

Cape Light Compact JPE Executive Committee & Governing Board Meeting

DATE: Wednesday, January 8, 2025
LOCATION: Cape Light Compact Offices – Martha's Vineyard Conference Room
261 Whites Path, Unit 4, South Yarmouth
TIME: 2:00 – 4:30 p.m.

Note: The meeting will be held as a hybrid meeting (in-person and through remote participation) pursuant to St. 2023, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to March 31, 2025. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. Written public comments should be submitted to Maggie Downey, Compact Administrator, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, January 7, 2025, and should follow the public comment protocol below. Written public comments received after the January 7th deadline will be distributed prior to the Compact's next Board meeting

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

Meeting ID: 820-4544-8500

Passcode: 907030

AGENDA

1. Public Comment
2. Approval of December 4, 2024, Open Session Minutes
3. Chairman's Report, Martin Culik
4. Elections for 2025 Officers, Maggie Downey
5. Elections for 2025 Executive Committee Members, Maggie Downey
6. Presentation on Cape Light Compact Power Supply Offering, Marile Marchand
7. Presentation on Cape Light Compacts Energy Efficiency and Decarbonization Program and Services Available for Customers, Dan Schell and Kate Coleman
8. Discuss DPU 24-15: Request for Input on Discount Rates for Moderate Income Customers, Maggie Downey
9. Administrator's Report, Maggie Downey
 - A. Update on Review and Release of Executive Session Minutes
 - B. Quarterly Updates to Select Boards and Town Council
 - C. Summary of 2024 Massachusetts Climate Law
 - B. Documents Sent to CLC Board via Email
 1. Office of the Attorney General: Open Meeting Law Guide and Educational Materials (Board Member SIGNATURE REQUIRED)
 2. Office of the Attorney General: 940 CMR: Open Meetings
 3. Office of the Inspector General: How to be an Effective Board Member of a Public Board or Commission
 4. Third Amended and Restated Joint Powers Agreement of the CLCJPE
 5. Cape Light Compact Aggregation Plan, dated June 23, 2023
10. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)

**Cape Light Compact Public Comment Protocols
for Governing Board Meeting
Cape Light Compact Public Comment Protocols
for Governing Board Meeting
(June 2023)**

The Cape Light Compact Governing Board has adopted the following protocols to assist the public in effective participation in its Governing Board meetings, where some Board Members, staff and members of the public may be participating remotely:

1. Members of the public are welcome to address the Compact Board during the public comment section of the meeting or in writing.
2. Members of the public addressing the Compact Board at the meeting must state their name, and if appropriate the name of the organization the person is representing. Oral comments must be limited to three minutes.
3. Members of the public may also submit written comments. Written comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at mdowney@capelightcompact.org by 2 p.m. on the Tuesday before a scheduled Compact Governing Board meeting (or such other time as may be established by the Compact Administrator). Written comments must include a person's name and, if appropriate, the name of the organization the person is representing. Public comments received after the deadline will be distributed prior to the Compact's next Board meeting.
4. Members of the public addressing the Compact Board may not use fighting words, slander, unreasonably loud or repetitive speech, or speech so disruptive of the Compact Board meeting that the deliberative process is substantially interrupted or impaired. Speakers may not disrupt others. Speech must be peaceable and orderly.
5. All written public comments submitted in advance consistent with these protocols shall be included in the Compact's Board meeting packet.
6. Board members and staff cannot respond to public comments for topics not on the current agenda during the Board meeting. The Cape Light Compact Board may respond to comments either by putting them on the agenda of a subsequent meeting or by requesting the administrator or staff to respond to the comment.
7. Copies of the Board meeting packet will generally be made available to members of the public in advance of the meeting at the Cape Light Compact JPE's web site at www.capelightcompact.org Documents exempt from disclosure pursuant to the Public Records Law or protected by the attorney-client privilege shall not be included.

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, December 4, 2024**

The Cape Light Compact JPE Board of Directors met on Wednesday, December 4, 2024, at 2:00 p.m. The meeting was held as a hybrid meeting (in-person and through remote participation) through a Zoom videoconference for members of the Board with audio call-in available for members of the public, pursuant to St. 2023, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to March 31, 2025.

Participating In-Person Were:

1. David Anthony, Secretary/Executive Committee, Barnstable
2. Robert Schofield, Executive Committee, Bourne
3. Brad Crowell, Dennis
4. Gary Senecal, Eastham Alternate
5. Valerie Bell, Harwich
6. Martin Culik, Chair/Executive Committee, Orleans
7. Nathaniel Mayo, Provincetown
8. Bob Higgins-Steele, Truro Alternate
9. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Participating Remotely Were:

1. Bill Doherty, Bourne Alternate
2. Colin Odell, Executive Committee, Brewster
3. Timothy Carroll, Chilmark
4. Alan Strahler, Edgartown
5. David Jacobson, Orleans Alternate
6. Suzanne Ryan-Ishkanian, Wellfleet
7. Nicola Blake, Executive Committee, West Tisbury

Absent Were:

1. Forrest Filler, Aquinnah
2. Sean Hogan, Barnstable Alternate
3. Brian Miner, Chatham
4. Tristan Israel, Dukes County
5. Tom McNellis, Eastham
6. Matthew Patrick, Falmouth
7. Wayne Taylor, Mashpee
8. Peter Meleney, Oak Bluffs
9. Leanne Drake, Sandwich
10. Russ Hartenstine, Tisbury
11. Jarrod Cabral, Truro

Legal Counsel Participating Remotely:

Audrey Eidelman Kiernan, Esq., KO Law, P.C.

