out for all consumer advocacy matters. The worksheet details the energy efficiency and non-energy efficiency activities associated with the matter and identifies how costs for the matter will be shared between the Compact's energy efficiency and operating budgets.

It is important to note that the Compact's involvement in consumer advocacy matters related to energy efficiency often overlaps with its direct energy efficiency program administration activities: it is not always possible for the Compact to expressly isolate one cost from the other. Therefore, the costs identified herein as consumer advocacy costs are conservative (i.e., potentially on the high side of estimates), as they may include amounts spent directly on energy efficiency planning and program design in addition to consumer advocacy. In addition, Compact staff do not track their time at this level of granularity and so cannot identify actual hours spent on "consumer advocacy." The Compact's Administrator and its Senior Power Supply Planner may have spent time during the term communicating with counsel on matters that arose in the dockets identified below as well as reviewing any of the Compact's pleadings and comments in those dockets. No other Compact staff spent time on consumer advocacy matters.

Below is a chart of the energy-efficiency-related consumer advocacy costs incurred by the Compact during 2019–2021 and a detailed explanation of the direct energy-efficiency-related benefit associated with such costs.

Consumer Advocacy Matter	2019 Costs	2020 Costs	2021 Costs	Notes
D.P.U. 15-122	\$22,934	\$2,947	-	The consumer advocacy worksheet for D.P.U. 15-122, documenting 70% cost allocation to the energy efficiency budget and 30% cost allocation to the operating budget was filed with the Department in D.P.U. 19-136 (Exhibit 1, Appendix B) and D.P.U. 20-50 (Appendix 6, Attachment A).
D.P.U. 18-50	\$6,894	-	-	The consumer advocacy worksheet for D.P.U. 18-50, documenting that all costs were allocated to energy efficiency budget, was filed with the Department in D.P.U. 20-50, Appendix 6, Attachment B.
D.P.U. 21-80	-	-	\$331	The consumer advocacy worksheet for D.P.U. 21-80, documenting that costs will be allocated based on the actual subject matter of the service performed (e.g., work related to energy efficiency will be allocated to the energy efficiency budget and work related to non-energy efficiency will be allocated to the operating budget) is included as Attachment A.
D.P.U. 21-90	-	-	\$11,752	The consumer advocacy worksheet for D.P.U. 21-90, documenting that costs will be allocated based on the actual subject matter of the service performed (e.g., work related to energy efficiency will be allocated to the energy efficiency budget and work related to non-energy efficiency will be allocated to the operating budget) is included as Attachment B.

D.P.U. 15-122: Petition of Eversource Energy for Approval of its Grid Modernization Plan

The Compact petitioned to intervene as a full party in D.P.U. 15-122 and the Department granted the Compact’s petition. The Compact demonstrated it was substantially and specifically affected by the proceeding both as a consumer advocate for its consumers and as an energy efficiency and demand response program administrator because of potential impacts and precedents from the proceeding that may be set on its energy efficiency and other programs. See NSTAR Electric Company, D.P.U. 15-122, Petition to Intervene of the Cape Light Compact (March 30, 2016). The Compact undertook energy-efficiency-related consumer advocacy in D.P.U. 15-122 in 2019 and 2020. A full description of the direct energy-efficiency-related benefit associated with the Compact’s energy efficiency costs associated with participation in this proceeding for 2019 was included in D.P.U. 20-50 (the Compact’s 2019 Plan Year Report), Appendix 6, pages 24-28 and for 2020 was included in D.P.U. 21-70 (the Compact’s 2020 Plan Year Report), Appendix 6, pages 8-9. Excerpts from these two plan-year reports containing the detailed descriptions are included in Attachment C.

D.P.U. 18-50: Petition of Eversource Energy for Review of Proposed Performance-Based Ratemaking Mechanism Performance Metrics

D.P.U. 18-50 is a proceeding initiated by the Department as a compliance phase of Eversource’s 2017 distribution rate case (D.P.U. 17-05), focused on Eversource’s Performance-Based Ratemaking metrics. The Compact undertook limited energy-efficiency-related consumer advocacy in D.P.U. 18-50 in 2019 only. A full description of the direct energy-efficiency-related benefit associated with the Compact’s energy efficiency costs associated with participation in this proceeding for 2019 was included in D.P.U. 20-50 (the Compact’s 2019 Plan Year Report), Appendix 6, pages 28-29. An excerpt from this plan-year report containing the detailed description is included in Attachment C.

D.P.U. 21-80: Petition of Eversource Energy for Approval of its Grid Modernization Plan

Eversource filed its 2022-25 Grid Modernization Plan (“GMP”) on July 1, 2021. The Compact was a party to and undertook energy-efficiency-related consumer advocacy in Eversource’s first GMP proceeding, D.P.U. 15-122 (See Attachment C). On August 24, 2021, the Department granted the Compact full party status, determining that the Compact was substantially and specifically affected by the proceeding. See D.P.U. 21-80, Petition to Intervene of the Cape Light Compact JPE (August 12, 2021).

The Department’s investigation in this proceeding will affect the Compact’s energy efficiency program through Eversource’s proposed customer-facing investments, including advanced metering infrastructure (“AMI”). Eversource’s AMI proposal has the potential—if deployed properly and fairly—to allow the Compact to enhance its energy efficiency offerings by providing access to data to verify customer usage and target customers for program participation. Specifically, AMI data will allow the Compact to identify customers likely to benefit from energy efficiency and demand response programs while providing customers with the data they need to participate in programs and optimize their usage. Eversource’s AMI proposal may significantly affect the Compact’s active demand response (“ADR”) program administration, including access to meters by the Compact’s customers and the ability of customers to have better awareness and control of their energy usage during times of peak demand. AMI would also enable time-varying rates (“TVR”) for residential and small business customers, which has the potential to both increase the level of participation in the Compact’s ADR programs and reduce the per-participant participation incentive funded by energy efficiency. The ability for customers to enroll in a TVR could motivate more customers to participate in the Compact’s energy efficiency ADR offerings to facilitate their own demand reduction in order to reduce their electric bill, if the TVR involves higher pricing during the times of peak demand. This bill-reduction-based incentive could also reduce the amount of the direct incentive that the Compact

currently has to pay residential and small commercial customers to enroll in its ADR offerings, thereby decreasing the per-participant cost of its ADR offerings.

In 2021, the Compact included in its petition to intervene in D.P.U. 21-80 that Eversource's grid modernization proposals may affect its energy efficiency programs. The Compact is the only non-utility Program Administrator and is in Eversource's service territory, making it necessary for the Compact to advocate for its energy efficiency programming in Eversource's dockets that directly bear on the Compact's ability to implement its energy efficiency programs, including to obtain data from Eversource. In addition, the Compact held discussions regarding whether Eversource's grid modernization proposals resulted in any impacts on the Compact's energy efficiency program that should be pursued by the Compact during the course of the proceedings in D.P.U. 21-80. The \$331 cost in 2021 reflects these discussions as well as a portion of the drafting of the petition to intervene that was relevant to its energy efficiency program. Ultimately, the issues undertaken by the Compact were not related to energy efficiency.

D.P.U. 21-90: Eversource's Petition for Approval of its Phase II Electric Vehicle Infrastructure Program and its Electric Vehicle Demand Charge Alternative Proposal

Eversource filed its petition for approval of its phase two electric vehicle ("EV") infrastructure program ("EV Plan") and its EV demand charge alternative proposal on July 14, 2021. On August 26, 2021, the Department granted the Compact full party status, determining that the Compact was substantially and specifically affected by the proceeding. See D.P.U. 21-90, Petition to Intervene of the Cape Light Compact JPE (August 12, 2021).

The Department's investigation in this proceeding will affect the Compact's energy efficiency programs in that the Compact is hoping to offer an incentive for Electric Vehicle Supply Equipment ("EVSE") as part of the Compact's Connected Solutions Demand Response program during the current 2022–2024 three-year energy efficiency plan term. Eversource is the electric distribution company providing service in the Compact's service territory and its EV Plan may affect the Compact's EVSE offering. The Compact has adjudicated issues raised in the proposed Phase II EV Plan related to demand response programs, including enrollment and funding, as well as the coordination necessary between Eversource and the Compact to carry out the offerings for the benefit of all customers. The Compact wants to clarify how Eversource will report and track on its offerings and installations as well. In addition, this proceeding directly impacts Eversource's administration of ADR since it involves Eversource's own EV program. Eversource's proposal may, among other things, expand its current managed charging program, ConnectedSolutions, which does not currently directly promote access to at-home charging. National Grid is a limited party in this proceeding. National Grid and Unitil have EV plans under consideration in related dockets. Issues such as cost recovery and tracking/reporting of EV offerings and installations may affect all of the electric distribution companies/Program Administrators.

The Compact’s participation in this proceeding is necessary to, among other things, clarify how Cape and Vineyard energy efficiency customers would be included in certain offerings, how Eversource intends to coordinate with the Compact as a Program Administrator, and how Eversource intends to handle demand management program enrollment related to its proposed EVSE rebate programs. The Compact needs to ensure that Eversource’s proposal will not discriminate against customers participating in a managed charging program offered by the Compact, should such program be approved during the 2022–2024 three-year energy efficiency plan term.

In 2021, the Compact participated in Track 1 of this proceeding, incurring the cost of \$11,752 related to its energy efficiency programs. That participation included review and discussion of Eversource’s proposals, drafting and filing the Compact’s petition to intervene, filing and reviewing responses to two sets of discovery to Eversource, and review of other parties’ discovery.

Consumer Advocacy Allocation Worksheet

Parties involved:

It is currently too early in the proceeding to know the parties other than Eversource. Parties to the previous grid modernization included the Cape Light Compact, Attorney General's Office, Department of Energy Resources, Acadia Center, and National Grid as a limited party. It is expected that those parties may again participate in this docket.

Description of the Matter or Proceeding:

The Department of Public Utilities will investigate the proposed 2022-25 Grid Modernization Plan ("GMP") filed by Eversource Energy on July 1, 2021. The Department originally began investigating grid modernization in D.P.U. 12-76 in 2012, with Eversource filing its first Grid Modernization Plan in D.P.U. 15-122. These investigations are held in furtherance of the Department's responsibilities under the Green Communities Act, St. 2008, c. 169 ("Green Communities Act") (to support the development of energy efficiency, demand response, distributed generation, and renewable resources), the Global Warming Solutions Act, St. 2008, c. 298 ("Global Warming Solutions Act") (emissions reduction targets), and its responsibilities to ensure reliable electric distribution service. See Order 12-76-B at 8-9.

Docket Number (if any):

D.P.U. 21-80

1. Does this proceeding raise issues that may impact the Compact's administration of its three-year energy efficiency plan? If yes, please explain.

Yes, this proceeding will affect the Compact's energy efficiency program through proposed customer-facing investments, including advanced metering infrastructure ("AMI"). AMI data will allow the Compact to identify customers likely to benefit from energy efficiency and demand response programs while providing customers with the data they need to participate in programs and optimize their usage. While no storage projects are proposed in this docket, Eversource updates the Department that it intends to make a filing in a separate docket later this year. Eversource's grid modernization investments are also intended to improve renewable energy deployment.

2. Does this proceeding raise issues regarding the general administration of energy efficiency in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.

Yes, Eversource Energy (a PA) filed the proposed GMP that resulted in this proceeding. National Grid (also a PA) may participate as a limited party. Energy efficiency topics are considered in this proceeding, including renewable energy integration and advanced metering.

3. Does this proceeding raise issues regarding the Compact's administration of active demand response programs/initiatives/measures? If yes, please explain.

Yes, the proceeding raises active demand response ("ADR") issues for the Compact. Eversource has proposed customer-facing investments as part of its grid modernization plan, including advanced metering infrastructure ("AMI"), the deployment of which will be a central issue considered by the Department. Eversource's AMI proposal may significantly affect ADR program administration by the Compact, including access to meters by the Compact's customers and the ability of customers to have better awareness and control of their energy usage during times of peak demand. AMI would also enable time-varying rates ("TVR") for residential and small business customers, which has the potential to both increase the level of participation in the Compact's ADR programs and reduce the per-participant participation incentive funded by energy efficiency. The ability for customers to enroll in a TVR could motivate more customers to participate in the Compact's ADR offerings to facilitate their own demand reduction in order to reduce their electric bill, if the TVR involves higher pricing during the times of peak demand. This bill reduction-based incentive could also reduce the amount of the direct incentive that the Compact currently has to pay residential and small commercial customers to enroll in its ADR offerings, thereby decreasing the per-participant cost of its ADR offerings. Among other issues raised by Eversource's proposal is data access by competitive suppliers, including the Compact, so that those parties may effectively participate in the development of a demand response marketplace.

4. Does this proceeding raise issues regarding the general administration of active demand response in Massachusetts? Are other program administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.

Yes, this proceeding directly impacts Eversource's administration of ADR since it involves Eversource's own proposed GMP. National Grid may also be a limited party since National Grid's own GMP will be investigated simultaneously by the Department. Advanced metering and other issues related to ADR will be a central focus in this proceeding.

5. Does this proceeding concern the efficient utilization of energy in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.

Yes, grid modernization by nature concerns the efficient utilization of energy in Massachusetts. A key outcome sought by the Department will be a more efficient grid. As noted above, Eversource is the main party in this docket and National Grid may become a limited party to the proceeding. As noted above, the Attorney General's Office, DOER, the Compact and other parties (especially those that participated in D.P.U. 15-122) are likely to participate as well.

6. Describe the direct energy efficiency benefit resulting from the Compact's participation in this proceeding.

Eversource's proposed GMP seeks to make grid modernization investments that will improve renewable energy integration, reliability and outage response for customers, including the Compact's customers. The details of Eversource's AMI proposal need to be explored in this proceeding to determine what impacts there may be on the Compact and its customers. The Compact's participation in the docket seeks to ensure that AMI is fairly deployed to all Eversource customers (e.g., not just those on Basic Service). See Response to Question 8 below.

AMI provides the Compact the ability to implement time-varying rates which would reduce energy efficiency budgets by providing a bill reduction incentive for customers to participate in its ADR offerings. This could potentially benefit customers by enabling them to save money on their bills by participating in the Compact's ADR offerings, while simultaneously reducing the amount per-customer participation incentives the Compact needs to pay to customers to enroll in its ADR offerings. In addition, in its filing, Eversource notes that "data available from AMI will enable more sophisticated targeting of customers likely to benefit from the Company's energy efficiency programs" and that AMI will make participation in demand management programs more effective by providing "the data and tools to assist customers in optimizing their usage."

7. Is the described benefit quantifiable? If yes, please explain and provide any supporting documentation.

Not at present, given that Eversource's proposals are subject to an adjudicatory proceeding and thus may not be approved or may be adjusted over the course of the proceeding.

8. Will the Compact's participation assist its planning for future energy efficiency plans and/or programs?

Yes. AMI would enable customers to better control their energy usage, especially during times of peak demand, and may broaden the Compact's energy efficiency offerings. This proceeding will investigate Eversource's AMI proposal, which is of great interest to the Compact. It is important for the Compact to understand what grid modernization investments Eversource will undertake as well as how AMI may be deployed in its service territory and the possible ramifications of that deployment to the Compact and its customers. In Eversource's prior GMP proceeding (D.P.U. 15-122), Eversource proposed to ensure AMI only for its own Basic Service customers, which would have limited the AMI rollout in the Compact's service territory, where the majority of customers are not on Basic Service. Accordingly, the Compact needs to participate to

make sure this current proposal will include AMI for Compact customers. The Compact could also be an ideal selection for early roll-out of AMI, if approved.

9. Is the Compact's participation in this proceeding a reasonable use of energy efficiency ratepayer funds? Please explain.

Yes, it is necessary for the Compact to participate given the direct impact the outcome will have on the Compact and its energy efficiency customers. Eversource's AMI proposal has the potential – if deployed properly and fairly – to allow the Compact to enhance its energy efficiency offerings by providing access to data to verify customer usage and target customers for program participation. The ability to implement time-varying rates will reduce energy efficiency budgets by incentivizing ADR participation with reduced use of energy efficiency-funded incentives. The Compact will seek to ensure consistent opportunities across energy efficiency service territories.

10. Does this proceeding involve other non-energy efficiency issues? If yes, please explain.

Yes, the proceeding also implicates power supply concerns, including time-varying rates. In D.P.U. 15-122, Eversource's proposal would have required Compact customers to return to Basic Service to receive advanced metering under the GMP and other harms to the competitive markets (e.g., no access to usage data to develop innovative demand response market products). The Compact needs to participate here to better understand Eversource's proposals and what the impacts may be on the Compact's power supply, including its ability to offer TVR supply rates to its aggregation customers.

11. What is the initial estimate of the percentage allocation between energy efficiency and non-energy efficiency issues, as set forth in this worksheet?

The costs for this proceeding will be allocated based on the actual subject matter, meaning that any work related to energy efficiency will be allocated as such and any work related to non-energy efficiency will be allocated as such.

12. Discuss any other factors as may be appropriate.

It is important for the Compact to be involved in this proceeding as Eversource's grid modernization efforts will be ongoing for years to come. This proceeding may set the stage for Eversource to roll out AMI, which would be a significant metering change for the Compact and its customers.

13. **To be completed at the conclusion of the proceeding/matter or every 12 months, which ever comes first,** a summary of the actual total costs associated with the Compact's participation and costs recovered through energy efficiency ratepayer funds and operating funds. A brief narrative should accompany any readjustment to the percentage allocation explaining the basis for the reallocation.

Please attach:

1. Initial Petition (attached)
2. Notice of Proceeding (not yet available)
3. Compact's Petition to Intervene (not yet available)
4. Agreements with Expert Consultants, if any

Consumer Advocacy Allocation Worksheet

Parties involved:

Parties include Eversource, the Cape Light Compact, Attorney General's Office, Department of Energy Resources, Acadia Center, GECA, ChargePoint, FreeWire Technology, and National Grid as a limited party.

Description of the Matter or Proceeding:

The Department of Public Utilities will investigate Eversource's Phase II petition for approval of its Phase II electric vehicle infrastructure program ("EV Plan") and its electric vehicle demand charge alternative proposal on July 14, 2021. These investigations are held in furtherance of the Department's responsibilities pursuant to Grid Modernization – Phase II, D.P.U. 20-69-A (May 21, 2021) and Section 29 of Chapter 383 of the Acts of 2020, An Act Authorizing and Accelerating Transportation Investment ("Transportation Act").

Docket Number (if any):

D.P.U. 21-90

1. Does this proceeding raise issues that may impact the Compact's administration of its three-year energy efficiency plan? If yes, please explain.

Yes, the Compact intends to offer an incentive for Electric Vehicle Supply Equipment ("EVSE") enrolled in the Compact's Connected Solutions Demand Response program in the next three-year (2022-2024) Energy Efficiency Plan. Eversource is the distribution company providing service in the Compact's service territory and thus its EV Plan may affect the Compact's offerings. The Compact is participating in this proceeding both as a consumer advocate for ratepayers on Cape Cod and Martha's Vineyard and as an energy efficiency program and demand response administrator (G.L. c. 25, §21) because of potential impacts and precedents that this proceeding may have on its energy efficiency and other programs. As the Commonwealth's only municipal aggregator program administrator, the Compact can offer its unique expertise and point of view to the Department as it relates to energy efficiency and demand response matters relevant to this proceeding.

2. Does this proceeding raise issues regarding the general administration of energy efficiency in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.

Yes, Eversource Energy (a PA) filed the proposed EV Plan that resulted in this proceeding. The Compact has actively participated in other EV-related dockets, including as a full party in the investigation into Eversource's rate case in D.P.U. 17-05, as a full party in Eversource's grid modernization plan in D.P.U. 15-122, and the Department's investigation into targeted EV rates in D.P.U. 20-69. Each electric

distribution company (also PAs) submitted EV plans and demand charge alternative rate structures as required pursuant to Section 29 of Chapter 383 of the Acts of 2020. National Grid (also a PA) is also participating as a limited party in this docket.

3. Does this proceeding raise issues regarding the Compact's administration of active demand response programs/initiatives/measures? If yes, please explain.
Yes, the Compact intends to pursue issues raised in the proposed Phase II EV Plan related to demand response programs, including enrollment and funding, as well as the coordination necessary between Eversource and the Compact to carry out the offerings for the benefit of all customers. The Compact wants to clarify how Eversource will report and track on its offerings and installations as well.
4. Does this proceeding raise issues regarding the general administration of active demand response in Massachusetts? Are other program administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
Yes, this proceeding directly impacts Eversource's administration of ADR since it involves Eversource's own EV program. Eversource's proposal may, among other things, expand its current managed charging program, ConnectedSolutions, which does not currently directly promote access to at-home charging. National Grid is a limited party in this proceeding. National Grid and Unitil have EV plans under consideration in related dockets. Issues such as cost recovery and tracking/reporting of EV offerings and installations may affect all of the electric distribution companies/PAs.
5. Does this proceeding concern the efficient utilization of energy in Massachusetts? Are other Program Administrators parties or otherwise intervening? Other stakeholders? If yes, please explain.
Yes, Eversource's petition provides that its Phase II EV Plan advances its Phase I Electric Vehicle Infrastructure Program "by building the infrastructure required to support statewide EV adoption, and helping to enable the Commonwealth's broader transition to a clean transportation future." Widespread EV adoption will help the Commonwealth meet its clean energy goals. As noted above, Eversource is the main party in this docket and National Grid is a limited party to the proceeding (both PAs). The Attorney General's Office, DOER, the Compact and other parties are participating as well.
6. Describe the direct energy efficiency benefit resulting from the Compact's participation in this proceeding.
The Compact needs to investigate Eversource's proposals in this docket to, among other things, clarify how Cape and Vineyard energy efficiency customers would be included in certain offerings, how Eversource intends to coordinate with the Compact as a program administrator, and how Eversource intends to handle demand management program

enrollment related to its proposed EVSE rebate programs. The Compact needs to ensure that Eversource's proposal will not discriminate against customers participating in the Compact's managed charging program.

