

**Cape Light Compact Governing Board**  
**Wednesday, June 11, 2014**  
**Open Session Meeting Minutes**

The Governing Board of the Cape Light Compact met on Wednesday, June 11, 2014 in Rooms 11 & 12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

**PRESENT WERE:**

1. Dr. Joyce Flynn, Chairwoman, Yarmouth
2. Robert Schofield, Vice-Chair, Bourne
3. Peter Cocolis, Treasurer, Chatham
4. Barry Worth, Secretary, Harwich – remotely by telephone
5. Peter Cabana, Member at Large, Dukes County- remotely by telephone
6. William Doherty, Barnstable County
7. David Anthony, Barnstable
8. Deane Keuch, Brewster
9. Brad Crowell, Dennis until 3:00 p.m.
10. Fred Fenlon, Eastham
11. Paul Pimentel, Edgartown
12. Ronald Zweig, Falmouth at 2:17 p.m.
13. Thomas Mayo, Mashpee
14. Richard Toole, Oak Bluffs - remotely by telephone
15. Thomas Donegan, Provincetown
16. Everett Horn, Sandwich
17. Peter Fontecchio, Truro
18. Marcus Springer, Wellfleet Alternate
19. Susan Hruby, W. Tisbury - remotely by telephone

**ABSENT WERE:**

Michael Hebert, Aquinnah  
Timothy Carroll, Chilmark  
Orleans, Vacant  
Tisbury, Vacant  
Richard Elkin, Wellfleet

**LEGAL COUNSEL:**

Jeffrey Bernstein, Esq., BCK Law, PC

**STAFF PRESENT:**

Margaret Downey, Administrator  
Margaret Song, Residential Program Manager  
Briana Kane, Sr. Residential Program Coordinator  
Matthew Dudley, Residential Program Coordinator  
Lindsay Henderson, Marketing & Data Analyst  
Meredith Miller, C&I Program Manager  
Vicki Marchant, C&I Program Analyst  
Nicole Price Voudren, C&I Program Planner  
Stephan Wollenburg, Sr. Power Supply Planner  
Philip Moffitt, EM&V Manager  
Gail Azulay, EM&V Analyst  
Deborah Fitton, Energy Education Coordinator  
Karen Loura, Administrative Assistant

**OTHERS PRESENT:**

Robert Palmeri, Yarmouth Energy Committee  
Kathy Sherman, Brewster resident  
Bill Norton, Opinion Dynamics  
Antje Flanders, Opinion Dynamics

**CALL TO ORDER**

With a quorum present, Chr. Flynn called the meeting to order at 2:05 p.m. stating the agenda was posted in accordance with the Open Meeting Law on 6/9/14 @ 9:45 a.m.

**OPEN SESSION VOTE ON ENTRY INTO EXECUTIVE SESSION**

Chr. Flynn requested a motion to enter into Executive Session pursuant to MGL Ch30A § 21(a)(10) for the purpose of discussing power supply procurement strategy and MGL Ch. 30A § 21(a)(3) and § 21(a)(10) for the purpose of discussing litigation strategy and related power supply issues. She declared an open session may have a detrimental effect on Cape Light Compact’s ability to conduct business in relation to other entities making, selling or distributing electric power and energy and that the consideration of the purchase, exchange, lease or value of electricity will have a detrimental effect on Cape Light Compact’s negotiating position as a public body and a detrimental effect on the litigating position of the public body. She added the Governing Board would return to Open Session at the conclusion of Executive Session. *R. Schofield moved the Board vote to enter into Executive Session for the purposes stated, seconded by P. Cocolis and voted unanimously in favor by Roll Call Vote as follows:*