Staff Participation In-Person:

Maggie Downey, Chief Administrative Officer

Staff Participating Remotely:

Anneliese Conklin, Data Services Coordinator
Briana Kane, Implementation Manager
Dan Schell, Senior Analyst - Retail and Demand Response
David Maclellan, Senior Analyst
Jason Bertrand, Marketing & Communications Coordinator
Kate Coleman, Outreach Specialist
Kim Grant, Town Energy Coordinator
Laura Selmer, Energy Efficiency Analyst
Lindsay Henderson, Senior Analyst – Small Business
Mariel Marchand, Power Supply Planner
Meredith Miller, Senior Analyst- Income Eligible
Miranda Skinner, Strategy and Regulatory Analyst
Phil Moffitt, Chief Financial Officer
Stephen McCloskey, Energy Efficiency Analyst
Tatsiana Nickinello, Energy Efficiency Analyst

Public Participants:

None.

Martin Culik called the meeting to order at 2:02 PM.

1. Public Comment:

No written comments were received in advance of the meeting and no members of the public were present for public comment.

2. APPROVAL OF MINUTES:

The Board considered the November 13, 2024, Open and Executive Session Meeting Minutes. There were two discrepancies noted by David Anthony in the November 13, 2024 minutes:

1. Page 4, "OPEB trust" should be defined as Other Post-Employment Benefits trust.
2. Page 7, the misspelling of the word "want" was noted in the first sentence of the last paragraph.

Valerie Bell moved the Board to accept the minutes and to release them as amended, seconded by Nate Mayo.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Alan	Strahler	Edgartown	Yes

Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Abstain
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (13-0-1)

3. CHAIRMAN'S REPORT, MARTIN CULIK:

The Chairman reminded the Board to submit expense reports by the end of December.

Tim Carroll and Bill Doherty joined at 2.10 p.m.

4. DISCUSSION AND POTENTIAL VOTE ON PROPOSED 2025 OPERATING BUDGET, MAGGIE DOWNEY:

Maggie Downey presented the proposed 2025 Operating Budget. The 2024 Operating Budget Expense Report through 11/27/2024 was submitted as part of the Board package for review together with a detailed proposed CY2025 Compact Operating Budget.

Bob Higgins-Steele moved the CLC JPE Board of Directors vote to appropriate the Cape Light Compact Joint Powers Entity Operating Budget in the amount of \$946,235.00.

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

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (15-0-0)

5. DISCUSSION AND POTENTIAL VOTE ON A 2% COST OF LIVING ADJUSTMENT (COLA) FOR COMPACT EMPLOYEES FOR CALENDAR YEAR 2025:

The Board inquired if the cost-of-living adjustment has been built in the 2025 budget. Maggie Downey noted that the 2% adjustment indeed has been considered while planning the budget.

Bob Higgins-Steele moved the CLC JPE Board of Directors vote to approve a 2025 employee cost of living adjustment (COLA) in the amount of 2.0%. The effective date is January 1, 2025.

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

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (15-0-0)

6. DISCUSSION AND POTENTIAL VOTE TO ESTABLISH AN EMPLOYER MATCHING CONTRIBUTION TO EMPLOYEE 457B/ROTH RETIREMENT SAVINGS ACCOUNTS:

Maggie Downey reminded the Board that this topic was discussed during the November meeting. Based on research, she recommended authorizing an employer matching contribution to the employee 454B or Roth retirement savings account (maximum of \$200 per pay period per employee with a maximum contribution of \$5,200). The values have been built in the 2025 budget. The contributions are not to replace anything and will be shared costs. The contributions will reduce a participating employees' taxable income.

Bob Higgins-Steele moved the CLC JPE Board of Directors vote to match, up to \$5,200, a Cape Light Compact employees' annual contribution to their 457B or ROTH retirement account. The effective date is January 1, 2025.

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

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (15-0-0)

7.UPDATE ON CAPE LIGHT COMPACT'S JANUARY ELECTRIC SUPPLY RATES, MARIEL MARCHAND:

Mariel Marchand presented power supply rates that will be in effect from January 2025 to July 2025. CLC standard rates are as follows: \$12.024 cents/kWh; \$13.102 cents/kWh and \$13.077 cents/kWh for Residential, Commercial and Industrial rates respectively. The full rates' list was submitted in the Board package. Mariel Marchand reported that CLC's rates came in below Eversource's basic rate. The Board members commented how gas markets can have an impact on some rates, however, CLC's rate is locked in for the next six months.

Valerie Bell suggested developing an informational sheet that would be easily digestible for customers on how to decipher electric bills. The Board inquired if there is more information available on the other utility's fees and charges. Maggie Downey responded that for those charges that CLC is responsible for we do have information readily available. We do not have more information, however, for the charges that fall outside of CLC's scope. She also pointed out that generally Eversource's charges change every six months.

Martin Culik noted that consumers still receive a lot of advertising for competitive electric supply rate offers. On occasion, customers do enter such programs that end up being financially not advantageous to them. He pointed out that there is still a need to continue informing customers regarding rate topics.

Mariel Marchand added that CLC's customer base remains steady. CLC continues their efforts on educating consumers regarding electric rates. Maggie Downey noted that she talks about it while presenting to town Select Boards and Town Council. These meetings are televised.

The Board suggested targeting senior centers' newsletter to advertise and inform regarding electric rates. Dan and Jason will work on the script to go out in January when the rates will be in effect.

8. ADMINISTRATOR'S REPORT:

1. Open Nominations for 2025 Cape Light Compact Executive Committee

The Board members nominated the following people for the Open Nominations for 2025 Cape Light Compact Executive Committee and Officers:

Martin Culik was nominated for the position of the Chair by Valerie Bell, seconded by Joyce Flynn. Tom McNellis was nominated for the position of the Chair by Gary Senecal, seconded by Joyce Flynn. [Note: Gary Senecal withdrew this nomination at a later point in the meeting, captured in the Board Member Updates section of the minutes below.]