7. Is the described benefit quantifiable? If yes, please explain and provide any supporting documentation.

Not at present, given that Eversource's proposals are subject to an adjudicatory proceeding and thus may not be approved or may be modified over the course of the proceeding.

8. Will the Compact's participation assist its planning for future energy efficiency plans and/or programs?

Yes. The Department may modify Eversource's EV Plan in this proceeding based on the Compact's and other parties' input. The EV Plan will affect EV development in Eversource's service territory for the next four years. The issues raised by the Compact in Question 6 above will affect the Compact's future energy efficiency plans and programs.

9. Is the Compact's participation in this proceeding a reasonable use of energy efficiency ratepayer funds? Please explain.

Yes, it is necessary for the Compact to participate given the direct impact the outcome will have on the Compact and its energy efficiency customers. Eversource's EV Plan has the potential to allow the Compact to coordinate rebate offerings for its energy efficiency customers, or it may limit Eversource's offerings only to Eversource's managed customer program customers. The outcome of such an issue in this proceeding is likely to set a precedent and affect the Compact's and Eversource's future EV plans. The Compact will seek to ensure consistent opportunities across energy efficiency service territories.

10. Does this proceeding involve other non-energy efficiency issues? If yes, please explain.

The Compact has not yet identified non-energy efficiency issues in this proceeding. However, it is possible that they may arise during the course of the proceeding.

11. What is the initial estimate of the percentage allocation between energy efficiency and non-energy efficiency issues, as set forth in this worksheet?

The costs for this proceeding will be allocated based on the actual subject matter, meaning that any work related to energy efficiency will be allocated as such and any work related to non-energy efficiency will be allocated as such.

12. Discuss any other factors as may be appropriate.

It is important for the Compact to be involved in this proceeding as Eversource's EV

efforts will be ongoing for years to come.

13. **To be completed at the conclusion of the proceeding/matter or every 12 months, which ever comes first,** a summary of the actual total costs associated with the Compact's participation and costs recovered through energy efficiency ratepayer funds and operating funds. A brief narrative should accompany any readjustment to the percentage allocation explaining the basis for the reallocation.

Please attach:

1. Initial Petition (attached)
2. Notice of Proceeding (attached)
3. Compact's Petition to Intervene (attached)
4. Agreements with Expert Consultants, if any

A. *D.P.U. 15-122: Petition of Eversource Energy for Approval of its Grid Modernization Plan*

The Compact petitioned to intervene as a full party in D.P.U. 15-122 and the Department granted the Compact's petition. The Compact demonstrated it was substantially and specifically affected by the proceeding both as a consumer advocate for its consumers and as an energy efficiency and demand response program administrator because of potential impacts and precedents from the proceeding that may be set on its energy efficiency and other programs. See *NSTAR Electric Company*, D.P.U. 15-122, Petition to Intervene of the Cape Light Compact (March 30, 2016). The Compact had various concerns regarding Eversource's GMP, including that: (1) Eversource declined to propose opt-out advanced metering in its GMP despite Department technology requirements; (2) Eversource did not make time-varying rates a default option for all consumers; (3) the GMP did not provide an opportunity for competitive suppliers to develop a variety of time-varying rate products and for manufacturers to develop new technologies to help customers to manage their electricity costs; (4) Eversource required consumers to pay significant additional costs in order to get real-time access to data; (5) the GMP required anyone wishing to have a smart meter to enroll in Eversource's basic service power supply; and (6) whether the GMP properly accounted for distributed generation, including the technological capacity needed to accommodate more distributed generation.

Grid modernization issues have been an important energy efficiency concern to the Compact for years. Eversource is the distribution company in the Compact's service territory, and Eversource's implementation and evaluation of its grid modernization plan has and will continue to affect Compact energy efficiency and demand response programs. The Compact participated in Eversource's grid modernization proceedings to ensure its understanding of the GMPs and the potential impacts on Compact energy efficiency offerings. The Compact's unique status as the only municipal aggregator that is also a Program Administrator of energy efficiency complicates its implementation of its ideal demand response offerings. Absent participation in the proceeding, the Compact has no ability to choose or even influence the infrastructure technologies or investments of Eversource that would support the Compact's demand response efforts as a Program Administrator.

As detailed below, the Compact's 2019 consumer advocacy efforts in D.P.U. 15-122 provided the following direct energy efficiency benefits: (1) grid modernization performance metrics; (2) grid modernization annual report templates; and (3) a joint letter appealing to the Department to commence a customer-facing deployment investigation as directed in the Department's D.P.U. 15-122 order.

Performance Metrics

In 2019, the Compact issued discovery related to battery storage and location-specific baseline review in Eversource's proposed performance metrics for grid modernization and attended the Technical Session on Eversource's performance metrics, including an update on its two storage projects. The Compact subsequently reviewed Eversource's revised performance metrics. The

Compact also submitted comments and monitored discovery on Eversource's proposed energy storage performance metrics. As a result of the comments by the Compact and Eversource respectively, Eversource and the Compact conducted a meeting in September 2019 to discuss energy storage. In October 2019, the Compact participated in a Technical Session on Eversource battery storage demonstration project metrics. The Compact's participation in the performance metrics compliance phase led to direct energy efficiency benefits in the following ways.

CO2 Emissions Reduction Standard. Eversource's approved grid modernization performance metrics were revised to include the CO2 emissions reduction standard that the Compact had advocated for in this proceeding, resulting in a direct energy efficiency benefit. The Compact asked for application of the same industry standard CO2 emission factors and methods for Grid Modernization Performance Metrics as is used in reporting CO2 emission reductions under the Statewide Three-Year 2019–2021 Energy Efficiency Plan. This issue was important to the Compact to ensure consistency in the reporting of CO2 emission reductions, in part so that accurate comparisons in and evaluations of reductions can be made in the Commonwealth.

Energy Storage. There have been various direct energy efficiency benefits with respect to the energy storage metrics, despite the Department not having yet finalized the storage aspect of the performance metrics. The Compact participated in the proceeding because the utility projects were designed to educate Eversource and third-party stakeholders on various aspects of battery storage projects. In its comments on Eversource's proposed energy storage performance metrics, the Compact was concerned that the metrics for Eversource's energy storage projects would not accomplish the project's intended purposes from D.P.U. 17-05 (Petition of Eversource Energy for Approval of General Increases in Base Distribution Rates for Electric Service and Approval of a Performance Based Ratemaking Mechanism). The intended purposes were to enable energy storage on a broader scale in Eversource's service territory to help meet much wider climate change goals and the Commonwealth's energy storage target by educating Eversource and third-party storage market participants on all areas of storage, including deployment, interconnection, and dispatch. The Compact's involvement allowed it to learn useful information about battery storage projects and to ensure that the Department and Eversource considered these broader goals in finalizing the metrics. That involvement included filing comments on its concerns related to the energy storage metrics and meeting with Eversource on September 24, 2019 to clarify aspects of the energy storage metrics and energy storage more generally as a result of Eversource's reply comments (dated May 31, 2019) which extended the invitation to meet.

Investment Deployment Selection. The Compact was interested in Eversource's deployment criteria on certain grid-facing investments (Volt VAR optimization ("VVO") and distributed management system) to ensure that areas on Cape Cod and Martha's Vineyard could be considered for selection. Advancements on the Cape and Vineyard in such technology would bring obvious benefits to the Compact's customers. As noted by Eversource, the objective of its VVO program is "to maximize the benefit of VVO technology in terms of energy conservation, peak demand reduction, and integration of solar generation in a limited geographic region with diverse characteristics in order to demonstrate the potential costs and benefits of further deployment of

VVO across the Company's service territory." See D.P.U. 15-122, Exhibit CLC-1-3 (January 3, 2019). And the objective of its DMS program is "to maximize the benefits of DMS technology in terms of improved situational awareness, operational efficiency, and reliability in a limited geographic region with diverse characteristics intended to demonstrate the potential costs and benefits of further deployment of DMS across the Company's service territory." (Ibid.) Both programs offer benefits aligned with Compact's energy efficiency goals and thus these efforts provided a direct energy efficiency benefit.

Distributed Generation Tracking and Reporting. The Compact initially raised concerns about distributed generation reporting in relation to performance metrics, although they were ultimately successfully resolved in the consideration of the annual reports templates. The Compact was able to secure confirmation that the metrics would include location-specific information (town name and substation number for distributed generation facilities). See below for further discussion on this direct energy efficiency benefit.

Grid Modernization Annual Report Template

The Compact reviewed the Department's memorandum regarding a template for the utilities' grid modernization annual reports, filed comments on the template, and participated in the Department's Technical Session on the proposed annual report template. The Compact also reviewed the Department's order approving the proposed grid modernization annual report templates.

The Compact's participation on this issue provided a direct energy efficiency benefit by ensuring that each year the grid modernization annual reports will provide more useful and meaningful information to the Compact. Through its participation, the Compact sought to:

- ensure that the annual report would clearly report peak demand reduction related to grid modernization. This is consistent with the Compact's work in D.P.U. 18-50, where it also requested that peak demand reduction be reported separately for different investments (e.g., grid modernization, performance-based ratemaking ("PBR"), energy efficiency).
- support the added ability of stakeholders to sort and filter the annual reports which functionality would be helpful to stakeholders each year in evaluating the information.
- ensure that the annual reports would track and report on distributed generation by feeder, in particular in terms of (1) specific location information, i.e., town and substation, (2) a breakdown of the distributed generation information by type of facility (e.g., PV, fuel cell), and (3) a breakdown of the distributed generation information by whether it is customer-owned or company-owned.

The final item was of particular concern to the Compact because this reporting relates directly to the Compact's planning and design of demand reduction programs in its service territory and the targeted energy efficiency and demand reduction implementation implied by the Department's coordination directive in D.P.U. 14-03. In that proceeding, the Department directed the Compact and Eversource to explore geo-targeting initiatives in an effort to delay infrastructure investment.

See Petition of NSTAR Electric Company for an Exemption to the Zoning of the Town of Mashpee, D.P.U. 14-03, Order at 20 (April 13, 2015). Based on that order, the Compact was actively engaged in exploring the targeted delivery of energy efficiency and demand response initiatives for the purpose of reducing demand, matters which fall within the scope of grid modernization. In response to this directive and as part of its energy efficiency program planning, the Compact is continuously analyzing geo-targeting of energy efficiency measures, renewable energy, and energy storage as a means to delay potential infrastructure investment to support the increasing load and system constraints on the Cape and Vineyard. The provision of the particular information requested by the Compact in the annual report compliance proceeding will assist the Compact in those efforts, resulting in a direct energy efficiency benefit.

Joint Letter on Customer-Facing Proceeding

In 2019 the Compact jointly filed a request with other stakeholders that the Department open its investigation into the deployment of customer-facing grid modernization investment. The letter noted that the Department's Order approved some grid-facing investments proposed by the distribution companies but left a gap in the advancement of grid modernization in the Commonwealth by deferring consideration of customer-facing investments.

In submitting the joint letter to the Department, the Compact and other stakeholders asked the Department to commence in a timely way its investigation into customer-facing grid modernization investments. Although the Department has not yet commenced the investigation, the letter remains posted in the docket in D.P.U. 15-122, and hopefully will help serve as a catalyst to get the investigation underway. It is important for the Department to understand the potential impact of targeted deployment to the Compact's energy efficiency programs.

The Compact has for years recognized the benefits that advanced metering could provide to its energy efficiency programs. Customer-facing grid modernization investments, including advanced metering and time-varying rates, reviewed as part of D.P.U. 15-122, could have benefited the Compact's demand response initiatives by providing access to more granular curtailment/participation data and an inherent participation incentive (by enabling time-varying rates) if deployed on an opt-out basis. The Compact advocated for such investment in prior years in the underlying grid modernization proceeding.

The Compact is limited in what it can offer its customers until advanced metering is deployed in Eversource's territory. The Compact noted in its petition for intervention in D.P.U. 15-122 that its three-year plan filing in D.P.U. 15-166 had proposed to begin establishing a platform for the "connected home" and to install The Energy Detective ("TED") devices on up to 600 residential and small commercial electric meters through the Compact's Home Energy Assessment and Business Energy Assessment initiatives. See Cape Light Compact, D.P.U. 15-166, Compact Initial Filing, Exhibit Compact-11 at 1 (October 30, 2015). The TED devices would allow electric customers to access their electric usage on a real-time basis through a Compact-customized application on their mobile device or computer, but the devices would not provide the range of benefits of advanced meters. The Compact's ability at that point (and today) to fully implement a

demand response program was (and is) limited by the lack of advanced metering and time-varying rates.

Accordingly, the Compact and other stakeholders found it necessary to urge the Department to commence the new investigation as soon as possible. Undertaking this effort provided a direct energy efficiency benefit for the Compact.

B. D.P.U. 18-50: Petition of Eversource Energy for Review of Proposed Performance-Based Ratemaking Mechanism Performance Metrics

D.P.U. 18-50 is a proceeding initiated by the Department as a compliance phase of Eversource's 2017 distribution rate case (D.P.U. 17-05), focused on Eversource's PBR metrics. The Compact's participation in D.P.U. 18-50 in 2019 was limited. The staggered briefing schedule had concluded at the end of 2018. However, the Compact filed a motion to strike a portion of Eversource's reply brief or, in the alternative, to issue a supplemental briefing schedule on January 7, 2019, that resulted in almost all of the 2019 costs. The residual work related to a brief review of related filings and preparation of a consumer advocacy worksheet.

This work supported the Compact's 2018 participation in this case that was directly related to energy efficiency matters. Eversource's annual PBR metrics filings will be a useful tool for the Compact to the extent the information provided is tracked and reported in certain ways. This proceeding raised various concerns related to the potential for overlap between Eversource's statewide administration of energy efficiency and Eversource's peak demand reduction metrics calculations. In addition, the Compact identified other potential concerns relating to the Compact's role as a Program Administrator in Eversource's distribution territory, including how Eversource would count energy efficiency-related demand reductions for programs where the Compact is also involved. Based on these issues, the Compact participated in this docket to obtain further information on various aspects of that overlap, as well as to clarify that there would be no adverse effects on the Compact's energy efficiency program, to safeguard the integrity of energy efficiency tracking and reporting and incentive programs, and to ensure that the tracking and reporting in the PBR metrics would be clear, transparent, and meaningful.

In particular, the Compact's participation in this proceeding was focused on clarifying for the record:

(1) how and whether Eversource's Performance-based Ratemaking Metrics Compliance Filing contained energy efficiency megawatt reductions and/or measures that were already included in Eversource's 2016–2018 Three-Year Energy Efficiency Plan and other issues related to the overlap between statewide administration of energy efficiency and Eversource's peak demand reduction metrics calculations: and

(2) how and whether Eversource would discuss with the Compact the potential for targeted and/or incremental energy efficiency in advance of determining that a transmission or distribution project

		allocation was filed with the Department in D.P.U. 19-136 (Exhibit 1, Appendix B) and D.P.U. 20-50 (Appendix 6, Attachment A).
--	--	--

2020 Services Related to D.P.U. 15-122

Performance Metrics

In 2020, the Compact continued its efforts from 2019 in the compliance phase of the proceeding. The Compact's activity related to performance metrics, primarily those metrics related to energy storage, by reviewing compliance filings, discovery, and other filings in D.P.U. 15-122. The Compact's participation resulted in direct energy efficiency benefits. As previously described in D.P.U. 20-50, Appendix 6 at 22-28, the Compact participated in this proceeding because the utility projects were designed to educate Eversource and third-party stakeholders on various aspects of battery storage projects. In its comments on Eversource's proposed energy storage performance metrics, the Compact was concerned that the metrics for Eversource's energy storage projects would not accomplish the project's intended purposes from D.P.U. 17-05 (Petition of Eversource Energy for Approval of General Increases in Base Distribution Rates for Electric Service and Approval of a Performance Based Ratemaking Mechanism). The intended purposes were to enable energy storage on a broader scale in Eversource's service territory to help meet much wider climate change goals and the Commonwealth's energy storage target by educating Eversource and third-party storage market participants on all areas of storage, including deployment, interconnection, and dispatch. The Compact's involvement allowed it to learn useful information about battery storage projects that informed its energy efficiency program planning and to ensure that the Department and Eversource considered these broader goals in finalizing the metrics.

Grid Modernization Annual Reports

In 2020, the Compact reviewed Eversource's 2018 supplemental Grid Modernization Annual Report, as well as the Company's 2019 Grid Modernization Annual Report. The Compact's review of these reports provided a direct energy efficiency benefit because the grid modernization annual reports provide useful and meaningful information to the Compact, including on peak demand reduction related to grid modernization and the tracking and reporting on distributed generation. The reporting relates directly to the Compact's planning and design of demand reduction programs in its service territory and the targeted energy efficiency and demand reduction implementation implied by the Department's coordination directive in D.P.U. 14-03. In that proceeding, the Department directed the Compact and Eversource to explore geo-targeting initiatives in an effort to delay infrastructure investment. See Petition of NSTAR Electric

Company for an Exemption to the Zoning of the Town of Mashpee, D.P.U. 14-03, Order at 20 (April 13, 2015). Based on that order, the Compact was actively engaged in exploring the targeted delivery of energy efficiency and demand response initiatives for the purpose of reducing demand, matters which fall within the scope of grid modernization. In response to this directive and as part of its energy efficiency program planning, the Compact is continuously analyzing geo-targeting of energy efficiency measures, renewable energy, and energy storage to delay potential infrastructure investment to support the increasing load and system constraints on Cape Cod and Martha's Vineyard. The provision of that particular information in the annual reports will assist the Compact in those efforts.

Department Order on Distribution Companies' 2021 Grid Modernization Plans

On May 12, 2020, the Department issued an order: (1) extending the current three-year grid modernization plan investment term; and (2) establishing a revised filing date for subsequent grid modernization plans (the "Order"). Eversource filed a letter response to that Order on June 1, 2020. The Compact reviewed the Department's Order and Eversource's letter response, which provided a direct energy benefit because it ultimately led the Compact to file a petition to intervene in D.P.U. 20-74, Eversource's Petition for approval of Supplemental Budgets for its 2018 to 2021 Grid Modernization Plan, its Five-Year Battery Energy Storage Demonstration Program, and its Five-Year Electric Vehicle Charging Infrastructure Program. As noted above, grid modernization issues are an important energy efficiency concern to the Compact with Eversource as the distribution company in the Compact's service territory. Eversource's implementation and evaluation of its grid modernization plan affects Compact energy efficiency and demand response programs. The Compact needs to understand Eversource's grid modernization plans and the potential impacts of such plans on the Compact's energy efficiency offerings.

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

Cape Light Compact JPE

)
)
)

D.P.U. 22-116

**PRE-FILED TESTIMONY OF
MARGARET T. DOWNEY
ON BEHALF OF
CAPE LIGHT COMPACT JPE**

Table of Contents

I. INTRODUCTION TO TESTIMONY	1
II. 2019-2021 TERM ACCOMPLISHMENTS AND CHALLENGES	5
III. MITIGATING ADMINISTRATIVE COSTS	16
IV. QUALITY CONTROL AND INVESTIGATION	22
V. EFFORTS TO SECURE OUTSIDE FUNDING.....	29
VI. CAPE LIGHT COMPACT JPE SPECIFIC ISSUES	32
VII. CONCLUSION.....	50

CAPE LIGHT COMPACT JPE

D.P.U. 22-116

PRE-FILED TESTIMONY OF

MARGARET T. DOWNEY

1 **I. INTRODUCTION TO TESTIMONY**

2 **Q. Ms. Downey, please state your name, business address and employer.**

3 A. My name is Margaret T. Downey. My business address is c/o Cape Light Compact JPE
4 (the “Compact”), 261 Whites Path, Unit 4, South Yarmouth, MA 02664. I am employed
5 by the Compact and serve as the Compact Administrator. I have served in this position
6 since the Compact’s inception in 1997.

7 **Q. Have you previously testified before this or any other Commission?**

8 A. Yes. I have previously testified before the Department of Public Utilities (the
9 “Department” or “DPU”) on behalf of the Compact in its 2013-2015, 2016-2018, 2019-
10 2021 and 2022-2024 Energy Efficiency Plan proceedings. These proceedings were
11 docketed, respectively, as Cape Light Compact, D.P.U. 12-107, Cape Light Compact,
12 15-166 Cape Light Compact JPE, D.P.U. 18-116 and Cape Light Compact JPE, D.P.U.
13 21-126.

1 **Q. Please describe the format of the Term Report.**

2 A. The Term Report is organized consistent with the structure of previous term reports and
3 requirements set forth by the Department of Public Utilities (the “Department”). A brief
4 overview of key elements of the Term Report follows:

- 5 • Part 1 consists of data tables for the 2019-2021 Term.
- 6 • Part 2 is a Narrative describing program activities during the 2019-2021 Term.
- 7 • Part 2.1 discusses Initiative Variances & Cost-Effectiveness.
- 8 • Part 2.2 discusses Low-Income Cost Allocation.
- 9 • Part 2.3 discusses Minimization of Administrative Costs.
- 10 • Part 2.4 discusses Competitive Procurement.
- 11 • Part 2.5 discusses the Benefit Cost-Ratio Screening Tool.
- 12 • Part 2.6 discusses the Statewide Technical Reference Manual.
- 13 • Part 2.7 discusses Statewide Evaluation Studies.
- 14 • Part 2.8 discusses Three-Year Costs.
- 15 • Part 2.9 discusses Performance Incentive Models.
- 16 • Part 2.10 discusses Renters, Income, and Language Data.
- 17 • Part 2.11 discusses the Investigations Report.