- |                                       |     |                                  |     |
|---------------------------------------|-----|----------------------------------|-----|
| 1. William Doherty, Barnstable County | Yes | 10. Barry Worth, Harwich         | Yes |
| 2. David Anthony, Barnstable          | Yes | 11. Thomas Mayo, Mashpee         | Yes |
| 3. Robert Schofield, Bourne           | Yes | 12. Richard Toole, Oak Bluffs    | Yes |
| 4. Deane Keuch, Brewster              | Yes | 13. Thomas Donegan, Provincetown | Yes |
| 5. Peter Cocolis, Chatham             | Yes | 14. Everett Horn, Sandwich       | Yes |
| 6. Brad Crowell, Dennis               | Yes | 15. Peter Fontecchio, Truro      | Yes |
| 7. Peter Cabana, Dukes County         | Yes | 16. Susan Hruby, W. Tisbury      | Yes |
| 8. Fred Fenlon, Eastham               | Yes | 17. Dr. Joyce Flynn, Yarmouth    | Yes |
| 9. Paul Pimentel, Edgartown           | Yes |                                  |     |

*The Board reconvened in Open Session at 3:29 p.m.*

**PUBLIC COMMENT**

Dr. Sherman spoke about CVEC & legal fees relative to various agency budgets and her expectations that CVEC Consultant Fees budget line would be reduced. She also spoke about Synapse work and asked what there is for rate payers relative to transmission and net metering. She would like to write to the Board and outline her concerns to get energy right. RPS – how much is Mass. financing NY, Quebec and Maine. She wants more info about how renewable energy costs of NSTAR adding towns need to know and how it impacts the ratepayers.

Chr. Flynn introduced newly appointed Edgartown Representative, Paul Pimentel who provided an overview of his qualifications/history. He is a Registered Engineer in MA & CA and has been in the energy field for 30 years working at CoGen and Automated Demand Response. He works as Chief Engineer for NorEsco and is the Chairman of Vineyard Cooperative.

At 3:25 p.m. the Board agreed to take up the Treasurer’s Report and Operating Budget out of order since some members reported they need to leave early.

**TREASURER’S REPORT**

P. Cocolis distributed copies of the Year-to-Date Budget Report dated 6/11/14 (Attachment A) and copies of the 2014 Budget (based on the 3-year Plan) and 2014 Actuals (January through May) – (Attachment B). He explained the report format required by DPU. He provided an overview and review to the Board. He explained

the operating budget is a Fiscal Year budget which will be completed this month. He noted that none of the \$150,000 appropriated for streetlights had been expended. Unspent funds are returned to the Reserve Fund.

*At 3:36 Barry Worth disconnected from the meeting.*

### **OPERATING BUDGET**

The Board then reviewed the proposed FY15 Operating Budget (Attachment C). T. Donegan reported Provincetown Selectmen voted to congratulate CLC for paying OPEB. Provincetown has been doing this for three years. He recommended the Board appropriate the entire amount and reserve for anything above for ARC. The amount was taken from the last report; and, it is the most reliable information available at this time for all employees. The amount is expected to change once the actuarial study is complete. The Provincetown Selectmen also voted to write to the County asking that they follow the fiscal leadership of the Compact.

R. Zweig requested acronyms be spelled out.

D. Anthony – concern about how to deal with this unfunded liability. He said one strategy is to wait and see how it plays out – our setting aside but not locking it up. It is prudent to earmark without locking up funds allows flexibility and he applauds solution to handle it this way. T. Mayo agreed. There was discussion about steps after Seagal’s Report is issued. The County will break out allotments for each department and set up a lockbox. The matter will be brought back before the Board to decide funding. T. Donegan recommended a trustee be assigned for the lockbox. This is a fund within a reserve.

F. Fenlon asked if CVEC would be independent. It was noted that CVEC sees itself moving ahead and generating a cash flow. CLC has agreed to provide funding through FY 15 any further requests would require Board approval.