Joyce Flynn was nominated for the position of the Vice Chair by Valerie Bell, seconded by Bob Higgins-Steele.

David Anthony was nominated for the position of the Secretary by Valerie Bell, seconded by Nate Mayo.

Valerie Silva was nominated for the position of the Treasurer by Valerie Bell, seconded by David Anthony.

Phil Moffitt was nominated for the position of the Comptroller/Business Officer by Bob Schofield, seconded by David Anthony.

The slate of Executive Committee Officers at large was nominated as follows: Colin Odell, Bob Schofield and Nicola Blake nominated by Nate Mayo, seconded by Matthew Patrick.

2. MA Executive Office of Energy and Environmental Affairs Proposed Building Decarbonization Clearinghouse – Public Listening Sessions: Tuesday, December 3, 2024, 10:00am - 12:00pm and Wednesday, December 4, 2024, 6:00 - 8:00 pm

Maggie Downey informed the Board that Martin Culik and Alan Strahler spoke at the public session. She added that a total of 23 members of the public voiced their opinions during the session. 22 people spoke in favor of option B (to maintain Mass Save program). Maggie Downey reminded the Board that there is another listening session that evening.

The Board discussed the statewide Clearinghouse proposals that are the subject of public comment. Maggie Downey stated that she and Margaret Song met with Katherine Antos, Undersecretary of Decarbonization & Resilience, Representative Fernandes and others to go over establishing a carve out for the Compact. Any changes to the MassSave structure will require legislative changes and the impact on the Compact is still unknown. Maggie Downey noted that we need to prepare with our Cape and Islands delegation in case the changes do happen. The changes may potentially transform the Compact into a different entity. The development of events is not imminent, as the outcome, whichever it will be, will likely manifest itself in 2028. She added that it appears the Healey Administration does not want the gas utilities to continue delivering energy efficiency programs, but the concern is that the Compact may become the collateral damage in any proposed change to the structure of Mass Save.

3. Update on 2025-2027 Energy Efficiency and Decarbonization Plan (DPU 24-146): Public Hearings: Tuesday, December 3, Wednesday, December 4 and Thursday, December 5 (https://eeaonline.eea.state.ma.us/DPU/Fileroom/Hearings/ByDate)

Maggie Downey stated that the Energy Efficiency and Decarbonization Plan Department of Public Utilities proceedings are ongoing. Discovery closed yesterday and 80 additional information requests were submitted, and they are due on Monday. The requests require considerable amount of work. The Compact specifically received several CLC specific questions: one on Community First Partnership regarding the contract arrangement, for which CLC has a direct contract eliminating a middleman; another question was on the topic of opting out of the statewide call center (instead, CLC will continue performing the service in house); another question was regarding interest rates applied to the Compact's energy efficiency surcharges, as the Department consolidated consideration of D.P.U. 24-32 with its consideration of DPU 24-146.

4. Additional Items

Maggie Downey updated the Board about the Cape and Vineyard Solar Loan. The Compact is waiting to receive the Security Letter from the US Department of Agriculture Rural Utilities Service. Once the letter arrives, the Compact will be able to request its first fund disbursement. CLC's technical consultant Self Reliance will review an applicant's solar loan design plan on behalf of the CLC. Dan Shell conducted the meeting with solar installers. The meeting was successful and had good attendance.

Maggie Downey encouraged the Board members to read the KO Law Memorandum RE: D.P.U. 24-10 dated September 9, 2024 that was submitted as a part of the Board packet. The process is ongoing with Phase 2 beginning now. The Board considered bringing Rebecca Zachas of KO Law and Kevin Galligan to the meeting to provide an update.

Board Member Updates:

David Anthony shared with the Board members that the Barnstable School District Superintendent engaged in the study to assesses the current school facilities. Some of the schools are nearly 70 years old, and it is challenging to make them energy efficient. He added that the language diversity as well as general changes in educational process may require considerable transformation of facilities, for example, smaller classroom sizes. The investment in new systems' modifications must be done with complete understanding of current and future needs.

Valerie Bell informed the Board members about new mixed income housing on Queen Anne Road in Harwich-Pine Oak 5. The housing will be all electric construction and available for various age groups (not just seniors).

Brad Crowell noted that Falmouth YMCA facility received a ten-million-dollar donation. The project is in the design phase.

Gary Senecal noted that he wished to withdraw his nomination of Tom McNellis for Executive Committee position.

Martin Culik announced that next meeting is on January 8, 2025.

ADJOURNMENT:

Motion to adjourn made at 3:07 PM moved by Robert Schofield, seconded by Joyce Flynn.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

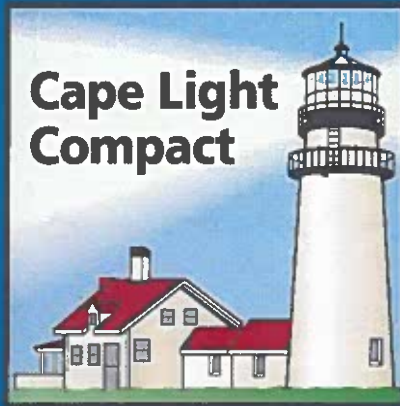
Motion carried in the affirmative (15-0-0)