18 **Q. Does the Term Report also contain Appendices and background information?**

19 A. Yes. The Term Report contains detailed appendices and background information. A brief
20 overview of the Appendices follows:

- 1 • Appendix A provides a copy of the Benefit-Cost Ratio Screening Tool in Microsoft
2 Excel Format.
- 3 • Appendix B presents an updated version of the Technical Reference Manual,
4 specific to the 2021 Term Report, which documents how the energy efficiency
5 Program Administrators (“PAs”) consistently, reliably, and transparently calculate
6 savings resulting from the installation of prescriptive energy efficiency measures.
- 7 • Appendix C-1 lists Evaluation Studies that were previously submitted to the
8 Department.
- 9 • Appendix C-2 lists Evaluation Studies, which are being submitted to the
10 Department for the first time.
- 11 • Appendix C-3 presents individual summaries of each Evaluation Study.
- 12 • Appendix C-4 includes the Evaluation Studies themselves.
- 13 • Appendix C-5 presents Evaluation Studies with the most significant effects.
- 14 • Appendix C-6 presents a summary of the recommendations from each completed
15 Evaluation Study.
- 16 • Appendix D provides a summary table of invoices for each core initiative, sorted
17 by budget category, over the 2019-2021 term.
- 18 • Appendix E lists all organizations and items the PAs sponsored or subscribed to
19 during the term.
- 20 • Appendix F provides tables used to calculate performance incentives based on
21 2019-2021 achievements.

- 1 • Appendix G provides an illustrative report showing a calculation of the value
2 component using net benefits.
- 3 • Appendix H provides information on program participants over the 2019-2021
4 period based on renter status, income level, and primary language spoken.
- 5 • Appendix I includes a report on pending internal and external investigations at the
6 Compact.
- 7 • Appendix CLC-1 contains Compact Town Activity Reports.
- 8 • Appendix CLC-2 contains Compact Energy Education Outreach Activities.
- 9 • Appendix CLC-3 contains reporting on the Compact's Shared Costs and Consumer
10 Advocacy Matters.

11 **Q. Please summarize the testimony in this document.**

12 A. This testimony supports the PAs' Term Report for the 2019-2021 term ("2019-2021
13 Term"). The testimony addresses significant developments during the term, focusing on
14 key accomplishments and challenges. During the 2019-2021 Term, the PAs delivered
15 substantial savings and greenhouse gas ("GHG") emissions reductions, notwithstanding
16 the immense challenges posed by the COVID-19 pandemic. This testimony describes the
17 PAs' response to the pandemic, the savings and GHG reductions delivered by the PAs,
18 initiatives to promote equity in the provision of services and workforce opportunities, and
19 new initiatives to benefit consumers. The testimony also describes the PAs' work to limit
20 and reduce administrative costs and discusses quality assurance and control measures. The
21 testimony also references materials on investigations of potentially fraudulent practices by

1 a limited number of contractors. Finally, the testimony addresses the PAs' efforts to secure
2 additional funding to support program activities.

3 In addition, specific to the Compact, the testimony contains: detail on the Compact's
4 realization that it should have sought approval for certain mid-term modifications in 2021;
5 information on the Cape and Vineyard low-income customer base that challenges the
6 Compact's ability to satisfy the requirement that it spend 10% of its budget on
7 comprehensive low-income residential demand side management and education programs;
8 a description of the unique housing stock on the Cape and Vineyard that presents
9 challenges when comparing participation in the Compact's energy efficiency plan to
10 statewide average participation rates of the Program Administrators; and key takeaways
11 from the evaluation of the Compact's enhancements offered during the 2019-2021 term.

12 **II. 2019-2021 TERM ACCOMPLISHMENTS AND CHALLENGES**

13 **Q. Please describe the challenges the PAs have faced and the PAs' significant**
14 **accomplishments during the 2019-2021 Term.**

15 A. Notwithstanding the substantial challenges posed by the COVID-19 pandemic, and
16 subsequent economic disruptions that continue into the current term, the PAs have made
17 significant progress towards the Commonwealth's energy efficiency goals. The PAs
18 helped customers achieve significant energy savings, providing benefits to gas and electric
19 systems as well as generating substantial GHG emissions reductions. The electric PAs
20 achieved 90 percent of the lifetime electric savings goal and 94 percent of planned total
21 benefits, while also achieving 102 percent of planned GHG emissions reductions. The gas
22 PAs achieved 91 percent of the lifetime gas savings goal and 101 percent of planned total

1 benefits statewide over the term, while also achieving 83 percent of planned GHG
2 emissions reductions.

3 The PAs also made important strides to engage underserved customers, through the
4 development and deployment of strategies to achieve equitable distribution of energy
5 efficiency benefits, develop a capable and diverse workforce, and improve the Mass Save^{®1}
6 customer experience.

7 **Q. Please describe the challenges the PAs faced during the 2019-2021 Term due to the**
8 **COVID-19 pandemic.**

9 A. The COVID-19 pandemic has caused many disruptions to our economy and society,
10 including to the PAs' efforts to implement the 2019-2021 Three-Year Plan. In March 2020,
11 the PAs had to stop on-site program activities and quickly put in place a suite of measures
12 to continue providing energy efficiency services while protecting PA and contractor
13 employees and customers. More specifically, the PAs temporarily suspended all on-site
14 Home Energy Assessments ("HEAs") and successfully implemented Virtual Home Energy
15 Assessments ("VHEAs"). With the development of COVID-related health and safety
16 protocols, on-site HEAs resumed by late summer 2020. The PAs also introduced a 100
17 percent weatherization incentive for residential and some small business customers to
18 encourage them to take advantage of the virtual assessments. As a result, by late August
19 2020, PA contractors completed over 12,430 VHEAs. Almost 9,470 (or 76 percent) of
20 these VHEAs generated recommendations to apply weatherization measures.

¹ Mass Save[®] is a registered trademark of The RCS Network.

1 COVID-19 also impeded contractors' ability to implement energy efficiency measures in
2 customers' residences, leading to a substantial project backlog. This was particularly true
3 for income eligible multi-family buildings, as many of these properties house residents who
4 are elderly, have disabilities, or other conditions that make them more susceptible to
5 COVID-19. As a result, local housing authorities and other affordable housing owners
6 paused all work on multi-family facilities for most of 2020.

7 Another COVID-related challenge affecting program implementation was the global
8 supply chain shortage, which caused delays in job completion for many PAs. The income
9 eligible program also experienced significant delays in procuring and delivering
10 appliances. Throughout this period, the PAs continued to implement other energy
11 efficiency services, including online audits, upstream/point-of-sale offers, retail rebates,
12 active demand response measures, and no-contact refrigerator recycling pickups.

13 The PAs' achievements in continuing to deliver energy efficiency program savings during
14 the COVID-19 pandemic would not have been possible without excellent collaboration
15 among the PAs and other stakeholders. The PAs formed an ad hoc working group to
16 develop protocols for the protection of contractors and customers when delivering on-site
17 energy efficiency services. These COVID-related health and safety protocols were
18 evidence-based and developed with input from third-party industry experts. Additionally,
19 the PAs established the COVID Contractors Mitigation Group, which included
20 representatives from the PAs, contractors, the Low-Income Energy Affordability Network
21 ("LEAN"), the Attorney General's Office ("AGO"), the Massachusetts Department of
22 Energy Resources ("DOER"), and EEAC consultants and was designed to assist

1 contractors and the industry through the pandemic. The group held 14 meetings through
2 February 2021. As part of this work, the PAs hosted webinars with contractors on how to
3 apply for the Paycheck Protection Program, provided contractors with personal protective
4 equipment, regularly surveyed contractors regarding their needs and challenges, and
5 provided training on new health and safety protocols. Finally, the PAs created an entirely
6 new structure for reporting to the Department regarding COVID cases among contractor
7 employees. The PAs also established protocols for contractors to inform customers who
8 were in close contact with any COVID-positive employee. To date, the PAs are not aware
9 of any cases of contractor-to-customer transmission of COVID. The PAs will continue to
10 work with stakeholders to implement energy efficiency measures while prioritizing the
11 health and safety of customers, contractors, and vendors.

12 **Q. Please describe the overall cost savings that the PAs achieved during the 2019-2021**
13 **Term.**

14 A. The PAs and their partners delivered considerable energy savings over the 2019-2021 term.
15 Over the full 2019-2021 term, the electric PAs achieved 90 percent of the lifetime electric
16 savings goal, and 94 percent of planned total benefits. The gas PAs achieved 91 percent
17 of the lifetime gas savings goal, and 101 percent of planned total benefits statewide over
18 the term.

19 The PAs achieved these substantial savings and benefits within approved limits² and while
20 complying with the mandate in the Green Communities Act to seek all available cost-

² Please see section VI(A), *infra*, for a discussion of the Compact's mid-term modification issues.

1 effective energy efficiency opportunities. The electric PAs spent 96 percent of their
2 planned expenditures and the gas PAs spent 108 percent of planned expenditures.

3 **Q. Please describe the overall cost savings that the Compact achieved during the 2019-**
4 **2021 Term.**

5 A. Consistent with the statewide cost savings noted above, the Compact delivered
6 considerable energy savings due to implementation of the 2019-2021 Plan. Over the full
7 2019-2021 term, the Compact achieved 100 percent of the lifetime electric savings goal,
8 and 72 percent of planned total benefits.

9 **Q. Please describe the effects of the transition to light-emitting diodes (“LEDs”) in the**
10 **lighting market on the savings claimed by the PAs.**

11 A. Few technologies have been as transformative in the energy efficiency space as the LED
12 light bulb. As recently as a decade ago, LEDs were an emerging technology, but the PAs
13 and other stakeholders recognized the immense potential of transitioning the market to
14 LEDs, which are roughly 80 percent more efficient than conventional incandescent bulbs.
15 Beginning with the 2013-2015 Plan, the PAs developed several incentives and measures to
16 drive adoption of LEDs, including upstream and retail marketing and incentives, direct-
17 install opportunities, and bulk-volume purchasing. The 2019-2021 Plan maintained many
18 of these measures to educate consumers about the benefits of ENERGY STAR® qualified
19 LEDs and to ensure improved availability and affordability of LEDs. Although the
20 superior performance of LEDs and supportive federal policy have contributed to LEDs’
21 increasing market share across the country, comparing data from the Commonwealth to
22 states that lack robust energy-efficiency lighting incentives shows that the PAs’ incentives

1 have driven more rapid and widespread LED adoption by Massachusetts consumers and
2 businesses. For example, by 2020, LEDs had captured 77 percent of sales in the residential
3 lighting market in the Commonwealth, compared to 64 percent in other states. In 2020,
4 those LED purchases saved Massachusetts consumers nearly 207 Gigawatt hours (“GWh”) of
5 electricity.

6 With the wide adoption of LEDs and the tightening of federal lighting standards,
7 opportunities are fading for future claimable energy savings related to LED adoption. The
8 PAs, in consultation with the Department, DOER, third-party evaluation experts, and other
9 stakeholders started withdrawing incentives for customers to adopt LEDs based during the
10 2019-2021 term after determining that incentives no longer generate claimable savings.

11 **Q. Please describe the GHG reductions achieved during the 2019-2021 Term.**

12 A. The PAs continued to drive substantial reductions in GHG emissions through the
13 implementation of the 2019-2021 Plan. Collectively, the PAs delivered gross annual GHG
14 emissions reductions of 2,548,444 tons over the 2019-2021 Term. The electric PAs
15 achieved 102 percent of planned GHG emissions reductions over the term and the gas PAs
16 achieved 83 percent of planned GHG emissions reductions during this period. These
17 reductions are calculated pursuant to the methodology set forth by the Massachusetts
18 Department of Environmental Protection.

19 For the Compact, implementation of the 2019-2021 plan translated into gross emissions
20 reductions of 81 thousand short tons or 90 percent of planned GHG reductions.

1 **Q. Please describe the PAs' achievements in advancing equity during the 2019-2021**
2 **Term.**

3 A. The EEAC and the PAs worked to advance equity in several ways during the 2019-2021
4 Term. The focal point of these efforts continued to be the PAs' strong partnership with
5 LEAN—the statewide network of local Community Action Agencies—in serving our
6 customers who are most in need of assistance. LEAN provides state of the art services at
7 no cost to income eligible customers, giving them essential tools to help reduce their energy
8 burden. In 2019, the PAs also introduced an income verification process and a 100 percent
9 weatherization incentive for qualified moderate-income customers defined as those with
10 household incomes between 61 and 80 percent of state median income.³ Aside from
11 enhanced incentives, the PA team also worked to streamline services to customers with
12 mixed incomes residing at the same property. The PAs developed a process for serving
13 mixed income customers in two to four family homes by coordinating activities between
14 LEAN and the market rate lead vendors. The PAs continue to evaluate this delivery for
15 improvements and will work to identify similar streamlined coordination for mixed income
16 tenants in larger multi-family properties in the 2022-2024 term. Finally, the PAs also
17 developed tailored marketing materials specifically targeted to renters and offered those
18 materials in additional languages.

³ Note that the Compact implements an internal income verification screening process and did so throughout the course of the 2019-2021 Term.

1 To more comprehensively explore opportunities to reach under-served populations and
2 prepare for the 2022-2024 term, the PAs participated in creation of the EEAC's Equity
3 Working Group ("EWG") in 2020. The EWG includes EEAC Councilors and
4 representatives from the PAs, LEAN, and environmental justice ("EJ") organizations, and
5 has prioritized working closely with stakeholders who have advocated for the equitable
6 delivery of energy efficiency services. The EWG and the EEAC have identified the need
7 to overcome barriers faced by moderate-income customers, renters and landlords,
8 households with a primary language other than English, and small businesses as a priority
9 for the equitable provision of energy efficiency services by the Mass Save programs. The
10 EWG developed principles and targets for accelerating equitable service delivery in the
11 2022–2024 Term, with a particular focus on increased investment in EJ communities;
12 creation of a Clean Energy Pathways internship program for women, people of color, and
13 low-income young adults; workforce development opportunities for minority- and women-
14 owned businesses; and partnerships with local governments and non-profits in EJ
15 communities. The EWG also worked with the PAs to set targets for increased participation
16 by renters, moderate-income households, and households who speak languages other than
17 English.

18 As a result of these efforts, the PAs made significant commitments to promote equity in
19 the 2022-2024 Plan. Core to these commitments is a meaningful increase in goals to serve
20 moderate income customers and renters. The foundation towards achieving the increased
21 goals in 2022-2024 was built in the 2019-2021 term with the initial establishment of a

1 moderate-income verification and incentive structure, which is now being enhanced and
2 refined in order to serve more moderate-income customers.

3 Another core effort that builds on work started during the 2019-2022 period is the Clean
4 Energy Pathways Internship Program, which seeks to increase the supply of qualified
5 HVAC workers and building operators, the diversity of the workforce, and energy
6 efficiency program participation in traditionally hard-to-reach communities by creating a
7 career pathway for women, people of color, and low-income young adults.

8 Also central to the delivery of equitable services is the Community First Partnership
9 Program, which builds on work during the 2019-2021 Plan implementing the Municipal
10 Partnership Strategy. The Municipal Partnership Strategy focused on building working
11 relationships between the PAs and municipal governments and community-based
12 organizations. These place-based organizations can serve as a trusted resource for residents
13 and small businesses to learn about energy-efficiency offerings. The PAs rolled out the
14 Municipal Partnership Strategy statewide in 2019 with the aim of increasing the delivery
15 of energy efficiency benefits to underserved communities, including renters, moderate-
16 income residents, households who speak languages other than English, and small
17 businesses.

18 **Q. Please describe the PAs' achievements promoting workforce development during the**
19 **2019-2021 Term.**

20 A. Developing a well-trained, diverse, and adaptable workforce is essential to achieving the
21 goals of the Mass Save program. The PAs engaged in several workforce development
22 initiatives during the 2019-2021 Term. Central to this work was the *Workforce*

1 *Development Needs Assessment*, which noted the challenge of hiring qualified personnel
2 for roles like installing weatherization and servicing HVAC systems. The *Workforce*
3 *Development Needs Assessment* also identified a lack of diversity in the workforce as an
4 impediment to achieving the Plan's equity objectives and to reaching underserved
5 communities and the diverse set of customers located in these communities. During the
6 2019-2021 term, the PAs created the Cross-Sector Workforce Development Working
7 Group to coordinate the PAs' efforts related to workforce development and incubated
8 several of the workforce development initiatives described previously (*e.g.*, Clean Energy
9 Pathways Internship Program) for inclusion in the 2022-2024 Plan. The PAs also worked
10 more closely with the Massachusetts Clean Energy Center ("MassCEC"), which has
11 recently received additional funding and a clearer mandate from the Legislature to develop
12 a diverse workforce capable of achieving the Commonwealth's GHG reduction goals. A
13 portion of this funding was provided by the PAs, with the first payment to MassCEC made
14 in December 2021. Those costs are reflected in the Term Report and included in the request
15 for cost recovery.

16 **Q. Please describe other new initiatives undertaken by the PAs during the 2019-2021**
17 **Term.**

18 **A.** In addition to the numerous equity-related initiatives, and COVID response efforts, the PAs
19 launched several significant new initiatives during the 2019-2021 Term. These new
20 initiatives include the development of new measures/offerings, such as the introduction of
21 ground source heat pump rebates and vermiculite remediation in the Income Eligible
22 Coordinated Delivery initiative; creation of new delivery pathways, such as the availability

1 of instant in-store discounts for select products; passive house offers and trainings; the
2 introduction of a Qualified Products List for heating equipment; and the optimization of
3 the Residential hotline.

4 The Residential hotline optimization project included engaging with a third-party
5 interactive voice response industry expert to revamp the PAs' statewide Residential hotline
6 and optimize based on best practices. The PAs, along with the third-party vendor, reviewed
7 the existing architecture of the system, conducted user testing, and mapped customer
8 journeys. Based on this information, the PAs worked with their vendor to develop a new
9 architecture that more directly mirrored customers' desired interaction with the system,
10 eliminated industry terms, and incorporated customer-friendly language. The system is
11 now available in four languages (English, Spanish, Portuguese, and Mandarin) and
12 provides a single intake channel for residential customers.

13 In 2020, the PAs also redesigned the C&I new construction pathway, providing multiple
14 options to C&I customers from full Zero Net Energy buildings to systems- or equipment-
15 based incentives.

16 **Q. Please describe the costs the PAs incurred during the 2019-2021 Term related to the**
17 **home energy scorecard.**

18 A. The PAs incurred limited scorecard-related costs in the 2019-2021 Term associated with
19 the preliminary configuration of software to generate the scorecards. Software
20 configuration efforts involved:

- 21 • Code updates to collect the data needed to present a Department of Energy
22 ("DOE") HomeScore to customers. New data points had to be created within the

assessment software and existing data points had to be translated into DOE-accepted values.

- Creation of a new table for the purpose of collecting the DOE data points that will be linked to a standard query language (“SQL”) server to prep the data for application programming interface (“API”) integration with DOE.
- Creation of the scorecard template as agreed to by the PAs.
- Development of a process for data exchange between the lead vendor and DOE, including the sending and receiving of data, and appropriate matching for the lead vendor to generate a Massachusetts-specific HomeScore report, which requires API integration procedures.

Collectively, the PAs paid \$82,500 for this work.

III. MITIGATING ADMINISTRATIVE COSTS

A. Statewide Efforts to Mitigate Administrative Costs

Q. Please provide an overview of the Program Administrators’ statewide efforts to mitigate administrative costs.

A. In accordance with the GCA, the PAs seek to minimize administrative costs to the fullest extent practicable. Administrative costs, also commonly referred to as Program Planning and Administrative (“PP&A”) costs, are associated with:

- Developing program plans, including market transformation plans, research and development (“R&D”) activities (excluding R&D assigned to Evaluation and Market Research);

- 1 • Day-to-day program administration, including labor, benefits, expenses, materials,
2 supplies, and overhead costs;
- 3 • All regulatory costs associated with energy efficiency activities;
- 4 • Costs for energy efficiency services related to the preparation of plans, benefit-
5 cost screening of programs, database adoption and maintenance, and legal
6 services; and
- 7 • Internal salaries for administrative employees/tasks, including program managers
8 that do not have direct sales and technical assistance contact with customers.

9 The most significant factor in the PAs' approach to minimizing administrative costs is the
10 statewide collaborative process. The EEAC and stakeholder process involves numerous
11 pathways for involvement, including, but not limited to, meetings, presentations, listening
12 sessions, and data gathering and sharing. This involvement is important for plan
13 development and implementation, but also requires significant time and resources.

14 To mitigate these costs, the PAs coordinate planning; the adoption of consistent programs
15 and processes; program design; evaluation, measurement, and verification ("EM&V")
16 studies, maintenance of the Technical Review Manual ("TRM"); statewide marketing,
17 regulatory proceedings; presentations and quarterly reporting to EEAC; and the
18 development and sharing of all best practices. Sharing of these costs, which would
19 otherwise be borne by each PA individually, results in economies of scale that reduce the
20 cost for each PA.

21 Statewide collaborative efforts for the 2019-2021 Term were also informed by an
22 administrative cost study, *The Best Practices for Minimizing Program Planning and*

1 *Administrative Costs for the Massachusetts Utilities and Energy Efficiency Services*
2 *Providers*, which was finalized on October 25, 2018 (“PP&A Report”). The PP&A Report
3 was filed with the 2019-2021 Plan. Consistent with the PP&A Report recommendations,
4 statewide collaborative efforts during the 2019-2021 Term involved coordination on
5 administrative tasks, such as:

- 6 • Joint release of several Request for Proposals (“RFPs”)—thereby reducing the
7 cost for preparing and releasing the RFP for each individual PA;
- 8 • Utilization of joint vendor services;
- 9 • Coordination of energy efficiency program delivery with other customer service
10 activities such as customer acquisition, key account management, and trade ally
11 relationships;
- 12 • Submission of joint, statewide testimony during Department evidentiary hearings;
13 and
- 14 • Adoption of processes to improve consistency in accounting practices and best
15 practices in cost allocation, tracking, and control.

16 Additionally, the PAs also sought to minimize costs by collaborating on methods to
17 streamline reporting and the data request process. This included development of reporting
18 templates and use of a combined data repository to report on plan metrics.

19 **Q. How has the Program Administrator implemented the recommendations from the**
20 **PP&A Study?**

21 A. The PP&A study made recommendations that the PAs implemented over the 2019-2021
22 Term. The five recommendations were:

1. Improved consistency in accounting practices;
2. Streamlined reporting and data request processes;
3. Adherence to cost accounting best practices in allocation, tracking, and control;
4. Minimization of regulatory, collaboration, facilitation, reporting and ad hoc
request burden without compromising goal obtainment; and
5. Implementation of an annual process to stress test status quo processes and
spending.