*D. Anthony moved the Board vote to appropriate the Cape Light Compact FY15 Operating Budget in the amount of \$1,604,872, noting this is the total of \$1,101,417 Cape Light Compact budget and a \$403,455 grant to CVEC and a \$100,000 loan to CVEC), seconded by R. Schofield and voted by roll call vote as follows:*

- |                                       |           |                                  |     |
|---------------------------------------|-----------|----------------------------------|-----|
| 1. William Doherty, Barnstable County | Yes       | 9. Ronald Zweig, Falmouth        | Yes |
| 2. David Anthony, Barnstable          | Yes       | 10. Thomas Mayo, Mashpee         | Yes |
| 3. Robert Schofield, Bourne           | Yes       | 11. Richard Toole, Oak Bluffs    | Yes |
| 4. Deane Keuch, Brewster              | Yes       | 12. Thomas Donegan, Provincetown | Yes |
| 5. Peter Cocolis, Chatham             | Yes       | 13. Everett Horn, Sandwich       | Yes |
| 6. Peter Cabana, Dukes County         | Abstained | 14. Peter Fontecchio, Truro      | Yes |
| 7. Fred Fenlon, Eastham               | Yes       | 15. Susan Hruby, W. Tisbury      | Yes |
| 8. Paul Pimentel, Edgartown           | Abstained | 16. Dr. Joyce Flynn, Yarmouth    | Yes |

*Motion carried in the affirmative (14-0-2).*

*D. Anthony then moved the Board vote to establish an OPEB reserved fund balance within the power Supply Reserve Fund in the amount of \$300,731, seconded by R. Schofield and voted by roll call vote as follows:*

- |                                       |           |                                  |     |
|---------------------------------------|-----------|----------------------------------|-----|
| 1. William Doherty, Barnstable County | Yes       | 9. Ronald Zweig, Falmouth        | Yes |
| 2. David Anthony, Barnstable          | Yes       | 10. Thomas Mayo, Mashpee         | Yes |
| 3. Robert Schofield, Bourne           | Yes       | 11. Richard Toole, Oak Bluffs    | Yes |
| 4. Deane Keuch, Brewster              | Yes       | 12. Thomas Donegan, Provincetown | Yes |
| 5. Peter Cocolis, Chatham             | Yes       | 13. Everett Horn, Sandwich       | Yes |
| 6. Peter Cabana, Dukes County         | Abstained | 14. Peter Fontecchio, Truro      | Yes |
| 7. Fred Fenlon, Eastham               | Yes       | 15. Susan Hruby, W. Tisbury      | Yes |
| 8. Paul Pimentel, Edgartown           | Yes       | 16. Dr. Joyce Flynn, Yarmouth    | Yes |

*Motion carried in the affirmative (15-0-1).*

### **ENERGY EFFICIENCY PENETRATION STUDY PRESENTATION**

Opinion Dynamics provided a Power Point Presentation entitled CLC Potential & Program Opportunities Study (Attachment D)

P. Cabana requested MV YMCA be contacted to get comparison information to demonstrate actual advantage. Opinion Dynamics informed that those data are developed and reported annually. M. Song reported there are 150 pages of State-wide results. There was discussion relative to the survey consisting of 12 pages and the questions deemed to be fairly comprehensive. There was discussion about altruism being built into the survey. The model is for electric only and is consistent with requirements. There was discussion about tracking results by town or zip code.

### **CONSIDERATION OF MEETING MINUTES**

The Board then considered the May 21, 2014 Open Session Meeting Minutes. Corrections were made to Staff Attendance and a grammatical correction on page 5. *P. Cocolis moved the Board vote to accept the minutes as corrected, seconded by P. Fontecchio and voted unanimously in favor with W. Doherty and P. Pimentel abstaining. (14-0-2)*