Respectfully submitted,

Tatsiana Nickinello

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- November 13, 2024, Draft Open Session Meeting Minutes
- Proposed CY2025 Compact Operating Budget
- 2024 Operating Budget Expenses Report Through 11/27/2024
- Power Supply Rates January 2025-July 2025
- Massachusetts GHG Clearing House Stakeholder Outreach presentation
- KO Law Memorandum RE: D.P.U. 24-10 dated September 9, 2024



Your Trusted, Local Energy Resource

Power Supply Update: Customer Counts and Marketing

Cape Light Compact Governing Board
January 8, 2025

Background

- At the December Board meeting, the Board asked about power supply customer counts and marketing efforts
- The Board also asked about informing customers about delivery charges and competitive suppliers



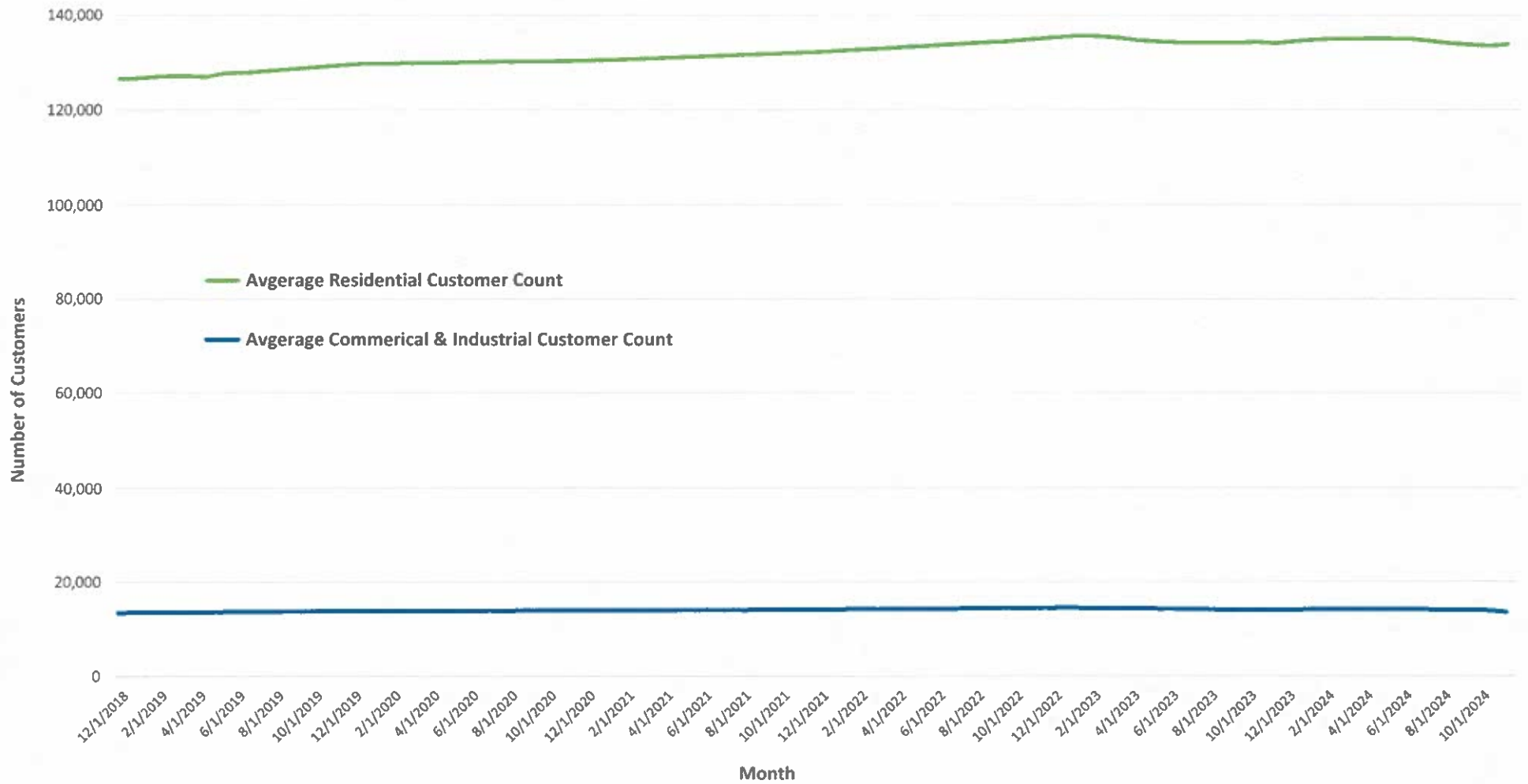
Current Number of Customers in Service Territory

Customer Class	Total Electric Customers on Cape and MV	Municipal Accounts (on separate Municipal CESA)	Customers on CLC aggregation	Customers on Basic Service or competitive supply
Residential	181,737	0	133,982	47,755
Commercial	27,349	1,545	13,516	12,288
Total	209,086	1,545	147,498	60,043