Regarding improved consistency in accounting practices, the PAs reviewed accounting practices and determined that they are consistent among the PAs. The PAs have established an internal working group to monitor and use best practices for cost allocation, tracking, and control. This group produced a common methodology to allocate costs in accordance with cost allocation decisions and maintained spreadsheets documenting these decisions.

To reduce the burden of reporting and data requests, the PAs formalized and streamlined data reporting requests through the utilization of Key Performance Indicators (“KPIs”).

The PAs also worked with the EEAC to develop a formal process for how data requests from the EEAC will be made and satisfied, which was submitted to the Department for review in the 2022-2024 Three-Year Plan filing, D.P.U. 21-120 through D.P.U. 21-129.

This process is designed to ensure an appropriate balance between the value and usefulness of the data requested and the cost to gather and provide the data. The PAs also designated staff to represent the full PA group at key meetings, reducing the need for attendees from each PA. The PAs also informed the EEAC, stakeholders, and Legislature on the significant reporting and regulatory structure currently in place.

1 The PAs review spending at the time of the Term Report and Plan-Year Report.
2 Additionally, the PAs continuously review processes and spending through management
3 committees and working groups.

4 **Q. How much savings have these efforts produced?**

5 A. Although the PAs have high confidence in the effectiveness of their efforts to reduce
6 administrative costs through transparency and economies of scale, a meaningful
7 quantitative assessment of efforts to reduce administrative costs is not possible. The
8 continuous scaling up and evolution of the plans makes it impractical to establish a solid
9 baseline for a comparison. When the variables are constantly (and necessarily) shifting,
10 meaningful quantitative comparisons are infeasible. Further, a direct quantitative
11 comparison would not be useful because it would only provide a comparison of two points
12 in time. The mandate of the GCA is to seek administrative efficiencies, which is a
13 continuous process that evolves along with energy efficiency planning and programming.
14 Program needs and opportunities for administrative efficiency are always changing.
15 The proportion of PP&A costs for the 2019-2021 Term were, however, consistent with past
16 three-year terms. In the 2019-2021 Term, 4 percent of the statewide electric and 3 percent
17 of statewide natural gas PAs' costs were assigned to PP&A. These percentages are in line
18 with the budget allocations approved by the Department historically, demonstrating that
19 the PAs were able to provide direct benefits to customers and contractors and grow the
20 energy efficiency portfolios while minimizing costs.

1 **B. PA Specific Strategies to Mitigate Administrative Costs**

2 **Q. What additional efforts does the Compact undertake to mitigate administrative**
3 **costs?**

4
5 A. The Compact shares internal costs (e.g., payroll, auditing, treasury, information
6 technology, office space, etc.) and certain legal costs (e.g., consumer advocacy) between
7 its energy efficiency and municipal aggregation operating budgets in a manner that is now
8 reviewed, approved and routinely reported on to the Department. In addition, where
9 feasible, the Compact optimizes the scope of responsibilities for existing employees, such
10 that Compact employees may work on multiple programs and handle multiple
11 responsibilities rather than hiring additional full or part time employees.

1 **Q. Does the Compact's status as a public entity result in additional minimization of**
2 **administrative costs?**

3
4 A. Yes. As a public entity, the Compact competitively procures the lease for its office space
5 pursuant to G.L. c. 30B, a process that provides for open, transparent and fair competition
6 and allows the Compact to select a landlord that meets the Compact's quality requirements
7 at the lowest price. In addition, the Compact participates in inter-governmental
8 procurements pursuant to G.L. c. 30B with Barnstable County, to obtain favorable and
9 competitive pricing on goods and services such as office supplies, and the Compact
10 participates in the Massachusetts COMMBUYS Market Center for the procurement of
11 certain goods and services. COMMBUYS is the Commonwealth's online procurement
12 platform that links public purchasers in search of products and services with vendors who
13 can provide them.

14 **IV. QUALITY CONTROL AND INVESTIGATION**

15 **Q. Do the Program Administrators have any processes to ensure that projects are**
16 **completed appropriately?**

17 A. Yes, the Program Administrators are committed to ensuring that customer funds dedicated
18 to energy efficiency are not misappropriated towards goals and objectives inconsistent with
19 the plan. The PAs have developed a series of quality control checks and procedures, which
20 were initially put in place with the first energy efficiency plans and have been refined over
21 time. These controls are critical to ensuring the integrity of the Commonwealth's energy
22 efficiency programs.

1 **Q. Please describe some of the residential quality control checks and procedures.**

2 A. For the residential sector, Program Administrators engage with lead vendors, selected
3 through competitive solicitations, who in turn hire contractors to complete energy
4 efficiency projects. The Program Administrators require lead vendors to ensure that any
5 contractor or program vendor operating in the energy efficiency programs meets certain
6 requirements set by the PAs. Among other things, the contractors must pass background
7 checks, have certain data security policies, have licensing agreements, adequate insurance,
8 and all proper licensures from the Commonwealth. The PAs strive to create a diverse and
9 inclusive workforce. Therefore, any contractors who meet the PAs' requirements for
10 participation are eligible to work in the energy efficiency programs.

11 In the multi-family program, for example, multi-family projects of 20-50 units or more are
12 bid competitively to a network of participating installers with the lead vendor selecting the
13 winning bid based on cost, work quality and past performance. The PAs are not directly
14 involved with the selection of the winning bid for multi-family projects. The contractors
15 must meet the PAs' eligibility requirements for participation in the programs. Regardless
16 of the size of multi-family projects, the lead vendor performs post inspection on 100
17 percent of the jobs completed. The PAs have also contracted with a competitively procured
18 third-party vendor to inspect three to ten percent of all completed jobs.

19 For single family and attached low rise projects, lead vendors review weatherization work
20 scopes developed by energy specialists to check for accuracy, the appropriateness of
21 recommendations, and any possible health and safety related concerns before assigning
22 work to contractors for completion. Lead vendors then assign projects to independent

1 installation contractors (“IICs”) based on a merit-based work allocation policy. IICs
2 receive a score based on the quality of the work, customer satisfaction, and adherence to
3 required administrative procedures. The better the score, the more work the IIC is given.
4 The lead vendor targets 50 percent of projects for post-installation inspection. The lead
5 vendors also provide in-process inspections. As with multi-family, the PAs contract with
6 a third-party vendor to independently inspect five to ten percent of completed
7 weatherization projects. The third-party quality control vendor also provides quality
8 control inspections on home energy assessments, and customer surveys.

9 In the Income Eligible Program, the lead implementation vendor coordinates inspections
10 via local Community Action Program Agencies for one hundred percent of lighting
11 opportunities, weatherization, and heating equipment installations. Additionally, the
12 statewide third-party quality control vendor completes onsite quality control inspections
13 for five to ten percent of post installation projects including assessments, weatherization
14 and completed heating equipment installations.

15 For rebate programs, the PAs competitively procured a vendor to conduct all rebate
16 processing. This vendor is responsible for detailed rebate application review, ensuring
17 completeness of all required fields and required supporting documentation. Prior to
18 issuing rebate payment, the rebate processing vendor is responsible for coordinating
19 verification inspections for five percent of residential rebate applications, which are
20 selected at random. In addition to the verification inspections included by the rebate
21 processing vendor, an independent third-party quality control vendor has been contracted
22 to provide post-installation inspections on at least ten to fifteen percent of residential

1 rebates over \$100 prior to rebate payment being issued – although this percentage varies
2 somewhat across each PA. The PAs have also introduced a process to further qualify any
3 contractors who wish to receive rebates on behalf of customers. Contractors are required
4 to become verified third-party vendors and have the appropriate documentation (*e.g.*,
5 proof of a Massachusetts contractor license, insurance) before they are eligible to receive
6 a residential rebate payment on behalf of a customer.

7 For the Residential New Construction (“RNC”) program, the PAs select a lead vendor to
8 implement the program through a competitive bid process. The lead vendor works
9 directly with builders and developers, as well as HERS raters who engage with
10 participants to influence projects. The lead vendor manages a list of HERS raters in good
11 standing and who must be certified to work in the RNC program. HERS raters conduct
12 diagnostic testing and prepare energy models that document energy savings for each
13 project. The lead vendor also verifies installation of measures for projects after they are
14 installed by reviewing as-built documents submitted by builders; savings and incentives
15 are adjusted at this time. The lead vendor reviews and verifies savings before they are
16 uploaded to PA tracking systems. Project files are subject to automated quality assurance
17 (“QA”) checks within the energy modeling platform that blocks submission unless all
18 program requirements are met, as well as manual QA review during the monthly
19 invoicing process. Additionally, the lead vendor conducts a sampling of in-person QA
20 inspections to verify as-built conditions and installed measures.

21 Finally, upstream initiatives, such as the Residential Lighting Initiative, provide
22 incentives directly to wholesalers and retailers. A discussion of quality control checks

1 and procedures for the Residential Upstream Lighting Initiative is included in the Report
2 on Investigations, located in Appendix I.

3 **Q. Please describe the commercial and industrial quality control checks and procedures.**

4 A. In the commercial sector, the strategies employed to ensure quality assurance and control
5 depends on the nature of the engagement. The PAs offer several different pathways for
6 engagement, which include: (1) downstream pathways, such as equipment rebates,
7 incentives for new construction, and incentives for energy efficiency improvements at
8 existing buildings; (2) mid-stream pathways, which provide incentives directly to
9 wholesalers and retailers, such as the Mid-stream Lighting Initiative (prior to 2022, this
10 Initiative was referred to as the Upstream Lighting Initiative); and (3) direct installation
11 services.

12 Downstream pathways involve both “prescriptive” applications, such as equipment
13 rebates, or custom incentives that are determined based on energy savings achieved for a
14 particular project. For prescriptive applications, the quality assurance process focuses
15 primarily on post-installation inspections as described below. For custom incentives,
16 applications must include a description of pre-existing conditions and proposed post-
17 installation measures. Prior to starting work, the pre-existing conditions and proposed
18 measures must be documented and, in some cases, inspected. The PAs utilize internal staff
19 or third-party inspectors to conduct this process.

20 For both pre- and post-installation inspections, the PA selects projects for inspection, based
21 on each program’s historic size in terms of number of projects and amount of savings or

1 incentive dollars. Either internal PA staff or independent contractors conduct these
2 inspections depending on geographic location and staff availability.

3 With respect to mid-stream pathways, the PAs implement a quality assurance and quality
4 control plan with the contracted vendor(s) implementing the initiative and a designated
5 third-party vendor (“Verification Vendor”), who performs on-site verifications. The
6 results of these verifications determine the success of the initiative and the eligibility of
7 distributors to submit incentive requests. The Verification Vendor is required to inspect
8 five percent of completed lighting projects and at least ten percent of completed non-
9 lighting projects each month. Verifications are randomly selected for each PA’s territory
10 by the Verification Vendor. Further discussion of quality control procedures for
11 commercial mid-stream lighting initiatives are included below.

12 For direct installation measures, the contracted PA vendors either install measures on their
13 own or work with the customer’s chosen vendor to document the pre- and post-
14 conditions. These direct installations are also subject to third-party inspections either by a
15 vendor or by PA staff. In cases involving complex systems, metering or data monitoring
16 may be requested and reviewed to ensure that the performance meets the engineering
17 estimates.

18 **Q. Do the PAs engage in efforts to ensure that reported savings are being realized?**

19 A. Yes, the Program Administrators conduct regular EM&V studies of the programs. A core
20 purpose of EM&V is to ensure accurate and credible calculation and reporting of impacts
21 resulting from the implementation of energy efficiency measures. Through the EM&V
22 process, the PAs study, among other things, in-service rates, bill analysis, and realization

1 rates. They look at both qualitative and quantitative factors. Further, all EM&V studies
2 are conducted by third parties and are overseen by an independent third-party EM&V
3 consultant according to the EM&V framework outlined in the three-year plan.

4 **Q. Are there consequences for contractors or vendors who do not comply with Program**
5 **terms?**

6 A. Yes. In some instances, the PAs identify instances of non-compliance through the quality
7 assurance/ quality control (“QA/QC”) process described in this testimony, including field
8 inspections and analytics. When the PAs learn that a contractor or vendor has not complied
9 with applicable terms, the PAs apply appropriate sanctions to deter similar misconduct. If
10 warranted, the PAs may temporarily suspend or permanently prohibit an employee of a
11 specified contractor or vendor, or the organization as a whole, from participating in the
12 Program. Additionally, sanctioned contractors may be subject to increased QA/QC
13 scrutiny. In the 2019-2021 Term, some PAs sanctioned a small number of contractors and
14 vendors for failing to comply with applicable terms and conditions. While not all PAs
15 suspended contractors during the term, the suspensions serve as a deterrent across the
16 Commonwealth. These fact-specific suspensions are part of the QA/QC process. Where
17 there is a more material concern, a detailed investigation can occur. These investigations
18 are described in Appendix I.

19 **Q. Please provide examples of suspensions occurring based upon QA/QC review.**

20 A. One of the lead vendors determined that several contractor employees were documenting
21 blower door test results using duplicate photos for more than one property. The applicable
22 PAs reviewed the work performed and required the contractors to redo the blower door test

1 at their own expense. Savings were recalculated based upon a deemed results methodology
2 and confirmation of work. A number of contractor employees were suspended from the
3 Program. When these contractor employees are allowed to resume their participation in
4 the Program, they will be subject to enhanced QA/QC scrutiny.

5 In the commercial mid-stream lighting offering, vendor performance is subject to
6 inspection. Based upon these inspections, two vendors were suspended from participation
7 on a statewide basis for non-compliance with program guidelines. Non-compliance was
8 based on either the failure to adhere to minimum customer contribution guidelines and/or
9 installation verification results that did not support claimed installation.

10 These examples demonstrate the PAs' QA/QC procedures and corrective measures at
11 work. They show how QA/QC work is implemented in the field, that failure to abide by
12 program requirements can have serious consequences, and that effective QA/QC can
13 foreclose the need for further, more complex investigations.

14 **Q. Please describe any pending internal and external investigations at the Compact**
15 **related to the Mass Save program?**

16 A. The Compact is participating in the collective PA investigations described in Section I of
17 the report in Appendix I. As noted in Appendix I, the Compact is not currently conducting
18 any Compact specific internal or external investigation related to the Mass Save program.
19 Also, as noted in Appendix I, the Compact is a municipal aggregator and not an investor-
20 owned utility.

21 **V. EFFORTS TO SECURE OUTSIDE FUNDING**

22 **Q. Please describe the PAs' efforts to seek additional funding to implement the 2019-**
23 **2021 Three-Year Plan, including any work with outside entities.**

1 A. The PAs regularly seek out other sources of funds for energy efficiency projects with the
2 aim of mitigating bill impacts to customers. The PAs engage with DOER, the AGO,
3 municipalities, and other stakeholders to explore potential opportunities for outside
4 funding to offset energy efficiency program costs, as directed by the Department in
5 D.P.U. 21-120 through D.P.U. 21-129 (D.P.U. Order at 217-218).

6 The PAs held ongoing meetings on this topic with DOER and the AGO. Those meetings
7 identified several topics for further exploration, including:

- 8 • How to leverage dollars in Governor Baker’s proposed capital budget for state
9 facilities to comply with his Lead by Example (“LBE”) executive order;
- 10 • How to leverage federal funding for affordable housing and projects in Gateway
11 Cities; and
- 12 • How to work with schools that may receive federal funding directly while also
13 needing support to identify and implement projects.

14 In addition, the PAs have coordinated with several influential outside groups to seek
15 funding made available by recent federal legislation, such as the 2021 American Rescue
16 Plan Act (“ARPA”) and the Infrastructure Investment and Jobs Act (“IIJA”). The PAs
17 are working with a diverse group of stakeholders—including LEAN, the Acadia Center,
18 the Utility Workers Union of America (“UWUA”), Northeast Clean Energy Council
19 (NECEC), and E4TheFuture—to persuade the Legislature to allocate a significant portion
20 of the Commonwealth’s ARPA funds to energy efficiency projects. The coalition has
21 advocated for these critical priorities:

- 22 1. \$200 million to lower ratepayer charges in support of the 2022-2024 Plan;

2. \$100 million to provide innovative energy efficiency, electrification, barrier mitigation, and renewable energy services to low-income households, implemented by LEAN. Statewide, this will help thousands of low-income residents address their energy costs in a flexible manner;
3. \$100 million for energy efficiency barrier mitigation measures that are necessary to enable subsequent installation of energy efficiency and electrification measures that could not otherwise be implemented. Some examples of this include structural reinforcement to handle heavy equipment, required customer electrical upgrades, and other costs associated with electrifying large buildings, including multi-family buildings;
4. \$50 million in targeted support for EJ communities to reduce customer contributions for installing energy efficiency, electrification, and renewable measures. This will include owners of municipal and non-profit owned buildings that have difficulty securing needed funds;
5. \$20 million in financial assistance for customers of municipally owned electric companies to perform energy efficiency and electrification upgrades. There are 41 municipally owned electric and gas companies in the Commonwealth (serving all or part of 50 municipalities). Customers of these utilities cannot access Mass Save and need increased support for energy efficiency and clean energy; and
6. \$30 million to support innovative strategies, including those that combine renewable and energy efficiency technologies, such as the Cape Light Compact's proposed Cape and Vineyard Electrification Offering ("CVEO").

1 Aside from ARPA, the federal government recently made additional funds available for
2 energy investments through the IIJA. Notably, the IIJA makes funds available through
3 DOE grant programs for critical priorities like industrial decarbonization, energy storage,
4 and school facilities upgrades. The PAs stand ready to work with public and private sector
5 partners to submit bids for these grants when they become available.

6 In addition to efforts focused on securing additional dollars, the PAs have established
7 valuable partnerships with local banks and credit unions throughout the Commonwealth.

8 The Mass Save Heat Loan offers interest-free financing opportunities for residential
9 customers to install energy efficiency measures. By utilizing program funds to buy-down
10 the interest rate the PAs are able to offer customers an attractive loan option and leverage
11 the private capital of more than 100 lenders across the state. During the 2019-2021 Term,
12 this collaboration resulted in more than \$500 million in consumer loans for installation of
13 energy efficiency measures.

14 **VI. CAPE LIGHT COMPACT JPE SPECIFIC ISSUES**

15 **A. Mid-Term Modification Issues**

16 **Q. Did the Compact monitor its spending activity during 2019-2021 to assess whether**
17 **any mid-term modifications were necessary?**

18
19 **A.** Yes. The Compact monitored its spending activity throughout the course of 2019-2021,
20 which resulted in an appearance before the EEAC for two mid-term modifications. The
21 EEAC approved the mid-term modifications on November 17, 2021. These mid-term
22 modifications were for projected underspending of greater than 20% of the Compact's

1 planned program budgets for its C&I Existing Buildings Program and its C&I New
2 Construction Program.

3 **Q. Did the Compact trigger additional mid-term modifications in 2021?**

4
5 A. Yes, despite regular monitoring throughout 2021, upon final accounting in 2022, it became
6 clear that the Compact overspent its Residential Existing Buildings program budget,
7 underspent its Income Eligible Existing Buildings program budget, and overspent its
8 Residential and C&I Hard-to-Measure program budgets by over 20% for the 2019-2021
9 Term. I describe each of these in more detail below.

10 **1. Residential Sector Spending**

11
12 **Q. Identify the Compact's increase in spending in the residential sector for 2021 and**
13 **the associated rate impacts.**

14
15 A. In 2021, the residential sector spending increased by 46% more than planned. Thus,
16 Residential sector bill impacts were 4.4% for customers for the R-1 rate class, relative to
17 the planned 2021 energy efficiency surcharge, which should have required a DPU mid-
18 term modification. See Section 3.8.2 of the Energy Efficiency Guidelines, D.P.U. 11-120-
19 A, Phase II (January 31, 2013). The main contributing factor to the increased spending
20 was the Compact's overspend in the Residential Existing Buildings program, discussed
21 below.

1 **Q. Identify the Compact's overspend in the Residential Existing Buildings program**
2 **during the 2019-2021 Term.**

3 A. The Compact overspent its planned budget for the Residential Existing Buildings program
4 by 28.8% during the 2019-2021 Term. The Compact had planned for ~\$60.5 million but
5 spent ~\$78 million. This should have required an EEAC mid-term modification pursuant
6 to Section 3.8.1 of the Energy Efficiency Guidelines, D.P.U. 11-120-A, Phase II (January
7 31, 2013), for a change in program budget of 20% over the 2019-2021 Term.

8 **Q. What were the factors contributing to the Compact's overspend in the Residential**
9 **Existing Buildings program?**

10
11 A. The COVID-19 pandemic was a complicating factor in program implementation during the
12 2019-2021 Term. On a statewide basis, to mitigate the effects of the pandemic, higher than
13 planned incentives were offered to customers, which generated significant interest, since
14 many customers were working from home during the pandemic. Moreover, on Cape Cod,
15 many customers chose to reside in their seasonal homes during the height of the pandemic.
16 For these reasons, the Compact's residential sector program costs were higher than
17 expected.

18 **Q. Why didn't the Compact seek a mid-term modification in 2021 to obtain EEAC**
19 **approval for this overspend?**
20

21 A. In 2020 at the start of the pandemic, the Compact could not predict if customers would
22 avail themselves of energy efficiency offerings. Programs were put on pause and the
23 Program Administrators pivoted to virtual offerings and no contact services. As more was
24 learned about COVID and health and safety protocols were put in place, in-home work
25 began to resume gradually. In the summer of 2020 contractors began to resume

1 installations, but many at reduced staffing levels. The Program Administrators offered a
2 100% weatherization incentive to customers to help build the pipeline to ensure program
3 services could continue. While there was interest in the offering, customers still had
4 reservations about allowing crews into their homes. As COVID continued into the Fall of
5 2020, some customers moved forward, and others held off on installations. With fewer
6 crews than usual working in the field, many contractors couldn't find staff or were hesitant
7 to add crews back to prior levels given the uncertainty around COVID. Given this
8 backdrop and continued uncertainty surrounding COVID, the Compact believed that the
9 budget overspend for this program would be near but within the 20% threshold.
10 Ultimately, the number of jobs reaching completion at the end of 2021 resulted in a larger
11 than planned for budget overspend.

12 **Q. Did the overspend in the Residential Existing Buildings program provide direct**
13 **benefits to customers during the 2019-2021 Term?**
14

15 A. Yes. After excluding the Residential Behavior core initiative, the Compact achieved
16 approximately 42% more annual and lifetime electric savings than planned (an increase of
17 14 GWh and 87 GWh, respectively). With the same exclusion, the Compact served about
18 25% more participants than planned. Specifically, the Residential Coordinated Delivery
19 core initiative more than doubled its participants.

1 **2. Hard-to-Measure Program Spending**

2
3 **Q. Identify the Compact's overspend and the contributing factors for the overspend in**
4 **the Residential and C&I Hard-to-Measure programs during the 2019-2021 Term.**

5
6 A. The Compact overspent its Residential Hard-to-Measure program planned budget by
7 23.6%, and its C&I Hard-to-Measure program planned budget by 22.1%.⁴ For Residential,
8 there was a significant uptick in residential HVAC work and HEAT Loan costs in the last
9 few months of 2021. With respect to C&I, the Compact incurred allocated statewide
10 evaluation costs at the end of 2021 in the C&I Evaluation and Market Research core
11 initiative that exceeded its planned budget. As late as October 2021 (excluding the funds
12 the Compact was required to transfer to MassCEC), it appeared that the Compact would
13 not trip the 20% change in budget threshold for an EEAC mid-term modification in either
14 its Residential or C&I Hard-to-Measure programs. Given how small the budget was for
15 these programs and the additional costs incurred at the end of 2021, it was not until 2022
16 that the Compact realized it was four and two percent, respectively, above the mid-term
17 modification threshold of 20% for these programs (excluding the payment to MassCEC).

⁴ This calculation excludes the unplanned for payment in 2021 of \$621,600 to the Massachusetts Clean Energy Center ("MassCEC") for workforce development, resulting from the enactment of An Act Creating a Next-Generation Roadmap for Massachusetts Climate Policy, St. 2021, c. 8. See Massachusetts Clean Energy Center Request for Fiscal Year 2022 Funding Pursuant to G.L. c. 25, § 19(d), D.P.U. 21-113 at 2 (October 13, 2021), directing the Program Administrators to incorporate their allocated share of this \$12 million payment as a 2021 plan-year expense in the hard-to-measure workforce development initiative. If the MassCEC payment was accounted for, the Compact overspent its Residential Hard-to-Measure program planned budget by ~26% and its C&I Hard-to-Measure program planned budget by ~35%.

3. Income Eligible Program Spending

Q. Identify the Compact's underspend in the Income Eligible Existing Buildings program during the Term.

A. The Compact underspent its planned budget for the Income Eligible Existing Buildings program by ~28% during the 2019-2021 Term. The Compact had planned for ~\$13 million but spent only ~\$9.6 million.

Q. What were the factors contributing to the Compact's underspend in the Income Eligible Existing Buildings program during the Term?

A. The Compact's Income Eligible Existing Buildings program was significantly impacted by challenges resulting from the COVID-19 pandemic during the 2019-2021 Term. The Program Administrators suspended all program activity during the Spring of 2020. Activity in the Income Eligible Existing Buildings program did not resume until the Summer of 2020. After program activity resumed, it took additional time for participation in the program to ramp up. In addition, even with interested participants, the Compact's program faced a significant appliance shortage resulting from the COVID-19 pandemic that presented delays in project completions in 2021.

Q. Why didn't the Compact seek a mid-term modification in 2021 to obtain EEAC approval for this underspend?

A. The Compact worked diligently with its income eligible vendor(s) during 2021 to address the appliance shortage and complete as many projects as possible. The Compact was hoping its vendors would complete enough of the appliance backorders to keep any 2019-2021 Term budget impact within the parameters of the energy efficiency guidelines (e.g., keep the underspend to within the allowable 20% threshold) and therefore did not submit

1 a mid-term modification for EEAC approval. In reviewing the program spend upon
2 completion of the 2019-2021 Term, however, it became clear that the Compact was not
3 able to complete enough jobs to stay within the parameters of the energy efficiency
4 guidelines.

5 **Q. Despite the Compact's underspend in the Income Eligible Existing Buildings**
6 **program, was the Compact able to serve more income eligible customers than planned**
7 **during the Term?**

8
9 A. Yes. In each year of the 2019-2021 Term, the Compact served more income eligible
10 customers than planned. In addition, for the 2019-2021 Term, the Compact reached 58%
11 more customers (or 2,438 more customers) than planned.

12 **B. The Compact's Low-Income⁵ Budget**
13

14 **Q. Despite serving more income eligible customers during the Term than planned, did**
15 **the Compact satisfy the requirement to spend 10% of its total budget on**
16 **comprehensive low-income residential demand side management and education**
17 **programs?**

18
19 A. No. The during the 2019-2021Term the Compact spent 7.7% of its total budget on income
20 eligible programs.

21 **Q. Is this the first time the Compact was unable to satisfy the requirement to spend 10%**
22 **of its total three-year plan budget on comprehensive low-income residential demand**
23 **side management and education programs?**

24
25 A. No. For the 2016-2018 Three-Year Plan term, the Compact spent 8.2% of its total budget
26 on income eligible programs. For the 2013-2015 Three-Year Plan term, the Compact spent
27 9% of its total budget (a budget that included increases resulting from mid-term

⁵ The Compact intends for the use of the term "low-income" to be interchangeable with the term "income eligible" throughout this testimony.

1 modifications) on income eligible programs. The Compact's actual spending on income
2 eligible programs in 2013-2015 was 10.85% of its total *planned* budget, however, as higher
3 than planned residential and C&I costs caused the income eligible budget to appear less
4 than planned on a percentage basis.

5 **Q. Has the Department expressed concern regarding the Compact's ability to satisfy this**
6 **budgetary spend requirement?**
7

8 A. Yes. In its 2022-2024 Three Year Plans Order, the Department questioned whether the
9 Compact was delivering an energy efficiency plan consistent with the state's energy goals,
10 because the Compact has not achieved the low-income budget requirements.

11 **Q. How has the Compact responded to the Department's concern?**
12

13 A. The Compact has engaged experts to undertake a review and analysis of the Compact's
14 service territory. Specifically, the Compact engaged Synapse Energy Economics, Inc.
15 ("Synapse") to prepare an analysis of the Compact's low-income energy efficiency
16 programs, including the challenges presented by the Compact's service territory and
17 consideration of remaining opportunities to serve, which is attached as Attachment A.

18 **Q. What challenges does the Compact face in trying to satisfy the low-income budget**
19 **requirement?**
20

21 A. The Compact service territory is Cape Cod and Martha's Vineyard. Income eligible
22 customers represent approximately 5% of Compact's customer base. The Compact has
23 significantly fewer low-income customers as compared to other Program Administrator
24 service territories. See Attachment A at 6.

25 Based on data available to the Compact, it is clear that about half of the Compact's income
26 eligible customers are mutual customers of the Compact and National Grid (gas) ("Mutual

1 Customers”). See Attachment A at 8-9, 12. While, as documented in the pending D.P.U.
2 16-169 docket, the Compact seeks to serve moderate-income and market rate Mutual
3 Customers in a manner that is different from the statewide protocol, at the request of
4 LEAN, since May of 2012, the Compact has adhered to the statewide protocol for serving
5 income-eligible customers. The Compact does not provide weatherization and heating
6 systems, two of the most expensive measures within energy efficiency programming, to
7 income-eligible Mutual Customers. *Id.*

8 Further, the Compact has served most of its income eligible customers. As noted in
9 Attachment A at 9-14, as of 2021 there were approximately 10,000 accounts on the income-
10 eligible discount rate in the Compact’s territory (including income eligible Mutual
11 Customers). The Compact estimates it has served about 70% of these customers, or 7,000
12 of the 10,000 eligible customers. *Id.* Of the remaining 3,000 accounts, it is estimated that
13 about 50% are Mutual Customers. *Id.*

14 **Q. Despite these challenges, how did the Compact equitably serve customers in its**
15 **member municipalities during the Term?**
16

17 A. At the outset of the 2019-2021 Term, the Compact worked with towns, faith-based
18 organizations and other grassroots community organizations and housing agencies to
19 educate and inform income eligible customers about the Compact’s energy efficiency
20 programs. Unfortunately, just as this effort was ramping up, the global COVID-19
21 pandemic arrived and programming for all Program Administrators was suspended in the
22 Spring of 2020. While the Program Administrators resumed service in the Summer of
23 2020, it was difficult to gain back the momentum the Compact had achieved pre-pandemic.

1 In addition, the Compact had one large project that likely would have helped the Compact
2 achieve the low-income cost allocation requirement, but the project was cancelled due to
3 customer reservations about heat pumps. Nevertheless, the Compact served more income
4 eligible customers during the Term than planned - the Compact reached 58% more income
5 eligible customers (or 2,438 more customers) than planned.

6 Finally, while it was not approved by the Department, the Compact has twice proposed to
7 implement CVEO, which was specifically designed as a strategic electrification offering
8 targeted to ensure income eligible and moderate-income customers benefit from a strategic
9 electrification offering that incentivizes installation of heat pumps, solar photovoltaic and
10 battery storage. This offering likely would have helped the Compact achieve the low-
11 income cost allocation requirement.

12 **Q. Will the Compact continue to explore ways to equitably serve its customers during**
13 **the 2022-2024 Three-Year Plan term?**

14
15 A. Yes. The Compact is continuing its outreach to its towns, faith based and grassroots
16 organizations and housing agencies and is undertaking a deep dive into the demographic
17 data in its service territory to ensure that it undertakes the marketing and outreach necessary
18 to engage with income eligible customers who can be served by the Compact but have yet
19 to be served by the Compact. The practical reality is, however, that the Compact likely has
20 approximately 1,500 unserved income eligible accounts. If the Compact were able to serve
21 all of the customers at these accounts during the current term, it would need to serve 500

1 accounts each year. The Compact did, in fact, serve almost 900 accounts in 2021, yet it
2 still did not achieve the low-income budget requirement.⁶

3 **Q. Are there alternative approaches to satisfying the low-income budget requirement**
4 **that may be considered appropriate for the Compact's service territory?**

5
6 A. Given the disproportionately low number of income eligible customers in the Compact's
7 service territory, the Compact's inability to comprehensively serve low-income Mutual
8 Customers and the service the Compact has provided to date to a majority of its low-income
9 customer base, it is unlikely that the Compact will be able to spend 10% of its budget on
10 low-income programs by implementing the statewide income eligible programs only (e.g.,
11 the statewide program already offers customers a 100% incentive providing free measures
12 and services, so the Compact cannot offer enhanced incentives above 100% to drive
13 remaining eligible customer participation). In its report, Synapse has identified that
14 spending on low-income customers is also undertaken in Residential sector programming,
15 which is not included in the low-income budget cost allocation, but potentially should be.
16 Attachment A at 15. In addition, given that this statutory requirement was imposed in
17 2008, and by now many low-income customers have received comprehensive service, the
18 Department may want to consider whether the requirement should be satisfied on a
19 statewide rather than individual Program Administrator basis. *Id.* at 19-20. Moreover, the
20 Compact could undertake efforts to target customers who have already been
21 comprehensively served and promote electrification measures, which would require an

⁶ Note that in its report, Synapse regularly uses the terms "customer," "participant," and "accounts" and generally uses these terms interchangeably to mean unique customer account number. This testimony does the same.

1 early retirement of existing heating systems to be replaced with heat pumps. While this
2 effort may help the Compact achieve the statutory spending requirement, it would likely
3 not be a cost-effective endeavor for the Compact. *Id.* at 19.

4 In addition, the Compact posits that it may be appropriate to include spending on service
5 to all or a subset of moderate-income customers in the Compact's service territory when
6 reviewing the Compact's 10% spending requirement. The Compact is also considering
7 whether it could propose an alternative program design to its CVEO offering as a limited
8 offering for low- and moderate-income customers. The Compact would appreciate the
9 opportunity to work with the Department on any necessary program or policy changes
10 which may be required to continue to equitably serve the low-income population on Cape
11 Cod and Martha's Vineyard.

12 **C. Understanding Residential Customer Non-Participation in the Compact's**
13 **Service Territory**

14
15 **Q. Has the Department expressed concerns about the Compact's service to residential**
16 **customers in the Compact's service territory?**

17
18 A. Yes. Relying on data from a residential non-participant study submitted with the 2022-
19 2024 Three Year Plans, the Department identified historically low participation rates
20 among residential customers for the Compact relative to the statewide average. See, e.g.,
21 2022-2024 Three Year Plans Order, D.P.U. 21-120 through D.P.U. 21-129 at 302 (2022).

22 **Q. How is the Compact responding to the Department's concern?**

23 A. The Compact has engaged DNV, Energy Insights ("DNV"), to study the Compact's
24 historic residential program participation rates and the unique demographics on the Cape

1 and Vineyard that may present challenges in comparing residential customer participation
2 on the Cape and Vineyard to average statewide participation rates.

3 **Q. What challenges exist to comprehensively serving residential customers in the**
4 **Compact's service territory?**

5
6 A. Cape Cod and Martha's Vineyard are a unique service territory due to, among other things,
7 the seasonal nature of the residency and the number of homes that are customers' second
8 homes. DNV has identified that overall, the Compact's service territory has a 44% vacancy
9 rate (households that are occupied two months or less per year) compared to a 7% vacancy
10 rate for the remaining electric Program Administrators and a 9% vacancy rate overall for
11 the Commonwealth. See Attachment B, a Cape Light Compact Vacancy and Participation
12 Summary prepared by DNV, at 1. In addition, for many of the Compact towns that the
13 Department focused on in the Three-Year Plans Order, D.P.U. 21-120 through 21-129 at
14 298 (2022) (e.g., the Compact member towns on Exh. DPU-Comm 2-14, Att. A), the
15 vacancy rates are even higher than 44%. *Id.* DNV has concluded from its analysis that
16 areas with higher vacancy tend to have lower location participation rates and therefore, the
17 higher proportion of vacant homes in the Compact's territory will yield a lower location
18 participation rate than in the rest of the state. *Id.*

19 **Q. How does residential customer participation in the Compact's service territory**
20 **compare to the statewide averages for areas where the vacancy rate is comparable to**
21 **the Compact's service territory?**

22
23 A. DNV's analysis of 2019 data showed that when the vacancy rate is accounted for, the
24 Compact's and statewide participation rates are similar across three different participation
25 metrics. Attachment B at 2, Figure 2. DNV has informed the Compact that additional

1 research is required to fully understand the impacts of vacancy and how vacancy interacts
2 with other factors considered in measuring participation. *Id.* Notwithstanding the need for
3 additional research, DNV has confirmed that the Compact's vacancy rate must be
4 considered an important factor when comparing the Compact's participation rates to the
5 statewide average. *Id.* The 2013-2017 Residential Non-Participant Customer Profile Study
6 performed by DNV did not consider or account for this unique aspect of the Compact's
7 service territory when comparing the Compact's member towns to the statewide service
8 territory.

9 **Q. What strategies will the Compact employ during the 2022-2024 Three-Year Plan term**
10 **to increase residential participation, despite the vacancy challenge?**

11
12 A. The Compact is participating in the next phase of the Residential Non-Participant Customer
13 Profile Study undertaken by DNV. The Compact has also engaged DNV to undertake a
14 deeper analysis of the various participation metrics utilized in the 2013-2017 Residential
15 Non-Participant Customer Profile Study to better understand how the unique demographics
16 on the Cape and Vineyard present challenges to comparing the Compact's participation
17 rates to statewide averages using these participation metrics. In doing so the Compact
18 hopes to be able to target its efforts to areas where there is historically low participation.
19 The Compact also hopes to be able to differentiate such areas from the results of statewide
20 participation analysis utilizing metrics that may skew the results of residential participation
21 in the Compact's service territory. The Compact hopes to receive this additional analysis
22 from DNV later this year.

1 **Q. What other strategies does the Compact employ to increase participation in its energy**
2 **efficiency programs?**

3
4 A. The Compact routinely seeks Department approval to offer enhancements (e.g., increased
5 incentives to targeted customers) to the statewide programming pursuant to its authority
6 under G.L. c. 164, §134 as a municipal aggregator operating a certified energy efficiency
7 plan.

8 **D. Evaluations of the Compact's Enhancements**
9

10 **Q. Did the Compact evaluate the enhancements it offered during the 2019-2021 Term**
11 **through the statewide evaluation process?**

12
13 A. Yes. At the direction of the Department in *Three Year Plans Order*, D.P.U. 18-110 through
14 18-119 at 126-27 (2019), the Compact and the other Program Administrators utilized
15 Guidehouse Inc. ("Guidehouse") to prepare two studies – one focused on the Compact's
16 residential sector enhancements and one focused on the Compact's C&I enhancements.
17 The Department asked for the evaluations to consider whether the Compact's enhanced
18 incentives were warranted and whether other Program Administrators should adopt the
19 Compact's enhanced incentives. D.P.U. 18-110 through 18-119 at 126-27. The final
20 studies were filed with the Department as part of the Program Administrators' April 1,
21 2022 compliance filing in D.P.U. 21-126 through D.P.U. 21-129 as Addendum, Att. 3
22 (Exh. 1, App. J (Addendum)), Study 41 ("Study 41") and Addendum, Att. 3 (Exh. 1, App.
23 J (Addendum)), Study 42 ("Study 42").

1 **Q. What are some key takeaways from the residential enhancements study issued by**
2 **Guidehouse?**

3
4 A. Guidehouse's study considered the Compact's 100% uncapped incentive for insulation to
5 year-round renters in a 1-4 unit rental property and owners of 1-4 unit rental properties
6 where renters are year-round. Study 41 at 3. Guidehouse concluded that the enhanced
7 residential incentive offered by the Compact resulted in a higher rate of insulation measure
8 adoption among 1-4 unit rental properties when compared to other Program Administrators
9 in 2019. Study 41 at 11. Guidehouse also determined that for the other Program
10 Administrators, higher incentives may induce some portion of home energy assessment
11 participants to adopt insulation measures among 1-4 unit rental properties. *Id.* Guidehouse
12 also noted that participation levels may be tied to factors related to differences in
13 demographics and housing characteristics of 1-4 unit rental properties on Cape Cod relative
14 to other parts of the state (i.e., factors affecting insulation adoption are most favorable in
15 the Compact's service territory). *Id.* It is important to note that all Program Administrators
16 elected to offer the Compact's 2019-2021 100% uncapped insulation incentive for 1-4 unit
17 rental properties for the 2022-2024 Three-Year Plan (a decision unrelated to this analysis
18 by Guidehouse).

19 **Q. What are some key takeaways from the C&I enhancements study issued by**
20 **Guidehouse?**

21
22 A. In this evaluation, Guidehouse assessed whether the enhanced C&I incentives offered by
23 the Compact targeting small businesses, microbusiness tenants, small non-profits, and
24 municipal customers are an effective mechanism for inducing participation by these
25 segments relative to lower incentive levels, whether there were consistent results across the

1 Program Administrators, and what, if any, adjustments could be adopted during the next
2 three-year plan period by any of the Program Administrators. Study 42 at 1. The overall
3 conclusion offered by Guidehouse was that there was not sufficient analysis to support any
4 Program Administrator (including the Compact) changing its incentive levels for the C&I
5 sector in the 2022-2024 Three Year Plan Term. Study 42 at 25. However, Guidehouse did
6 note that its analysis showed a mostly positive correlation between incentive level and
7 participation rate across Program Administrator-customer segment combinations, which
8 suggests that higher incentives may be justified as a means to increase the rate of
9 participation. *Id.* at 23-24.

10 In addition, Guidehouse's analysis revealed that several other Program Administrators
11 offered incentives to small business customers averaging more than 70% during the 2018-
12 2019 period, and in some cases offered incentives equal to the Compact's enhanced
13 incentive (up to 100%). *Id.* at 23. Thus, Guidehouse concluded that the difference in
14 incentives offered by the Compact and other Program Administrators was not as large as
15 may have been implied in the 2018-2021 Three Year Plan and resulting *Three Year Plans*
16 *Order*, D.P.U. 18-110 through D.P.U. 18-119 (2019). *Id.*

17 Finally, Guidehouse's analysis showed that leveraging a municipal-focused delivery
18 pathway, especially when there is a high level of engagement by the Program
19 Administrator directly with customers, such as with the Compact, is more effective in
20 increasing both the rate and depth for participation among municipal customers. *Id.* at 25.
21 Specifically, Guidehouse concluded, "CLC's municipal program manager is particularly

1 active in relationship development and lead generation with municipal customers, which
2 likely contributes to CLC’s strong results.” *Id.*

3 **E. Conclusion on Compact Specific Issues**

4 **Q. Do you believe that the Compact’s residential participation rates or spending on**
5 **income eligible customers would increase if the Compact were eligible for**
6 **performance incentives like other electric utility Program Administrators?**

7
8 A. The Compact is dedicated to comprehensively and equitably serving its customers.
9 Performance incentives, which are associated with utility ratemaking and of benefit to
10 utility company shareholders, are not an appropriate consideration for municipalities
11 administering energy efficiency services (e.g., municipalities have no shareholders). The
12 Compact has diligently provided energy efficiency services to customers on the Cape and
13 Vineyard for upwards of 21 years and has performed well without the need for performance
14 incentives. During this time, the Compact has also undertaken innovative approaches to
15 program design and service, which may also have increased customer participation, and
16 which were ultimately adopted by other Program Administrators as part of the statewide
17 administration of energy efficiency. Moreover, the Legislature has recognized that
18 municipal aggregators implementing energy efficiency may do so in a manner that is
19 different from state energy conservation goals, in that municipalities implementing energy
20 efficiency may offer “more specific, detailed, or comprehensive” energy plans that cover
21 “additional subject areas” and may adopt, enforce and administer an energy plan “which
22 does not comply with any such state-wide conservation goals so long as it does not violate
23 the laws of the commonwealth.” G.L. c. 164, §134(b).