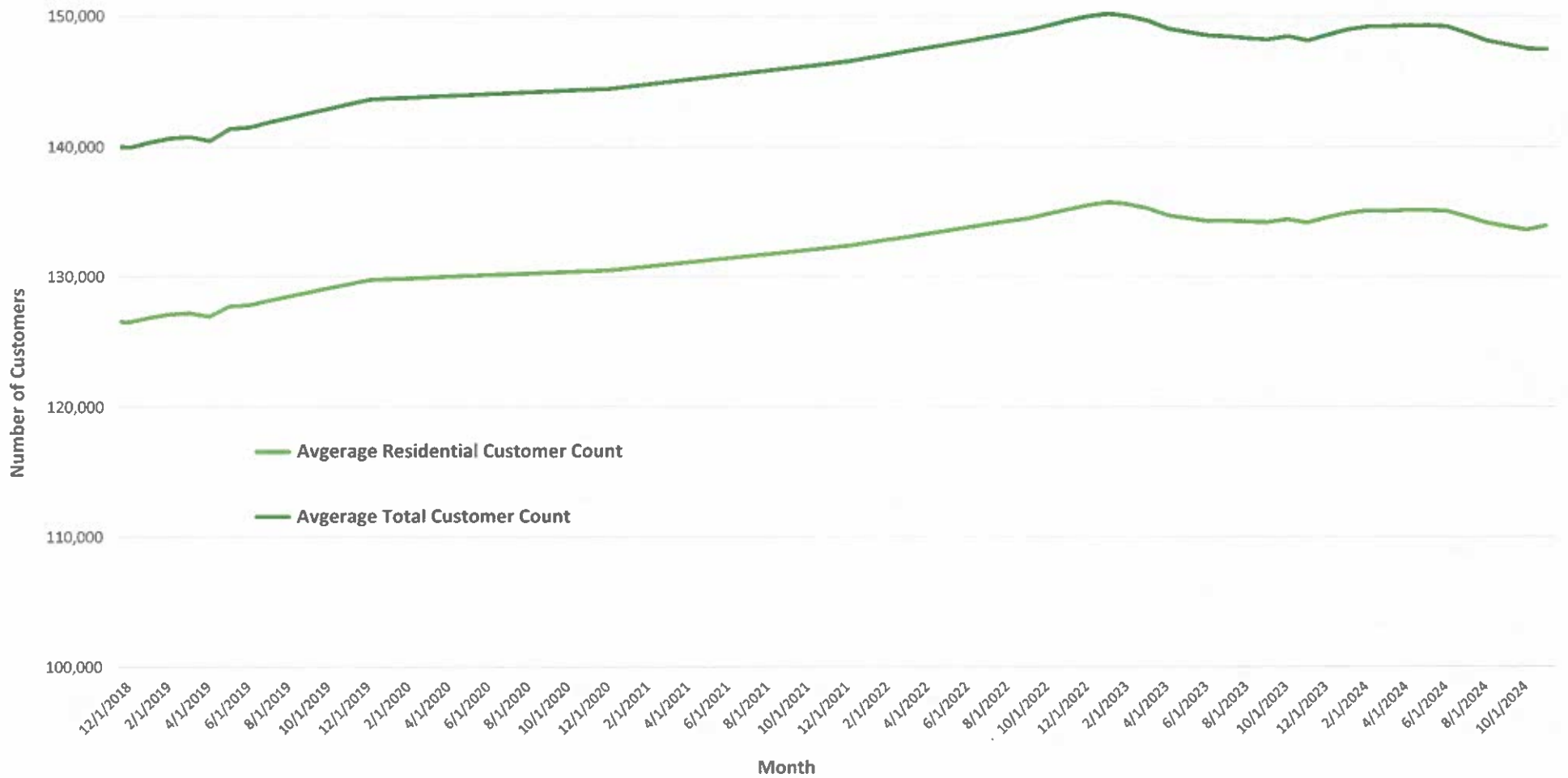
- Commercial customers often sign longer term 3rd party supply contracts – unlikely to switch
- 47,755 residential customers not on Compact's supply



Cape Light Compact Residential and Commercial Customer Counts (2018 – Present)



Cape Light Compact Residential & Total Customer Counts (2018 – present)



Consumer Resources on Website

Competitive Electric Supply — What Consumers Need to Know

Electricity Market Information

The electricity market is volatile, and prices are typically higher during winter months (January - March) than the rest of the year. Depending on the type of supply contract you negotiate with the provider, the prices may fluctuate significantly. The prices are also affected by the weather, the amount of demand, and the amount of supply. The prices are also affected by the weather, the amount of demand, and the amount of supply. **All competitive suppliers must be registered with the Massachusetts Department of Public Utilities and are required to follow specific rules.**

Understand What You Are Looking At — Terms & Conditions of Contract Are As Important As Price

Make sure you know what you are getting when comparing offers. Multiple offers to make sure if you are comparing apples to apples.

Contract and Term Length

- What months does the new term cover?** Keep in mind that winter months are typically higher in price. The terms of the contract should be clear. If the term is 12 months, is it for the full year or just the winter months? If the term is 6 months, is it for the full year or just the winter months? If the term is 3 months, is it for the full year or just the winter months? If the term is 1 month, is it for the full year or just the winter months?
- What will happen at the end of your contract?** Will you be able to cancel the contract? Will you be able to renegotiate the contract? Will you be able to switch to another supplier? Will you be able to switch to another supplier?

Notes

- Offers you receive are for electric supply only.** Do not receive offers for other services. Do not receive offers for other services. Do not receive offers for other services. Do not receive offers for other services.
- Understand the rate after that is made.** Do not receive offers for other services. Do not receive offers for other services. Do not receive offers for other services. Do not receive offers for other services.

3 Important Cautions to Be Aware of When Approached with an Offer:

- 1. ALWAYS** read the contract. It is important to read the contract. It is important to read the contract. It is important to read the contract.
- 2. NEVER** sign a contract without understanding the terms. It is important to read the contract. It is important to read the contract. It is important to read the contract.
- 3. NEVER** sign a contract without understanding the terms. It is important to read the contract. It is important to read the contract. It is important to read the contract.

Competitive Electric Supply — What Consumers Need to Know

Fees

- Monthly Service Fee.** This is a fee that is charged in addition to the price for the electricity you use.
- Termination/Cancellation Fee.** This is a fee that is charged if you cancel the contract before the end of the term. This is a fee that is charged if you cancel the contract before the end of the term.
- Startup Fee.** This is a fee that is charged in addition to the price for the electricity you use.