1 **VII. CONCLUSION**

2 **Q: Does this conclude your testimony.**

3 **A: Yes. It does.**

The Cape Light Compact's Low-Income Energy Efficiency Programs

Challenges and Opportunities

Prepared for The Cape Light Compact

July 29, 2022

AUTHORS

Erin Malone
Danielle Goldberg
Shelley Kwok
Tim Woolf



485 Massachusetts Avenue, Suite 3
Cambridge, Massachusetts 02139

617.661.3248 | www.synapse-energy.com

CONTENTS

EXECUTIVE SUMMARY	1
1. BACKGROUND	3
1.1. Department's concerns	4
1.2. This report	4
1.3. Income-eligible energy efficiency programs	5
2. COMPACT-SPECIFIC CHALLENGES.....	6
2.1. The Compact has few low-income customers.....	6
2.2. Mutual customer participation dynamics.....	8
2.3. Low-income participation trends	9
2.4. Serving all non-participants.....	14
3. STATEWIDE CHALLENGES AND CONSIDERATIONS.....	15
3.1. Low-income participants within the residential programs	15
3.2. Comprehensive programs by design	15
3.3. Other Program Administrators	16
4. A WAY FORWARD	18
4.1. Alternative program designs	18
4.2. Alternative policy approaches	19
4.3. Conclusion	20

EXECUTIVE SUMMARY

Massachusetts law requires electric energy efficiency Program Administrators to spend at least 10 percent of their budget on low-income programs.¹ Since 2014, the Cape Light Compact JPE (Compact) has struggled to meet this requirement due in large part to territory-specific circumstances, highlighted below.

- The Compact has few low-income customers, representing about 5 percent of the Compact's customer base. The Compact has significantly fewer low-income customers than other electric Program Administrators.²
- About half of the Compact's low-income customers heat with gas and therefore National Grid Gas is their primary energy efficiency Program Administrator, not the Compact. Starting in 2012, the Program Administrators' statewide protocol for serving low-income customers stipulates that customers who heat with gas can only be provided envelope measures and heating systems – the most expensive measures – by the gas Program Administrator.
- Combined, these factors mean the Compact is required to spend 10 percent of its term budget on 2.5 percent of its customers.

Notwithstanding these challenges, the Compact has consistently provided equitable service to its low-income customers, which has resulted in direct energy efficiency benefits to participants and ratepayers. Since the Compact began providing energy efficiency programs in 2001, the Compact has successfully reached most of its eligible low-income customers. Synapse Energy Economics (Synapse) analyzed Compact customer and participant data from 2004 through 2021 and found the following results.

- As of 2021, there were about 10,000 customers (including mutual customers of the Compact and National Grid Gas) eligible to participate in the Compact's low-income programs. Through implementation of its programs in 2004 through 2021, the Compact served about 7,000 of the 10,000 eligible customers (or about 70 percent of eligible customers).
- Of the remaining roughly 3,000 non-participants, about half are mutual customers of the Compact and National Grid Gas that the Compact is not able to serve comprehensively.³

¹ Throughout this report, we use the terms "low-income" and "income-eligible" interchangeably.

² Throughout this report, we regularly use the terms "customer," "participant," and "accounts." We generally use these terms interchangeably to mean unique customer account number.

³ About one-third of these customers went onto the utility discount rate for the first time in 2020 or 2021.



- If we remove the 1,500 non-participants whom the Compact cannot serve because they are mutual customers from the Compact's pool of eligible customers, then the Compact's participation rate is closer to 85 percent instead of 70 percent.
- There are approximately 1,500 non-participants, or 15 percent of eligible participants, that the Compact has not yet served.
- Even if the Compact served all 1,500 non-participants during the 2022–2024 plan term and spent the same amount per participant as spent historically on each participant (about \$3,000 per participant), the Compact still would not be able to spend 10 percent of its budget on low-income programs per year or for the term.

Given the Compact's relatively small population of eligible low-income customers and its historically successful program implementation, the Compact is unlikely to meet the statutory low-income spending requirement of 10 percent with the current program and policy landscape.



1. BACKGROUND

Since 2001, the Compact has implemented energy efficiency programs on Cape Cod and Martha's Vineyard.⁴ The Compact coordinates program design and implementation with the Massachusetts electric and gas utilities, collectively the Program Administrators.⁵ The Compact's service territory overlaps Eversource's electric service and National Grid's gas service.

Beginning with the first three-year energy efficiency plans in 2010, Massachusetts law requires that "at least 10 per cent of the amount expended for electric energy efficiency programs... shall be spent on comprehensive low-income residential demand side management and education programs."⁶

Consistent with this statute, since 2010, the Compact has planned to spend 10 percent of its energy efficiency budget on low-income programs and services. However, the Compact has not always spent its planned budget. Figure 1 illustrates the Compact's actual spending for the low-income sector for 2010 through 2021. Starting in 2014, the Compact has struggled to meet the 10 percent spending requirement.

⁴ The towns of Aquinnah, Barnstable, Bourne, Brewster, Chatham, Chilmark, Dennis, Edgartown, Eastham, Falmouth, Harwich, Mashpee, Oak Bluffs, Orleans, Provincetown, Sandwich, Tisbury, Truro, West Tisbury, Wellfleet and Yarmouth, and Dukes County organized and operating collectively as the Cape Light Compact JPE.

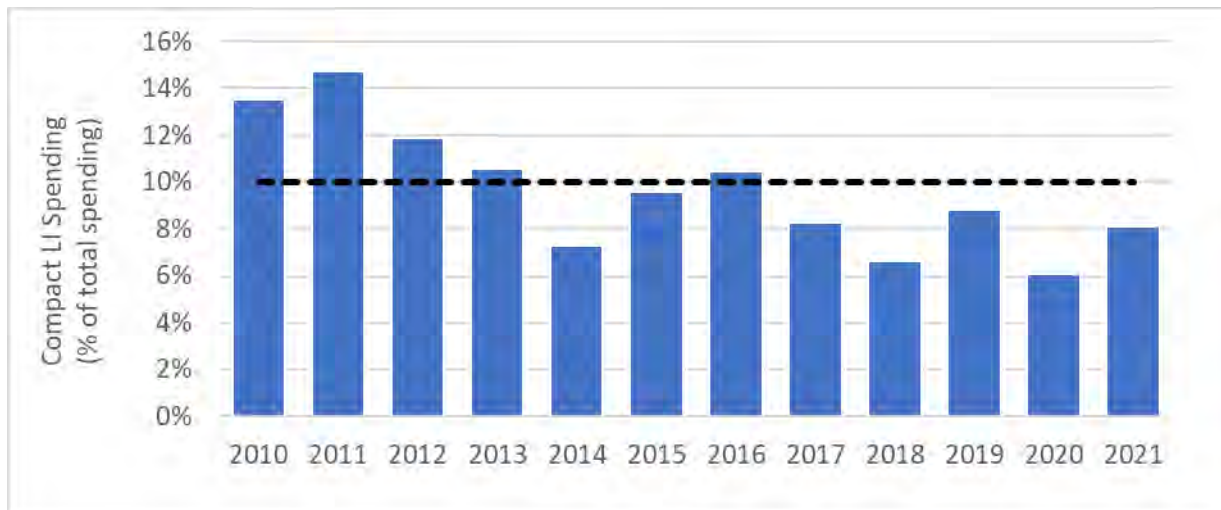
For more information on the Compact's history, including its community aggregation plan, see <https://www.capelightcompact.org/governing-documents/>.

⁵ The other energy efficiency Program Administrators are the Berkshire Gas Company, Fitchburg Gas & Electric Light Company d/b/a Unitil, Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty, Massachusetts Electric Company, Nantucket Electric Company, Boston Gas Company and former Colonial Gas Company, each d/b/a National Grid, NSTAR Electric Company, and NSTAR Gas Company and Eversource Gas Company of Massachusetts, each d/b/a Eversource Energy.

⁶ MA G.L. c 25 § 19, <https://malegislature.gov/Laws/GeneralLaws/PartI/TitleII/Chapter25/Section19>.



Figure 1. Compact actual low-income spending as a percent of total spending, 2010–2021



Source: www.MassSaveData.com.

1.1. Department’s concerns

In its order on the 2022–2024 Three-Year Energy Efficiency Plans, the Massachusetts Department of Public Utilities (Department or DPU) articulated its concerns regarding the Compact’s historical spending on low-income programs. The Department stated that it “questions the Compact’s ability to deliver equitable services to all of its customers and, therefore, we will carefully examine the Compact’s low-income program spending in its 2019–2021 Term Report.”⁷

Since the Department issued its order in January 2022, the Compact has been assessing customer and energy efficiency program data both internally and with assistance from third-party vendors, including Synapse and DNV.

1.2. This report

The Compact commissioned Synapse to investigate some of the Department’s concerns regarding the Compact’s service to low-income customers. This report provides our analysis and results. We identify some of the challenges the Compact faces in spending 10 percent of its budget on low-income programs and analyze the Compact’s historical low-income program participation.

Synapse worked closely with Compact staff in developing this report to obtain programs details and ensure data accuracy. Synapse primarily relied on data from the Compact’s tracking system to complete

⁷ D.P.U. 21-120 through D.P.U. 21-129, pages 300-301.

the analysis in this report. We also reviewed data from MassSaveData and DNV's energy efficiency database that it maintains for the Program Administrators.

1.3. Income-eligible energy efficiency programs

The Program Administrators offer energy efficiency programs to both residential and low-income customers, targeting the new construction, retail, and home retrofit markets. The Program Administrators offer additional measures and services to low-income customers beyond what is available to residential customers. All low-income measures are provided at no cost (i.e., a 100 percent incentive) to participants who qualify for the low-income programs, which is typically higher than the incentives available within the residential programs.

Low-income customers can participate in either the residential or low-income programs, or both, depending on the program. The Compact and other Program Administrators strongly encourage customers who qualify to be served through the low-income programs because they will receive the most services at no cost.

Residential customers are eligible to participate in the low-income energy efficiency retrofit programs if their household income is equal to or less than 60 percent of state median income in the participation year.^{8,9} The Compact identifies this eligibility in one of the three following ways:

- The customer receives fuel assistance and therefore has already been screened and determined to be low-income-eligible by the Low-Income Home Energy Assistance Program (LIHEAP).
- The customer is on the electric or gas utility low-income discount rate (the R-2 and R-4 electric rates) and therefore has already been means-tested as low-income-eligible. Customers qualify for the utility discount rate annually by being enrolled in the Fuel Assistance program or by meeting the eligibility requirements for other means-tested programs, such as Chapter 115 Veterans' Service Benefits, Supplemental Security Income (SSI), or Supplemental Nutrition Assistance Program (SNAP) services.
- The customer's income has been verified by the Compact as being at or below 60 percent of the state median income. The Compact verifies income directly in its customer call center through an application process and customer-provided financial documentation.

⁸ For single-family (1-4 unit) buildings, income eligibility is determined using state median income. For multifamily (5+ units) buildings, income eligibility is determined using area median income, and at least 50 percent of the building occupants must meet this criterion. Details are available in the 2022–2024 Three-Year Plan at 108-109.

⁹ Updated state median income numbers by household size are issued annually by the U.S. Department of Housing and Urban Development (HUD) in preparation for the October 1 start of the heating season/fiscal year. Numbers for Massachusetts for a given fiscal year can be found on the Mass.gov website along with information on the LIHEAP program at: <https://www.mass.gov/service-details/learn-about-low-income-home-energy-assistance-program-liheap>.

2. COMPACT-SPECIFIC CHALLENGES

In this section we identify some of the key challenges the Compact faces when attempting to spend 10 percent of its budget on low-income programs. The Compact's territory-specific barriers are its relatively small number of low-income customers, its service limitations to mutual gas and electric customers, and cumulatively high participant rates.

2.1. The Compact has few low-income customers

A Program Administrator's ability to spend 10 percent of its budget on low-income programs will depend on the number of low-income customers in its service territory relative to the number of residential and commercial and industrial (C&I) customers.

For the Compact, its customer demographics are heavily weighted towards residential customers, with few low-income or C&I customers. As summarized in Table 1, low-income customers comprise 5 percent of the Compact's total customers, and about 6 percent of the Compact's total residential customers (the sum of low-income and residential customers).¹⁰

Table 1. Compact's 2021 customers by customer sector

Customer Sector	2021 Customers	Percent of Total Customers	Percent of Total Residential Customers
Low-Income	10,244	4.9%	5.7%
Residential	169,921	81.9%	94.3%
Commercial & Industrial	27,357	13.2%	n/a
Total	207,522	100%	n/a

Source: Compact customer data.

To put the Compact's customer demographics into statewide context by comparing to the other electric Program Administrators, we would ideally analyze customers within each customer sector for all Program Administrators. Unfortunately, we could not find public data with customer counts by residential, low-income, and C&I sector for the other electric Program Administrators. As a proxy for customers, we analyzed residential and low-income sales data, which the Program Administrators provide in energy efficiency plans.¹¹

Figure 2 summarizes residential and low-income sales as a percent of total residential and low-income sales for each PA and statewide based on forecasted 2022–2024 sales. About 6 percent of the Compact's

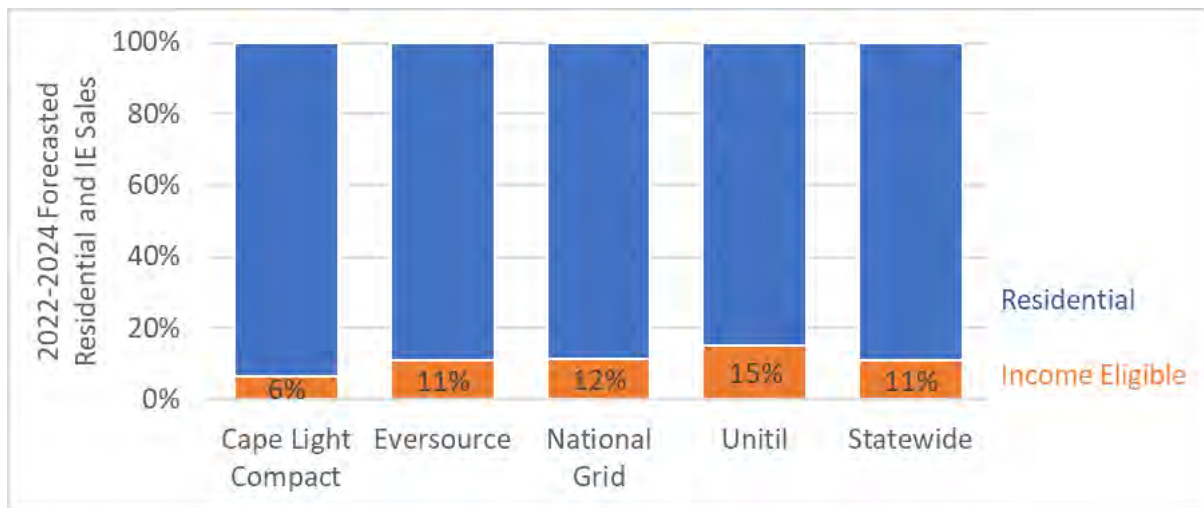
¹⁰ See also, e.g., the Compact's 2018 Energy Efficiency Surcharge filing, where the Compact explains it has few low-income customers in its territory. D.P.U. 17-165, Exhibit 1, at 7 (October 26, 2017).

¹¹ We did not include C&I sales in this analysis because C&I sales can vary significantly by C&I customer, and sales would likely not be a representative proxy for customers.

total residential sales are from low-income customers, which is consistent with the ratio of low-income to total residential customers presented in Table 1.

Statewide, low-income customers comprise 11 percent of total residential sales, which is almost twice as much as the Compact's low-income customers represent. The Compact's low-income sales as a percent of total residential sales are lowest among all electric Program Administrators, with the other Program Administrators seeing percentages that range from 11 to 15 percent. We concluded that the Compact has roughly half as much opportunity to serve low-income customers as other electric Program Administrators.

Figure 2. Electric residential and low-income sales as a percent of total residential sales, 202–2024 forecasted

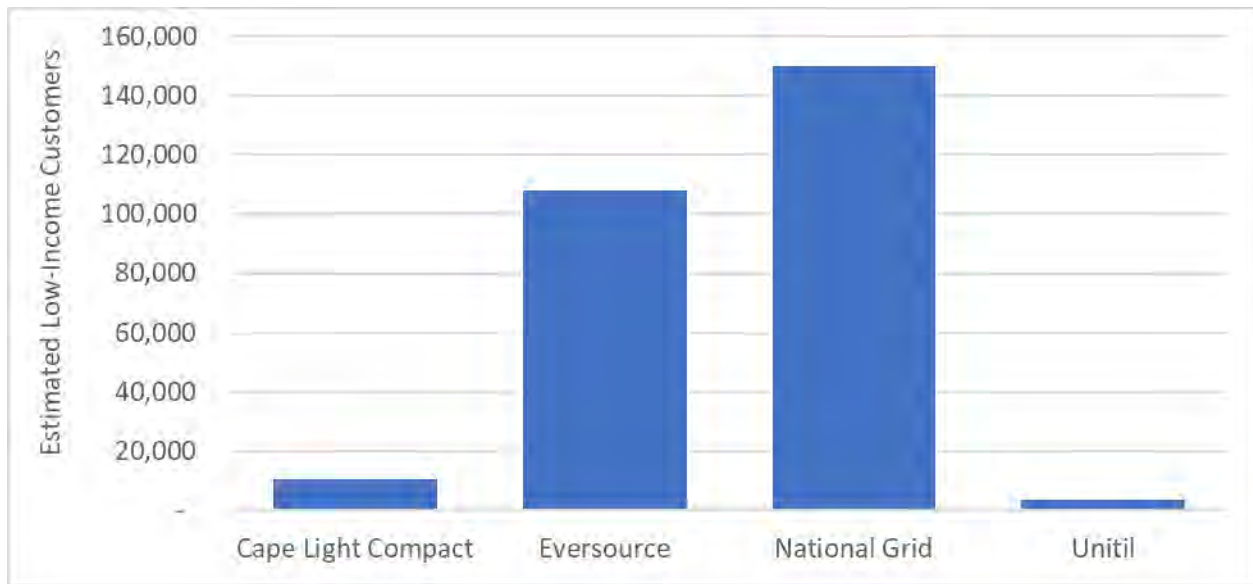


Source: www.MassSaveData.com.

Using the same sales data, we roughly estimated the number of low-income customers in each Program Administrator's territory by assuming each low-income customer uses 550 kWh per month.¹² As shown in Figure 3, compared to the Compact, Eversource has about 10 times as many low-income customers while National Grid has almost 14 times as many low-income customers. Unitil has the lowest number of low-income customers, but the highest percentage of sales from low-income customers as shown in Figure 2. This further confirms the Compact has few low-income customers relative to other electric Program Administrators.

¹² Assuming 550 kWh per month results in 10,782 low-income customers for the Compact per year in 2022–2024, which compares to the Compact's 10,244 low-income customers in 2021.

Figure 3. Estimated number of income-eligible customers



Source: www.MassSaveData.com.

Based on the above analysis, it will continue to be a challenge for the Compact to spend 10 percent of its budget on low-income customers year after year when the Compact has few customers on which to spend the money.

2.2. Mutual customer participation dynamics

The Compact implements its energy efficiency programs in a portion of National Grid's gas service territory. Starting mid-2012, the Program Administrators agreed that gas Program Administrators would provide comprehensive services (weatherization and heating system services) to low-income customers who heat with gas, while the electric Program Administrators would serve the non-gas-heated customers.

As a result of this protocol, the Compact and National Grid coordinate energy efficiency services to mutual customers who heat with gas.¹³ Below, consistent with the statewide model, we explain how the two Program Administrators coordinate when a low-income customer who is also a mutual customer wishes to participate in the energy efficiency programs.

- **Customer service.** The Compact completes all initial customer service activities for the customer regardless of heating fuel type. The Compact enrolls the customer in the energy efficiency programs and handles phone calls and troubleshooting for the

¹³ For residential market-rate retrofit programs, the Compact supports serving all electric customers for all measures, including those customers who heat with gas and prefer to be served by the Compact. This investigation is pending before the Department. See, D.P.U. 16-169.

participant. If the low-income customer is a mutual customer and gas-related decisions arise, then the Compact directs the customer to National Grid for further customer service.

- **Audit and fees.** The Compact completes and pays for the home energy assessment or audit for all low-income customers, regardless of heating fuel type.
- **Energy efficiency measures.** If the low-income mutual customer requires weatherization work or heating system upgrades, then National Grid pays for and claims savings for those measures. Weatherization and heating system upgrades are typically the most expensive energy efficiency measures and provide significant savings to the customer. If the low-income mutual customer requires measures that only have electric savings, such as lighting or appliances, then the Compact pays for and claims savings for those measures.¹⁴ These measures are lower cost and provide fewer savings than weatherization measures and heating systems.

As explained in Section 2.3, about half of the Compact's already limited low-income customers are mutual customers. The Compact will have a difficult time spending 10 percent of its budget on low-income customers since it cannot provide almost half of its low-income customers with the most expensive energy efficiency measures. As shown in Figure 1, the transition away from serving mutual customers in 2012 contributed to the Compact's decline in spending on low-income as a percent of total spending.¹⁵

This issue compounds with the previously mentioned challenge of the Compact having few low-income customers to begin with. Considering low-income customers represent about 5 percent of the Compact's customers and given that the Compact cannot serve about half of these customers, that leaves about 2.5 percent of customers on which the Compact would spend 10 percent of its budget.

2.3. Low-income participation trends

In this section we analyze the Compact's historical low-income participation rates as well as non-participant demographics and opportunities.

Historical participation rate

There are multiple ways to assess energy efficiency program participation, and each method has its pros and cons. None of the possible methods represent an industry-standard practice; and some methods can produce flawed or incongruous results, especially if the underlying data has errors or

¹⁴ Appliances could include refrigeration, clothes washers, window air conditioning units, or dehumidifiers.