Green Power

Many suppliers offer to sell you electricity that is generated from renewable resources. This is a fee that is charged in addition to the price for the electricity you use. This is a fee that is charged in addition to the price for the electricity you use.

Not all suppliers are created equal. However, the price of electricity is important. This is a fee that is charged in addition to the price for the electricity you use. This is a fee that is charged in addition to the price for the electricity you use.

Other

- It is important to read the contract.** It is important to read the contract. It is important to read the contract. It is important to read the contract.
- It is important to read the contract.** It is important to read the contract. It is important to read the contract. It is important to read the contract.
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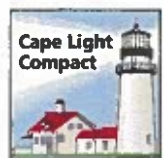
Questions?

Call Cape Light Compact at 1-800-375-6644 or visit CapeLightCompact.org/Power-Supply

- Resources on website for navigating competitive supply offers
- Available here:

www.capelightcompact.org/consumer-resources/

- Include these flyers when we table events



Consumer Resources on Website

How to Read Your Electric Bill

Summary View

Most of us just look at the payment line on our monthly bill to see if we owe. But there is very important information that you need to know. It's all here. It's your money and energy.

How Much Electricity You Use (A)

The green on the left shows your account's use of kWh usage by month for each of the past 12 months. Are you using more or less than last year? See the Electric Usage Summary box to find out.

You have control over how much electricity you use. So save money and money. Call 1-800-799-0000 for a Free Energy Assessment on your home or business.

What You Pay

The Current Charges for Electricity section on the left includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

Supply Charge (B) This charge is for the kWh of electricity you use each month. If you are a Compact customer, you will see "Billing for Cape Light Compact" under the supply charge. You can choose to purchase electric supply from any licensed utility in the state.

Questions?

Call Cape Light Compact at 800.361.0000 or visit CapeLightCompact.org/Power-Supply



Delivery Charge (C) This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

If you are interested in purchasing electricity from a different utility, you can choose to purchase electric supply from any licensed utility in the state.

Your Account Number (D)

Your account number is a unique identifier for your account. It is used to identify your account and to provide you with the best service possible.

How to Read Your Electric Bill

Detail View

Look at the detail view to see the charges on your bill and to see what is a breakdown of what each charge is.

Your Electricity Usage (A)

This section shows the amount of your usage. It shows the total usage and the usage for each month. It also shows the usage for each month.

Supply or Generation Charge (B)

This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

Many more utilities in the state are now offering electricity. You can choose to purchase electric supply from any licensed utility in the state.

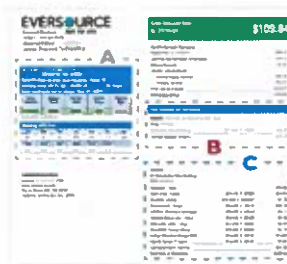
Delivery Charge (C) This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

Customer Charge (D) This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

Service Charge (E) This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

Questions?

Call Cape Light Compact at 800.361.0000 or visit CapeLightCompact.org/Power-Supply



Transition Charge Cost of past investments in customer service and other programs.

Transmission Charge Cost of moving electricity from power plants to a generating plant or an electric company's network.

Nonrenewable Energy Charge Funds the use of fossil fuels to generate electricity.

Storage Efficiency Charge Covers the cost of energy storage and efficiency programs.

System Charge This charge is for the kWh of electricity you use each month. It also includes the total charge for Supply and Delivery, as well as what your company owes for the supply of electricity.

- Resources on website for reading electric bill
- Available here: www.capelightcompact.org/consumer-resources/
- Include these flyers when we table events



Current Power Supply Marketing

Social Media

- Advertise price changes on social media (quarterly)

Newspaper Ads

- Advertise price changes in local papers (quarterly)
- Post power supply disclosure label in local papers (quarterly)

Select Board and Town Council Meetings

- Maggie Downey (and staff depending on specific topics of interest to town) present

Press Releases

- Post release when residential and commercial rate changes (every six months)

Radio Ads since October

- Have been running general power supply radio ads on local radio stations since October



Power Supply Marketing Ideas

High-Cost

Direct Mail - \$75,000

- Pros: Ensures that we reach every unenrolled customer
- Cons: Expensive, one-time touch, would have to target every customer

Tv Advertising- \$40,000

- Pros: Conveys the most information; audio and visual
- Labor intensive, would require new video assets



Power Supply Marketing Ideas

Mid-Cost

Additional Radio - \$1,000 - \$5,000 per month

- Pros: Large reach, local trust
- Cons: Impossible to target specific groups

Digital Display Advertising - \$2,000 per month - Digital ads on various websites

- Pros: Widest reach per dollar
- Cons: Convey the least amount of information, unengaged audience

Direct Email - \$2,500 per email - Like direct mail, but for email

- Pros: Wider reach and higher engagement
- Cons: Difficult to target specific audience



Power Supply Marketing Ideas

Low-Cost

Paid Social Media 500 per month or more

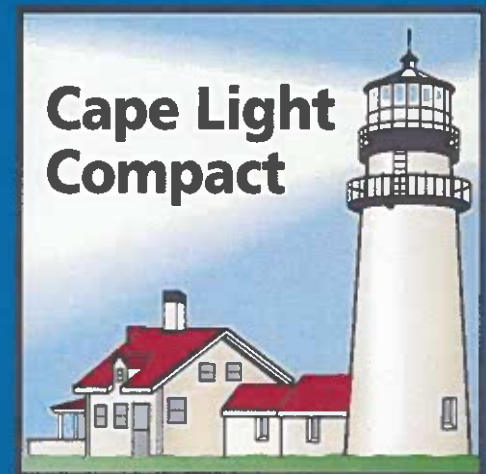
- Pros: very cost effective, and a lot of parameters to set target audience
- Cons: Limited to social media. Invites discussion which could cause confusion. Ex. CLC rates going down, but electric bill might still be higher due to delivery/usage