¹⁵ Other factors contributed to the Compact's decline in low-income spending as a percent of total spending during the roughly 2012 to 2015 timeframe, including increasing residential and C&I budgets and transitioning the low-income new construction program into the residential new construction program.

inconsistencies. Long-term participation estimates are especially complicated due to changes in eligible customers, changes in program designs, and repeat participation across years and programs.

Synapse took a simplified approach to assessing participation by asking: Of the Compact's current low-income customers, which have participated in past energy efficiency programs? In answering this question, we could assess program participation rates (participants divided by eligible customers) and identify non-participants (eligible participants less participants).

We analyzed data from the Compact's customer and participant databases from 2004 through 2021.¹⁶ We defined current low-income customers as the 9,925 unique electric accounts taking service on the utility discount rate (Eversource's R-2 and R-4 electric rate classes) as of January 2021. This is the pool of customers who could participate in the Compact's low-income retrofit energy efficiency programs ("eligible customers").

We then found that, of those 9,925 accounts eligible to participate in the income-eligible programs, 7,026 accounts are associated with addresses that have participated in either an income-eligible or residential program from 2004 to 2021.^{17,18} This indicates that over the past 18 years, the Compact has served 71 percent of its low-income customers. Table 2 summarizes our results.

¹⁶ The customer database is an accumulation of data regularly provided to the Compact by Eversource. It includes, by electric meter number, customer account number, name, address, rate code, and monthly usage. The participant database consists of outputs from the Compact's energy efficiency tracking systems. It includes, by measure, customer account number, name, address, measure savings, measure costs, among many other data points.

While the participant database extends through 2001, the year the Compact began implementing energy efficiency programs, the customer database extends through 2004. That is why we started our analysis in 2004, rather than 2001.

¹⁷ We first looked at whether an address participated in the low-income programs, as those programs provide the most comprehensive services at no cost to the customer. We found 5,203 accounts participated in the low-income programs. We then looked at whether the remaining addresses participated in the residential programs, to the extent we had account level participation data for the residential programs. We found an additional 1,823 accounts participated in the residential programs. If the address previously participated in either a low-income or residential program, we assumed there are few remaining efficiency opportunities for the current customer.

¹⁸ We used an iterative matching process between the customer and participant databases to identify participating addresses and associated account numbers. The street address nomenclature and syntax are consistent across years within the customer database. However, the street addresses within the participant database are not as clean and vary across years and when compared to the customer database. Given that account numbers can change when customers move, the addresses within the customer database are the only constant data across the 18-year period of our study.

We first matched account numbers by year between the two databases. Matching by year helps mitigate data lost when account numbers change. Once the account numbers were matched between databases, we could connect addresses from the customer database to participant account numbers. We then removed duplicate addresses over the study period to isolate for unique participants. We matched those unique participant addresses to the addresses associated with the January 2021 low-income account numbers (i.e., the eligible customers). Using those results, we determined whether current low-income customers were living at an address that had participated in an energy efficiency program, regardless if that exact customer had directly participated.

Table 2. Compact participation analysis

<i>a</i>	2021 accounts on utility discount rate	9,925
<i>b</i>	Participating accounts, 2004-2021	7,026
<i>b/a</i>	Participation rate (%)	71%
<i>a-b</i>	Non-participant accounts	2,899

Source: Compact customer and participant databases.

Caveats

This simplified approach to estimating participation is not a perfect representation of the Compact's low-income program participation. There are multiple caveats to keep in mind when reviewing the results, some of which we explain below.

Frequently changing customer data

January 2021 is a snapshot in time. Customers regularly move in and out of income ranges, rate classes, and homes. However, for each year since 2015, there have been between 9,000 and 10,000 accounts on the low-income discount rates within the Compact's service territory. While the 9,925 accounts eligible to participate identified through our analysis is likely within the correct range of customers, the exact customers and homes vary annually, even monthly.

We chose the month of January because many customers go on Fuel Assistance in the fall or winter to help mitigate high winter heating bills. We assumed that by January most customers have enrolled in Fuel Assistance and have transitioned to the discount rate. Therefore, January provides the largest pool of eligible low-income customers. We chose 2021 because it is the most recent year for which we have complete participant and customer data.

Eligible customers are limited

Using the number of accounts on the electric utility discount rate is not a complete approximation of customers who could participate in the low-income programs. The Program Administrators use the discount rate as the primary method to screen for income eligibility, but it is not the only method. A customer could be on a residential rate and participate in the income-eligible programs. The number of accounts on the discount rate likely underrepresents eligible customers.

We relied on accounts on the discount rates because it is the most common approach for screening income eligibility, most customers that participate in the low-income programs are on the discount rate, and we could compare eligible customers to the participant data using account numbers.

Participants are limited

We maintained consistency with the eligible customer calculations by only including participants who were on the low-income discount rate as of January 2021. We excluded the 1,027 accounts that participated in the 2004–2021 low-income programs who were on a residential rate as of January 2021. Those customers participated in the low-income programs and the Compact determined they were

income-eligible to participate at that time. Therefore, while we underestimate eligible customers, we also underestimate participants.

Mutual customers

The most significant caveat is that we do not account for the impact of mutual customers in this analysis.

Ideally, we would remove mutual customers from both eligible customers and participants, as there is little spending or savings opportunities for the Compact at homes that heat with gas. While the Compact could claim lighting or appliance measures from mutual customers, those measures do not fully reflect the Compact's efforts to serve customers through the low-income program. It would be more appropriate to assume the Compact cannot serve those customers, and thereby remove them from the analysis (both from eligible customers and any participants).

We reviewed two data sources to estimate the number of mutual accounts in the Compact's territory, which we discuss below. Neither source accurately indicates which electric accounts heat with gas, but they provide useful bookends from which we could draw conclusions.

National Grid indicated to the Compact there are approximately 5,000 low-income single-family gas accounts in the Compact's territory. This represents about half of the Compact's eligible customers. However, gas accounts may not equate to electric accounts. If we assume there are more electric accounts associated with a gas account on average due to multifamily buildings, then there are likely more electric accounts associated with the 5,000 gas accounts indicated by National Grid. This would imply more than half of the Compact's electric accounts heat with gas.

Conversely, DNV maintains a statewide database of accounts for the Program Administrators. Synapse used that data and determined there are approximately 2,500 non-heating low-income electric accounts (i.e., customers on the R-2 rate) that also have a gas account.¹⁹ This represents about one-quarter of the Compact's eligible customers. Compact staff spot checked the DNV data by comparing addresses to local property databases. For multiple addresses, the local property database indicated the home heated with gas, but the DNV database did not. Based on this, Synapse suspects the DNV data underestimates total mutual customers, perhaps significantly.

To mitigate some of the account-level inconsistencies, we looked at premise information within the DNV data. For Eversource, the first six digits of an electric account number represent a premise number that remains constant when an account number changes. A premise can include 1–20 accounts, although most premises include 1–10 accounts and many just have one account. Using the same DNV parameters (i.e., accounts on the R-2 rate class), we looked at premises that have at least one account with a gas account and assume all accounts within that premise heat with gas. This simplification could

¹⁹ We looked only at R-2 rates because we assumed that low-income heating rates (i.e., customers on the R-4 rate) are unlikely to also heat with gas.

overestimate the number of accounts that heat with gas, but nonetheless provides a useful benchmark. This analysis indicates that approximately 6,000 accounts heat with gas, or about 60 percent of the Compact's eligible low-income customers.

The above data points indicate that, at a minimum, 25 percent of the Compact's eligible customers heat with gas, although the true number is likely at or above 50 percent. Based on this, we comfortably assume about half of the Compact's income-eligible customers heat with gas.

Non-participant demographics

As indicated in Table 2, there are 2,899 accounts in the Compact's territory that could be eligible for but have not participated in the income-eligible programs. Synapse explored who these customers might be and why they have not yet participated.

Mutual customers. Compact staff individually researched the addresses associated with all 2,899 non-participating accounts in local property databases to identify which addresses heat with gas.²⁰ They found that 1,435 accounts heat with gas while 1,308 accounts do not heat with gas, and there were 156 accounts that could not be found or for which the property database did not indicate the type of home heating. Therefore, 1,435 accounts, or about half of the approximately 3,000 low-income non-participants in the Compact's territory, heat with gas and are served primarily by National Grid Gas rather than the Compact. This leaves 1,464 accounts (the sum of the non-gas heating and uncertain accounts) that the Compact could potentially serve.

Table 3. Non-participant accounts by heating type

Heating type	Accounts	Percent of total (%)
Gas heat	1,435	49.5%
Non-gas heat	1,308	45.1%
Uncertain	156	5.4%
Total	2,899	100%

Source: Compact customer and participant databases.

If we remove from the Compact's pool of eligible customers these approximately 1,500 non-participants whom the Compact cannot serve because they are mutual customers, then the Compact's participation rate is closer to 85 percent instead of 70 percent.

New to the utility discount rate. Of the 2,899 non-participant accounts, 610 accounts (which is about 20 percent of non-participants) went on the utility discount rate for the first time in 2021. An additional 413 accounts went on the utility discount rate for the first time in 2020, meaning 35 percent of non-participants have enrolled in the utility discount rate within the past two years. These new low-income customers could be harder to reach, at least initially, for participation. Conversely, of the 1,411 total

²⁰ See, e.g., gis.vgsi.com/yarmouthma/Search.aspx, www.axisgis.com/TisburyMA/, or tobweb.townofbarnstable.us/Departments/Assessing/Property_Values/Property-Look-Up.asp

accounts that went on the utility discount rate for the first time in 2021, 151 accounts (or about 11 percent of new discount rate customers) participated in either the low-income or residential efficiency programs in 2021.

2.4. Serving all non-participants

There are approximately 1,500 non-participant low-income customer accounts that the Compact could serve. If the Compact endeavored to serve all these customers during the current 2022–2024 plan term, it could serve about 500 accounts each year. For comparison, in 2021, the Compact served approximately 875 accounts that were on the utility discount rate in 2021 and spent only 8 percent of the total budget on income-eligible programs.²¹ On average from 2014–2021—the years for which the Compact has struggled to meet the low-income spending target—the Compact has served over 800 accounts per year. Reaching all non-participants is not enough to push the Compact over the 10 percent spending threshold.

Said another way, the Compact spends on average about \$3,000 per low-income participant per year. If the Compact spent the same amount on each of the 1,500 non-participants, the Compact’s budget would be about \$4.5 million in customer incentives. Again, for 2021, the Compact spent \$4.1 million in total on the income-eligible programs (not just customer incentives) and only spent 8 percent of the total budget.

Even if the Compact served every non-participating customer currently on the low-income discount rate in its service territory during the 2022–2024 plan term, the Compact is unlikely to meet the 10 percent spending requirement per year or for the term.

²¹ The 875 participating accounts include both new and repeat address participation, whereas the 1,500 non-participant accounts are at addresses that have not previously participated.

3. STATEWIDE CHALLENGES AND CONSIDERATIONS

In addition to the Compact-specific challenges discussed in Section 2, the Compact faces other challenges in spending 10 percent of its budget on low-income customers. These challenges are potentially faced by all Program Administrators, not just the Compact. Given the Compact-specific challenges, however, these statewide challenges are exacerbated within the Compact's territory and further contribute to the Compact's depressed low-income budgets.

3.1. Low-income participants within the residential programs

As explained in Section 1.3, low-income customers can and do participate in the residential programs if they choose to. This makes it difficult for Program Administrators to assess the true amount spent on low-income customers. The Program Administrators typically divide the low-income sector budget by the total budget to assess whether it has spent 10 percent of its budget on low-income customers. This will understate the amount spent on low-income customers because it does not include the amount spent on low-income customers who participate in the residential programs.

It is not possible to determine the amount a Program Administrator spends on low-income customers who participate in the residential programs. For the new construction and retail programs, the Program Administrators do not require income verification for program participation; the measures and services are available to all residential customers regardless of income. Low-income customers can participate in these residential programs, but their participation cannot be tracked. For the retrofit programs, the Program Administrators make every effort to direct customers to the low-income retrofit programs, but some low-income customers may still participate in the residential retrofit program.

It is a challenge for all Program Administrators, including the Compact, to identify exact spending on low-income customers. The percentages calculated in planning and reporting documents likely underestimate spending on low-income customers.

3.2. Comprehensive programs by design

The low-income programs are designed to provide comprehensive energy efficiency services at little or no cost to the customer. By design, the low-income home energy assessment identifies all efficiency opportunities in a home, and contractors install all recommended measures and services. Therefore, once a customer participates, it has few efficiency opportunities or motivation to participate again. This is especially true if the home is fully weatherized and the heating system is up-to-date.

The energy efficiency programs have evolved to provide new or different measures and services, and a customer's once new energy efficiency measures will eventually decay or expire. Over an extended period, customers may repeat participation. With each participation experience, however, there are



likely fewer opportunities to improve the home's energy efficiency, especially with more expensive upgrades like weatherization or heating systems.²²

The challenge here is that the successful implementation of comprehensive programs will naturally result in fewer savings opportunities over time, absent expansions of program offerings. Energy efficiency programs are intended to transform customer behavior and markets, and when successful, customers have no reason to re-participate in the programs. For the Compact specifically, with few low-income customers to begin with, the pool of eligible customers further shrinks annually with each participant that is comprehensively served. As analyzed in Section 2.3, the Compact has already successfully served most of its low-income customers.

3.3. Other Program Administrators

The Compact is not the only Program Administrator to have difficulty meeting the low-income spending requirement. The gas Program Administrators are required to spend 20 percent of their budgets on low-income programs, compared to 10 percent for the electric Program Administrators. Since 2010, there have been multiple instances of gas Program Administrators not meeting the 20 percent spending requirement.

As shown in Table 4, between 2010 and 2021, all gas Program Administrators missed the 20 percent spending threshold at least once on an annual basis, with some Program Administrators falling short between four and nine times (blue shaded cells in Table 4 indicate the Program Administrator spent less than 20 percent of total costs for the year).²³ In most cases, the gas Program Administrator managed to compensate for an annual shortfall in other years, such that the Program Administrator met the threshold for the three-year term. However, for the 2010–2012 term both Berkshire Gas and Columbia Gas spent 14.9 percent and 19.4 percent on low-income programs, respectively, while for the 2016–2018 term Columbia Gas spent 17.9 percent on low-income programs (yellow shaded cells in Table 4 indicate the Program Administrator spent less than 20 percent of total costs for the plan term). For the 2019-2021 term, most of the gas Program Administrators did not spend 20 percent of their budget on low-income programs due to the impacts of the global COVID-19 pandemic.

This illustrates that there are often Program Administrator-specific circumstances that create challenges in meeting the low-income spending threshold.

²² See, e.g., D.P.U. 19-96, Cape Light Compact 2016-2018 Term Report, Exhibit 1, Part Two, page 8 where the Compact explained for the Low-Income Single Family Retrofit core initiative: "The downward trend in weatherization is a result of the Compact having previously provided weatherization services to many customers identified on the low-income discount rate. Unlike many energy efficiency measures that evolve with changing technology, once a home is weatherized (insulation and air sealing) there is less opportunity to provide additional weatherization measures to these customers." See also, D.P.U. 19-96, the Compact's response to DPU 1-5; D.P.U. 20-50, Exhibit 1, Appendix 1, page 5; and D.P.U. 21-70, Exhibit 1, Appendix 1, page 5.

²³ The 2021 values included here are based on near-final draft results for inclusion in the 2019-2021 Term Report due to be filed August 1, 2022. The numbers here may not align exactly with final filed results for each Program Administrator.

Notwithstanding the shortfalls in annual and term-level low-income spending, the Department has approved, and for the 2013–2015 and 2016–2018 term reports has even stamp-approved, each gas Program Administrators annual and/or term reports and associated spending.²⁴

Table 4. 2010–2021 Gas Program Administrator low-income spending as a percent of total spending

Year	Berkshire	Columbia Gas of MA ²⁵	Eversource Gas (NSTAR)	Liberty	National Grid Gas	Unitil Gas	Statewide Total
2010	8.9%	15.7%	22.7%	24.5%	19.4%	22.4%	19.2%
2011	13.5%	16.3%	27.0%	20.8%	18.5%	39.8%	19.9%
2012	19.0%	24.0%	22.8%	22.9%	27.1%	27.0%	25.6%
2010-2012	14.9%	19.4%	24.2%	22.7%	22.8%	30.1%	22.4%
2013	22.9%	24.8%	24.0%	28.1%	21.5%	25.6%	22.8%
2014	18.4%	21.5%	23.9%	22.8%	22.2%	26.6%	22.4%
2015	20.3%	18.7%	22.2%	20.2%	21.6%	32.4%	21.2%
2013-2015	20.5%	21.4%	23.3%	23.4%	21.8%	28.1%	22.1%
2016	15.4%	17.4%	21.2%	19.8%	19.4%	28.5%	19.4%
2017	23.1%	19.6%	20.3%	19.2%	23.9%	29.6%	22.3%
2018	24.6%	17.0%	22.8%	24.0%	21.0%	19.1%	20.8%
2016-2018	21.3%	17.9%	21.5%	21.3%	21.4%	25.1%	20.8%
2019	20.0%	16.3%	21.2%	29.1%	21.0%	31.5%	20.3%
2020	11.7%	14.8%	9.9%	17.3%	15.9%	22.4%	14.6%
2021	15.5%	19.4%	20.1%	18.4%	20.7%	27.1%	20.2%
2019-2021	15.6%	17.1%	17.7%	21.8%	19.3%	27.3%	18.6%

Source: www.MassSaveData.com.

²⁴ See, e.g., D.P.U. 19-90, D.P.U. 13-113, and D.P.U. 13-112.

²⁵ For 2021, the Columbia Gas numbers are for Eversource Gas (EGMA).

4. A WAY FORWARD

Regarding the Compact's struggles to meet the 10 percent spending requirement, we conclude the following:

- the Compact has served a majority (70–85 percent) of eligible customers,
- the remaining non-participants are predominately mutual customers whom the Compact cannot serve comprehensively, and
- serving all non-participants will not guarantee the Compact spends 10 percent of its budget on low-income customers.

Given these findings, in what ways could the Compact meet the statutory minimum spending on low-income customers?

4.1. Alternative program designs

The statewide low-income energy efficiency programs already offer customers a 100 percent incentive: they provide free measures and services. The Compact cannot offer enhanced incentives above and beyond the statewide programs to entice further participation. Given the challenges explained in Section 2, the Compact is unlikely to spend 10 percent of its budget on low-income programs by only implementing the statewide low-income energy efficiency programs.

In recognition of this situation, the Compact has previously proposed creative program solutions to increase spending on low-income customers.

The Compact's Cape and Vineyard Electrification Offering (CVEO), first proposed in the 2019–2021 plan, and again in the 2022–2024 plan, would have allowed low-income customers in the Compact's territory to install comprehensive energy efficiency measures, heat pumps, solar PV, and battery storage at little to no cost to the customer. The proposed budget for CVEO would have likely allowed the Compact to exceed the 10 percent spending requirement while providing direct benefits to low-income customers. The Department denied CVEO on multiple grounds.²⁶

For the 2022–2024 plan term, the Compact proposed and the Department approved an enhancement to the statewide residential new construction core initiative that is focused on low- and moderate-income customers.²⁷ The Compact plans to offer incentives up to 100 percent for low- and moderate-income residential multifamily new construction projects for envelope measures and non-fossil-fuel heating systems, as well as funding for engineering studies and operations and maintenance contracts. The costs

²⁶ See, D.P.U. 18-116, D.P.U. 20-40, and D.P.U. 21-126. The Compact's appeal of the Department's denial of CVEO is pending before the Supreme Judicial Court.

²⁷ D.P.U. 21-126, Exhibit 1, Appendix G.1.

for this program will reside within the residential sector budgets and will not be captured in the 10 percent spending requirements because there is no statewide low-income new construction program. Nonetheless, the Compact is providing comprehensive services to low-income customers.

As another option, the Compact could more aggressively promote electrification through adoption of heat pumps. Specifically, the Compact could revisit previous participants who have oil, propane, or electric baseboard heating and investigate whether full or partial conversion to efficient heat pumps is appropriate. Since 2020 and as part of the 2022-2024 Plan, the Compact is already promoting and installing heat pumps through the income eligible programs. However, the strategy proposed here implies early retirement of relatively efficient heating systems that were previously (perhaps recently) installed through the energy efficiency programs. This approach could add significant costs due to both the direct participant incentive and the time and effort required by the Compact and its vendors to determine whether a heat pump is appropriate for the customer. Such costs could push the Compact closer to the 10 percent spending requirement, but at the risk of few savings. A new heat pump relative to an already efficient fossil fuel heating system may not provide substantial savings or benefits, or the Compact may find heat pumps are not an optimal choice for many customers. This approach could result in income eligible programs that are not cost-effective.

An alternative program implementation strategy would be for the Compact to set the residential and C&I budgets based on the low-income budget. The Compact could establish the low-income budget needed to serve its low-income customers, then set the residential and C&I budgets such that the low-income budget is 10 percent of those budgets. This would result in significantly reduced spending on the residential and C&I customer sectors, which is likely not the intent of low-income spending statute and would not provide equitable service to all customers. Synapse does not recommend this approach.

4.2. Alternative policy approaches

Should program design solutions continue to result in the Compact falling short of the minimum spending requirement for low-income customers, then the Department could consider alternative policy views to implement the statutory requirement.