Paid Digital Newsletters \$100 - \$300 per send - Most local newspapers, Cape Cod Broadcasting media

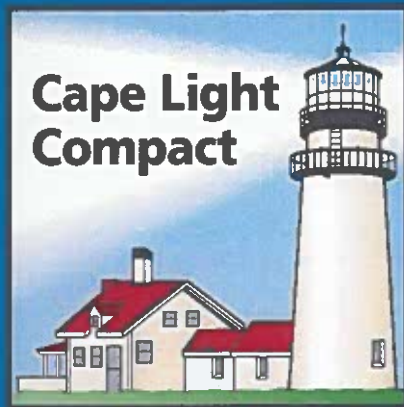
- Pros: Low cost, high reach, come from a trusted source
- Working with a different organization's mailing list making it difficult to target our specific audience



Thoughts, ideas,
questions?



*Your Trusted, Local
Energy Resource*



*Your Trusted, Local
Energy Resource*

Financing and Energy Coaching Options: Energy Efficiency & Decarbonization Journey

Heat Loan

- Up to \$25k
 - *effective Jan 1, there is no additional \$25k (\$50k total) for electrification*
- Weatherization, Heat Pumps, Heat Pump Water Heaters, Batteries, Windows, and Barrier Remediation
- 0% interest
- New income-based terms (proposed, pending DPU approval)
 - *7-year term for 135% SMI and below*
 - *5-year term for 135% - 300% SMI*
 - *3-year term for 300% and above SMI*
- 2024 Data: 1,312 authorized and 955 closed loans



Cape & Vineyard Solar Loan

- Grant funded from USDA, Rural Utility Service (RUS), Rural Energy Savings Program (RESP), to administer low interest solar financing.
- Total funding of \$4.9 million with \$2.2m in first year.
- Launched December 2, 2024, and received USDA funds December 26th
- Loans are serviced by Cape Cod 5 and applications receive a technical review by Self Reliance



Cape & Vineyard Solar Loan

Rate	Term	Loan Amount
2.75%	10 year	Up to \$50k

- Must be a primary year-round residence in Barnstable or Dukes county. Proof of year-round occupancy may be required
 - In year 2 (2026), the loan will open up to small businesses.
- Must be sufficiently weatherized
- Homes in historic districts or under a historic designation, including Old Kings Highway, must provide proof of approval of the installation
- Estimate 50-80 loans in year one. Dependent on the average loan amount. Since funds are limited, loans will be prioritized based on the date of receipt of a **complete** application.
- Items not related to the PV panels or inverter, such as tree work, roof repair replacement, or batteries will not be covered.

Cape & Vineyard Solar Loan

- 16 Applications to date
 - 1 ineligible (out of territory)
 - 1 withdrew
 - 2 missing information
 - 6 sent to technical review by Self Reliance
 - 6 sent loan authorization to apply for funding from CC5

Energy Saver Home Loan

- Created by MassHousing through the Massachusetts Community Climate Bank (MCCB), the loan is intended to help low- to moderate-income homeowners cut their energy use and reduce or eliminate their reliance on fossil fuels
- Launched March 2024
- Administered by MCCB, the loan is operated statewide by an Energy Service Provider (ESP), and regional Concierge Service Providers (CSPs)
 - Abode Energy Management serves as the ESP
 - Cape Light Compact serves as the CSP for the counties of Barnstable, Dukes, and Nantucket
 - MCCB and Abode determine the policies and operations of this loan, while CLC works on outreach and intake

Energy Saver Home Loan

- Cape Light Compact's 2025 Outreach Plan drafted in October 2024, approved by MCCB in November
- Focuses on working with organizations on Cape Cod, Martha's Vineyard, and Nantucket to host public presentations and provide educational materials
 - Libraries, community centers, councils on aging, newcomers' clubs, and relevant non-profits
 - Presentations on Cape Cod and Martha's Vineyard will also provide information on other CLC programs, including the Cape & Vineyard Solar loan

Energy Saver Home Loan

BayCoast Bank

BayCoast.bank



BankFive

Bankfive.com



Avidia Bank

Avidiabank.com



Bristol County Savings Bank

bristolcountysavings.com



Cape Cod Five

capecodfive.com



*Only BankFive and Avidia serve all three counties. Cape Code Five currently serves only Barnstable, Bristol doesn't serve Nantucket, and Baycoast doesn't serve Barnstable

Energy Saver Home Loan

- \$10,000-\$100,000 loan limits
- Minimum credit score of 620 (lower can be submitted for review) DTI of 50%
- Homeowners must be owner occupants
- Either a single-family home or at least one unit in a 2-4 family home.
Must be primary residence.
 - No condos. Properties in trust reviewed case-by-case



Energy Saver Home Loan

240 Month Term with the following structure:

- First 18 months interest only
- Amortized Payments for remainder 222 months (P&I)
- **Borrowers up to 80% AMI: 0.50%**
- **Borrowers above 80% AMI up to 135% AMI: 2%**
- Borrower is qualified at the full amortized rate.
- Rebates are not part of the loan.
- There are no pre-payment penalties and additional payments can be made as a single payment. Loans can be recast with a minimum principal payment of \$2,500 with no fee.