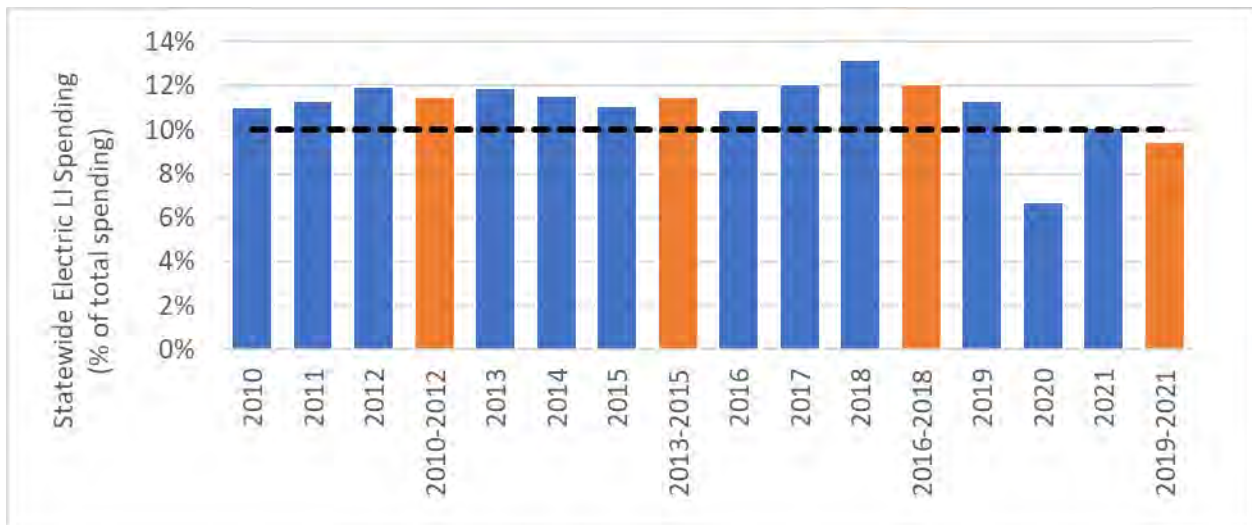
The Department could recognize that the amount spent on low-income customers is not fully accounted for in the low-income sector budgets. The Program Administrators serve low-income customers through the residential programs as well as the low-income programs, so the current low-income calculations may be artificially low.

Additionally, the Department could recognize that the statutory requirement is 12 years old, and that the Compact has essentially achieved the goal of this requirement—to comprehensively and consistently serve low-income customers—over those 12 years. The legislators may not have expected the Compact to be as successful in this period; but, given the information the Department now has available, it could waive this requirement for the Compact going forward.



Finally, the Department could review statewide low-income spending to assess whether 10 percent of the statewide electric budget was spent on low-income customers. Figure 4 summarizes statewide electric spending on the low-income sector for each year from 2010 through 2021.²⁸ With the exception of the 2019-2021 term due to the impacts of the global COVID-19 pandemic, the electric Program Administrators have successfully spent at least 10 percent on the low-income sector for each year and for each three-year plan term.²⁹ Electric Program Administrators spent 11.5 percent on low-income customers for the 2010–2012 and 2013–2015 terms, and 12.1 percent on low-income customers for the 2016–2018 term. Low-income customers within Massachusetts are being comprehensively and equitably served, and the statute is being fulfilled on a statewide basis despite circumstances unique to each Program Administrator’s service territory that have presented challenges in individually meeting the spending targets.

Figure 4. 2010–2021 statewide low-income spending as a percent of total spending



Source: www.MassSaveData.com.

4.3. Conclusion

Although the Compact has not spent its planned low-income budgets, it has consistently provided direct benefits to participants and ratepayers. Since the first three-year plans began in 2010, for both planning and reporting, the Compact’s low-income programs have been cost-effective at the customer sector level with benefit-cost ratios greater than 1.0 using the Massachusetts Total Resource Cost Test.

²⁸ The 2021 values included here are based on near-final draft results for inclusion in the 2019-2021 Term Report due to be filed August 1, 2022. The numbers here may not align exactly with final filed results for each Program Administrator.

²⁹ The gas Program Administrators have also spent at least 20 percent on the low-income sector statewide for each three-year term, excepting the 2019–2021 term, which is likely to be underspent. See Table 4.

Memo to:
Phil Moffitt, Cape Light Compact

Memo No: 3
From: DNV, Energy Insights
Date: 7/27/2022
Prep. By: Isaac Wainstein, Makenzie Scheerer,
Shawn Bodmann - DNV

Copied to:
Anna Deely

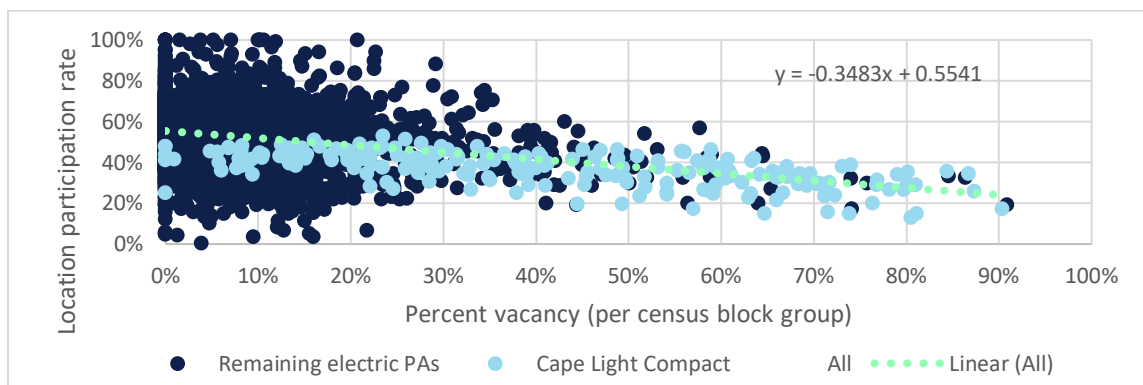
Cape Light Compact Vacancy and Participation Summary

This document provides Cape Light Compact with an analysis of residential household vacancy data included in the MA Customer Profile Study and online dashboard¹ and references three of the participation metrics included in the most recent Residential Nonparticipant Customer Profile Study². The document is intended to provide Cape Light Compact with a greater understanding of the role vacancy plays when measuring customer participation.

The proportion of vacant homes³, defined as households that are occupied for 2 months or less per year, is higher in Cape Light Compact's territory (44%) than the territory covered by the three remaining electric Program Administrators (PAs) (7%) and the state as a whole (9%). Over the 2013-2019 time frame the residential, electric Location Participation Rate⁴ for Cape Light Compact (25.3%) is lower than the statewide average (34.0%)⁵, which makes sense given the higher vacancy. This memo explores the supporting data.

Figure 1 presents the relationship between vacancy and participation across the state's electric territory. Each point represents an individual Census block group. The x-axis is the proportion of homes in a block group that are vacant. The y-axis is the cumulative Location Participation Rate from 2013 – 2019 excluding behavioral programs and participants that don't match to a block group, such as upstream programs. **This figure indicates that areas with higher vacancy tend to have lower location participation rates. Therefore, the higher proportion of vacant homes in Cape Light Compact's territory would lead us to expect a lower Location Participation Rate there than in the rest of the state.**

Figure 1. Statewide residential, electric Location Participation Rate (cumulative 2013-2019)



¹ <https://insight.dnv.com/MACustomerProfile/report/989>

² https://ma-eeac.org/wp-content/uploads/MA19X06-B-RESNONPART_Report_FINAL_v20200228.pdf

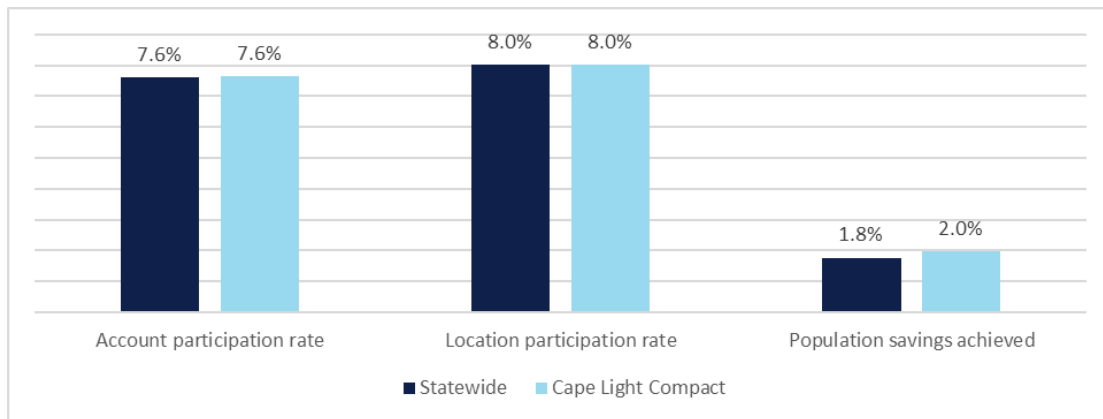
³ Vacancy information comes from the American Community Survey (ACS). <https://www.census.gov/topics/housing/guidance/vacancy-fact-sheet.html>.

⁴ Participation metric definitions can be found in Appendix B.

⁵ <https://ma-eeac.org/wp-content/uploads/2019-RCPS-Report.pdf> (Table 4-12). These metrics are without behavioral and without upstream.

Participation between the state and Cape Light Compact was also compared for high vacancy populations. The high vacancy population encompasses all residential electric customers in block groups with a vacancy greater or equal to 44%⁶. Three metrics are used to describe participation including: Account Participation Rate, Location Participation rate, and Population Savings Achieved. Participation metrics are reported for 2019 for both the statewide and Cape Light Compact territories excluding behavioral programs and participants that don't match to a block group, such as upstream programs. **Results in Figure 2 indicate participation rates for Cape Light Compact and statewide are similar for high vacancy block groups across the three participation metrics.**

Figure 2. 2019 Participation rates for high vacancy populations



Further research is required to fully understand the impacts of vacancy and its interaction with other factors that impact participation. Nonetheless, this memo finds that vacancy is an important factor to consider when comparing the participation of Cape Light Compact to the statewide average.

⁶ The overall vacancy of Cape Light Compact territory.

Appendix A: Additional data

The table below represents the proportion of vacant homes by town within Cape Light Compact's territory. It is included as a reference to better understand vacancy throughout the territory.

Table 2. Percent of vacant homes by town (Cape Light Compact territory)⁷

City	% Occupied	% Vacant
Aquinnah	35%	65%
Barnstable	71%	29%
Bourne	74%	26%
Brewster	53%	47%
Chatham	39%	61%
Chilmark	27%	73%
Dennis	43%	57%
Eastham	38%	62%
Edgartown	28%	72%
Falmouth	64%	36%
Harwich	51%	49%
Mashpee	62%	38%
Oak bluffs	38%	62%
Orleans	48%	52%
Provincetown	36%	64%
Sandwich	78%	22%
Tisbury	55%	45%
Truro	18%	82%
Wareham	74%	26%
Wellfleet	34%	66%
West Tisbury	43%	57%
Yarmouth	62%	38%
Aquinnah	35%	65%

⁷ This table is from the 2019 ACS <https://data.census.gov/cedsci/table?q=B25002&g=0400000US25&tid=ACSDT1Y2019.B25002>

Appendix B: Participation metrics

Account Participation Rate measures the number of accounts that participated in an energy efficiency program within a population. It is calculated as follows:

$$\text{Account Participation Rate} = \frac{\text{number of unique participating accounts over time period}}{\text{number of unique billing accounts over time period}}$$

Account Participation Rate is often used in the energy industry. Account IDs are the established link between tracking and billing populations and are therefore reliably standardized, allowing for confidence in the accuracy of this metric. The drawback of Account Participation Rate is that it is vulnerable to underestimation when there is frequent residential turnover.

Location Participation Rate measures the percentage of locations (unique address, city, and zip code) that have participated in an energy efficiency program. It is calculated as follows:

$$\text{Location Participation Rate} = \frac{\text{number of unique participating locations over time period}}{\text{number of unique billing locations over time period}}$$

Location Participation Rate is a useful proxy for determining the participation of buildings. Analyzing participation at the location level can help normalize for account turnover and buildings with only one customer but multiple accounts.

A downside to both Location Participation Rate and Account Participation Rate is they don't consider the savings generated from participation. In instances where a large multi-family building installs a high savings, building-wide retrofit that reduces consumption for all units in the building, that location would only count as one participant. Similarly, if multiple customers install shallow retrofits, each of those customers would count as a participant. Location Participation Rate also does not include savings from upstream retail programs because these measures do not have an associated account or location.

Population Savings Achieved measures the ratio of savings to consumption. It is calculated as follows:

$$\text{Population Savings Achieved} = \frac{\sum \text{savings over time period}}{\sum \text{current year consumption} + \text{savings over time period}}$$

Population Savings Achieved highlights the savings generated from participation. In instances where there are shallow retrofits over many accounts or locations, participation rates appear high while the savings generated are low. Alternatively, in instances where there are deep retrofits over a few accounts or locations, participation rates appear low while the savings generated are high.

Population Savings Achieved is vulnerable to underestimation when there are substantial participants in electrification programs. This metric excludes savings from electrification programs because DNV does not have access to consumption levels of delivered fuels to include in the denominator.

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT JPE
2019-2021 ENERGY EFFICIENCY PLAN TERM REPORT

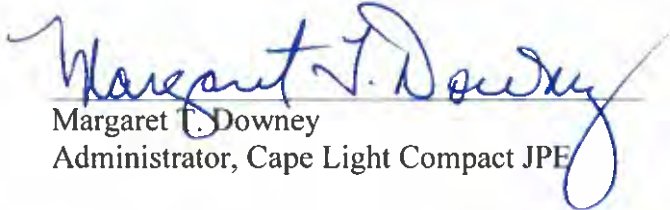
)
) D.P.U. 22-116
)

AFFIDAVIT OF MARGARET T. DOWNEY

Margaret T. Downey does hereby depose and say as follows:

I, Margaret T. Downey, certify that the Pre-Filed Testimony submitted on behalf of the Cape Light Compact JPE in the above-captioned proceeding, which bears my name, was prepared by me or under my supervision and is true and accurate to the best of my knowledge and belief.

Signed under pains and penalties of perjury.


Margaret T. Downey
Administrator, Cape Light Compact JPE

Dated: August 1, 2022

**COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT JPE)	
2019-2021 ENERGY EFFICIENCY PLAN)	D.P.U. 22-116
TERM REPORT)	

**MOTION OF CAPE LIGHT COMPACT JPE
FOR PROTECTIVE TREATMENT OF CONFIDENTIAL INFORMATION**

I. INTRODUCTION

The towns of Aquinnah, Barnstable, Bourne, Brewster, Chatham, Chilmark, Dennis, Edgartown, Eastham, Falmouth, Harwich, Mashpee, Oak Bluffs, Orleans, Provincetown, Sandwich, Tisbury, Truro, West Tisbury, Wellfleet and Yarmouth, and Dukes County, organized and operating collectively as the Cape Light Compact JPE (the “Compact” or the “Program Administrator”) hereby requests that the Department of Public Utilities (the “Department”) grant protection from public disclosure of certain confidential, competitively sensitive and proprietary information submitted in this proceeding in accordance with G.L. c. 25, §5D and 220 C.M.R. §1.04(5)(e). Specifically, the Compact requests that the Department protect from public disclosure non-public vendor pricing information in Appendix D - Invoice Summary Table (“Confidential Documents”). As discussed below, public disclosure of this information would reveal confidential, competitively sensitive and other proprietary pricing information, disclosure of which could harm the competitive business position of the Compact and its vendors.

II. STANDARD OF REVIEW

The Department is authorized to protect from public disclosure “trade secrets, confidential, competitively sensitive or other proprietary information provided in the course of

proceedings.” G.L. c. 25, §5D. The Department has developed a three-part standard for assessing requests for protective treatment submitted pursuant to G.L. c. 25, §5D.

First, the information for which protection from disclosure is sought must constitute “trade secrets, [or] confidential, competitively sensitive or other proprietary information.” Second, the party seeking protection from disclosure must overcome the statutory presumption that the public is benefited by disclosure of that information by “proving” the need for non-disclosure. Lastly, the Department will protect only so much of the information as is necessary to meet the established need. *See, e.g., Western Massachusetts Electric Company*, D.T.E. 99-56 (1999); *Dispatch Communications of New England d/b/a Nextel Communications, Inc.*, D.P.U. 95-59-B/95-80/95-112/96-13, September 2, 1997 Procedural Order. Appropriate considerations with respect to the public interest issue include an assessment of the interests at stake, the likely harm that would result from public disclosure of information, and the public policy implications of such disclosure. *See, e.g., Berkshire Gas Company*, D.P.U. 93-187/188/189/190 (1994); D.P.U. 92-259 (1993), *Essex County Gas Company*, D.P.U. 96-105 (1996).

III. ARGUMENT

The Compact seeks to protect from public disclosure non-public vendor pricing. The pricing information constitutes proprietary, competitively sensitive customer and business information that the Compact considers, and treats as, confidential. Disclosure of this information could inhibit the Compact’s ability in the future to obtain these services at competitive rates. For the reasons discussed below, this information should be given confidential treatment.

The Confidential Documents contain proprietary, confidential pricing information, the disclosure of which could harm the competitive business position of the Compact and its vendors. The Compact seeks to protect from public disclosure individual vendor pricing entries.

Specifically, the Compact has long-term alliance arrangements with the vendors listed in the Invoice Summary Table. These arrangements are still in effect and provide for special rate structures. Disclosing this cost information could provide an advantage to other parties in negotiations and jeopardize the ability of the Compact to ensure that customers are being served by the lowest cost option. Protecting this proprietary, competitively sensitive information from the public domain will help foster a more cost-effective energy efficiency effort that ultimately benefits the Compact's customers.

The Department has previously found that pricing information is competitively sensitive, confidential information that warrants protective treatment. *See Massachusetts Electric Company and Nantucket Electric Company, d/b/a National Grid*, D.P.U. 16-129, Hearing Officer Ruling (September 6, 2017) (protecting vendor pricing information); *Boston Gas Company and Colonial Gas Company each d/b/a National Grid*, D.P.U. 12-56/13-116, Hearing Officer Ruling (December 10, 2014) (protecting vendor pricing information); *The Berkshire Gas Company*, D.P.U. 11-RCS-07, Hearing Officer Ruling (January 10, 2012) (protecting cost of RCS assessments). In the past, the Department has also granted protective treatment for pricing information because public disclosure of the information could weaken the bargaining position of the requester in future negotiations and, thus, jeopardize the ability of the requester to ensure that customers are being served by the lowest cost option. *See Bay State Gas Company*, D.T.E. 04-111, Hearing Officer Ruling at 4-5 (January 31, 2005) (allowing confidential treatment of various pricing provisions and other competitively sensitive and/or proprietary information); *New England Gas Company*, D.P.U. 07-46, Hearing Officer Ruling at 7 (August 23, 2007) (allowing motion for confidential treatment, finding price terms are confidential and competitively sensitive); *see also Western Massachusetts Electric Company*,

D.T.E. 99-101 at 3 (2002), *citing Boston Edison Company*, D.T.E. 99-16 (1999); *Western Massachusetts Electric Company*, D.T.E. 99-56 (1999); *Canal Electric Company/Cambridge Electric Light Company/Commonwealth Electric Company*, D.T.E. 02-34 (Tr. A at 19 (June 12, 2002)) and *Cambridge Electric Light Company*, D.T.E. 01-94 (May 9, 2002 Approval by the Department of Amended Motion of Cambridge Electric Light Company for a Protective Order).

The Compact seeks protection of unit cost information of services necessary in its energy efficiency programs. Protection of these pricing terms found in the Confidential Documents will allow the Compact to procure the most cost-efficient response to support its customers. Accordingly, the Compact requests that the Department protect from public disclosure the pricing information in the Confidential Documents to avoid providing potential vendors with a negotiating advantage that may lead to higher prices for the Compact's customers than would otherwise be achievable.

Further, the Compact has not previously disclosed to the public the pricing information contained in the Confidential Documents. To the Compact's knowledge, the Compact's vendor pricing is not otherwise available in the public domain. Protecting this information from public disclosure will not adversely affect the public interest.

IV. CONCLUSION

The Department has consistently held that vendor bid and price information, and the strategic use thereof, are considered to be proprietary, confidential and/or competitively sensitive. The Compact requests that access of other parties to the Confidential Documents be conditioned upon the execution of an appropriate nondisclosure agreement that allows for the provision of the information to only outside counsel and neutral, third-party expert representatives of the parties. The Compact requests that the vendor pricing be granted

confidential treatment for a period of two years from the later of (a) the date of the Department's final order in this proceeding or (b) the expiration of the relevant contracts reflected in the enclosed invoices. Should the Department allow this motion, the Compact reserves the right to renew its request for confidential treatment consistent with Department precedent.

WHEREFORE, the Compact respectfully requests that the Department grant its motion for protective treatment of confidential information.

Respectfully submitted by,

CAPE LIGHT COMPACT JPE

By its attorney,



Audrey Eidelman Kiernan, Esq.

akiernan@kolawpc.com

KO Law, P.C.

1337 Massachusetts Avenue, Box 301

Arlington, MA 02476

(617) 644-7681 (Phone)

Dated: August 1, 2022

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT JPE

2019-2021 ENERGY EFFICIENCY PLAN TERM REPORT

)
) D.P.U. 22-116
)

NOTICE OF APPEARANCE OF COUNSEL

Please enter my appearance on behalf of the Cape Light Compact JPE in the above-captioned proceeding.

Respectfully submitted,

THE CAPE LIGHT COMPACT JPE

By its attorney,



Audrey Eidelman Kiernan, Esq.

akiernan@kolawpc.com

KO Law, P.C.

1337 Massachusetts Avenue, Box 301

Arlington, MA 02476

(617) 644-7681 (Phone)

Dated: August 1, 2022

**THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES**

CAPE LIGHT COMPACT JPE

2019-2021 ENERGY EFFICIENCY PLAN TERM REPORT

)
) D.P.U. 22-116
)

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing documents upon Secretary Mark Marini and Hearing Officer Sarah A. Smegal via electronic mail only in this proceeding in accordance with the requirements of 220 C.M.R. §1.05(1) (Department's Rules of Practice and Procedure).

Dated this 1st day of August, 2022.



Audrey Eidelman Kiernan, Esq.

akiernan@kolawpc.com

KO Law, P.C.

1337 Massachusetts Avenue, Box 301

Arlington, MA 02476

(617) 644-7681 (Phone)