Energy Saver Home Loan

- 63 customer inquiries
 - 12 referred to Cape & Vineyard Solar or HEAT loans
 - 19 applications for eligibility approval
 - 12 approved to move forward and sent to work with Abode
 - 2 found ineligible by Abode
 - 5 given “Decarb” plans by Abode
 - 1 handed back, in process of working with lender

Income Limits By County

Income levels based on The Department of Housing and Urban Development Median Family Income (MFI). Income qualification is based on names on the property deed, not the income of all residents.

County	80%	135%
Barnstable Barnstable, Bourne, Brewster, Chatham, Dennis, Eastham, Falmouth, Harwich, Mashpee, Orleans, Provincetown, Sandwich, Truro, Wellfleet, Yarmouth	\$98,160	\$165,645
Dukes Chilmark, Edgartown, Aquinnah, Gosnold, Oak Bluffs, Tisbury, West Tisbury	\$110,000	\$185,625
Nantucket Nantucket	\$122,480	\$206,685

Loan Summary Sheet

	HEAT LOAN	CVSL	ESHLP
Rate	0%	2.75%	.5% or 2% based on income
Term (years)	3-7 based on income*	10	20
Amount (up to)	\$25K	\$50K	\$100K
Income limits?	No, but will impact term*	No	Yes, based on deed holder
Solar allowed	No	Yes	Yes, if paired with other measures
Non solar improvements**	Yes	No	Yes

*Pending DPU approval

**includes Heat Pumps, Heat Pump Water Heaters, batteries, windows, barrier mitigation

Monthly payment samples

\$25k loan amount	Heat Loan			ESHLP*		RUS
Term	3 Year	5 Year	7 Year	20 Year	20 Year	10 Year
Rate	0%	0%	0%	0.5%	2%	2.75%
Monthly payment example	\$ 694.44	\$ 416.67	\$ 297.62	\$ 104.69	\$ 126.47	\$ 238.53
Total interest	\$ -	\$ -	\$ -	\$ 1,276.03	\$ 5,353.00	\$ 3,623.31
	<p>*The ESHLP is interest-only payments for the first 18 months of the loan. This will result in a slightly inflated share of principal in the remaining 18.5 years of payments than what is listed here</p> <p>These are purely for demonstration purposes and actual monthly payment amount will be provided by the lender.</p>					

Compact Staff Energy Coaching

- Launching in January 2025
- In-person or virtual
- Customers will be able to book time with the Outreach Specialist directly on the website
- Intent will be to help customers:
 - who are unsure where to start
 - who had an energy assessment but are unsure what to do next
 - are having trouble determining which financing or rebate options are right for them
- Should not be used in place of an HEA, calling the call center for general questions or to schedule an HEA, Heating and Cooling consultation



Energy Coach



Booking for 30-min energy coaching meeting

SELECT STAFF (OPTIONAL)

Anyone

DATE

TIME

December 2024

Select a service and date to see available times.

S	M	T	W	T	F	S
18	19	20	21	22	23	24
25	26	27	28	29	30	31

All times are in (UTC-05:00) Eastern Time (US & Canada).



The Commonwealth of Massachusetts

DEPARTMENT OF PUBLIC UTILITIES

MEMORANDUM

TO: D.P.U. 24-15 Electronic Distribution List

FROM: Laurie Ellen Weisman, Hearing Officer

RE: Request for Input on Discounted Rates for Moderate-Income Customers

DATE: December 26, 2024

CC: Mark D. Marini, Department Secretary

On November 21, 2024, Governor Healey signed into law Chapter 239 of the Acts of 2024, "An Act Promoting a Clean Energy Grid, Advancing Equity and Protecting Ratepayers" ("2024 Clean Energy Act"). Among other things, section 48 of the 2024 Clean Energy Act amends G.L. c. 164, § 1F by directing the Department to require the distribution companies to provide discounted rates for "eligible moderate income customers" in addition to the existing low-income discount rate. Section 135 of the 2024 Clean Energy Act further requires the Department to promulgate regulations to implement section 48 of the 2024 Clean Energy Act following an investigation. The Department intends to investigate and commence a rulemaking pursuant to G.L. c. 30A, § 2 and 220 CMR 2.00 in due course. In the interim, and because many of the anticipated participants in the moderate-income discount rulemaking are already participating in this docket, D.P.U. 24-15, the Department poses the following questions to guide its preliminary activities regarding this new authority:

1. How should the Department define "eligible moderate income customers"?
2. Are there any existing definitions of moderate income, either in statute or regulation, that the Department should consider?
3. Have other jurisdictions successfully implemented moderate-income discounts? If so, how?

The Department requests written responses to these questions by **5:00 P.M. on Tuesday, February 4, 2025**. Responses should be submitted to the Department in electronic format by e-mail attachment to dpuefiling@mass.gov and laurie.e.weisman@mass.gov. The text of the

e-mail must specify: (1) the docket number of the proceeding (D.P.U. 24-15); (2) the name of the person or entity submitting the filing; and (3) indicate that the document is a written comment. The electronic filing should also include the name, title, and telephone number of a person to contact in the event of questions about the filing. All documents submitted in electronic format will be posted on the Department's website by looking up the docket by its number in the docket database at <https://eeaonline.eea.state.ma.us/DPU/Fileroom/>.

For further information regarding this memorandum or to request addition to or removal from the electronic distribution list, please contact Hearing Officer Laurie Ellen Weisman at laurie.e.weisman@mass.gov. You may also leave a voice message with your name and phone number at (617) 305-3690.

To request materials in accessible formats for people with disabilities (Braille, large print, electronic files, audio format), contact the Department's ADA coordinator at eeadiversity@mass.gov or (617) 626-1282. To request translation or interpretation services, contact the Department's Language Access Coordinator Veena Dharmaraj at veena.dharmaraj@mass.gov.