### **DPU 14-69**

The DPU has established a procedural schedule for the Compact's updated Aggregation Plan with discovery concluding in early July. Parties may submit briefs thereafter and the Cape Light Compact's Final Brief is due 8/19/14 after which the Department will issue its final order expected sometime in the fall. The Compact has objected and will continue to object to introduction of matters outside the narrow scope. This was made clear in the Compact's motion to strike certain portions of public comments submitted to DPU. Currently the Attorney General's first set of Information Requests are under review by the Compact. The Compact's response will be consistent with what is believed to be the direction from the DPU relative to the scope of the proceeding. M. Downey reported a meeting with the Attorney General's Office Staff relative to the Assembly of Delegates request to investigate the Cape Light Compact and have offered to provide any information relative to the Assembly's allegations, outside of DPU14-69. To date the Attorney General's Office has not indicated they are pursuing the Assembly's request. J. Bernstein mentioned a 6/5 DPU ruling and the Hampshire Council of Government (HCOG) proceeding and the Attorney Generals position on certain issues specifically their adder.

### **ADMINISTRATOR'S REPORT**

- M. Downey said the next Governing Board meeting is scheduled for July 9, 2014. P. Fontecchio informed that he is not available on that date.
- She reminded the members that expense reports due by next week. Expense reporting forms will be emailed to members.
- S. Wollenburg provided a Power Point Presentation entitled Enabling Solar on Affordable Housing (Attachment E).

*B. Schofield left at 4:53 p.m.*

D. Anthony said the idea is appealing but after 10 years of private sector and sounding like something close to what CVEC could do, he would prefer to have the Compact stay with its core focus. M. Downey said it is very similar to the Green Affordable Home Program funded by the CLC Green Fund. CVEC does not have cash to provide for the expensive up-front costs. There was discussion that a capital loan program should be

available also for non-profits in communities as well. M. Downey said the amount needed needs to be known as well as the level of Board interest. If SRECs can be obtained at a good price, it can be in the Power Supply Program and this would be a Power Supply Program. There was discussion if this would put CLC in competition with local installers. Since CLC would only be providing money for Renewable Energy Certificates (REC) CLC would not be in competition with local installers. The organization will choose the contractor. R. Zweig asked if an energy audit would be prerequisite. Currently the Habitat for Humanity is looking at new construction, but it is an excellent idea to consider installations for existing housing. P. Pimentel mentioned the risk associated with REC pricing and the risk of non-performance. It was though provisions could be included addressing this in any agreement. It was agreed to add the topic for further discussion to the next meeting agenda. T. Mayo expressed his support for the idea urging it be extended. He asked for best guess of what such a program would look like and specifically asked to see a scenario at next meeting.

At 5:07 p.m., *T. Donegan moved to adjourn, seconded by D. Anthony and voted unanimously in favor.*

Respectfully submitted,

Karen E. Loura  
Administrative Assistant

Reviewed by B. Worth, Secretary on 7/8/14

List of materials distributed:

- 5/21/14 Draft Cape Light Compact Governing Board Meeting Minutes
- Copy of letter from Attorney General's Office dated 5/30/14 relative to DPU 14-69
- Year-to-date Budget Report dated 6/11/14
- 2014 Budget (based on 3-year Plan)/Actuals (January – May)
- Proposed FY15 Operating Budget
- Copy of CLC Potential & Program Opportunities Study Power Point Presentation
- Copy of Power Point Presentation entitled: Enabling Solar on Affordable Housing

Attachment A

/11/2014 11:41 | Barnstable County  
 ogers | YEAR-TO-DATE BUDGET REPORT

PG 1  
 | glytdbud

FOR 2014 12

COUNTS FOR:		ORIGINAL	REVISED				AVAILABLE	PCT	
74	CAPE LIGHT COMPACT OPERTG FUND	APPROP	BUDGET	YTD ACTUAL	MTD ACTUAL	ENCUMBRANCES	BUDGET	USED	
4 4999	CLC OPERTG FD-TRANSFERS	0	.00	-1,124,783.00	.00	.00	1,124,783.00	100.0%	
4 5100	CLC OPERTG FD-SALARIES	0	182,219.00	202,124.50	6,833.82	.00	-19,905.50	110.9%*	
4 5213	CLC OPERTG FD-TELEPHONES	0	1,200.00	.00	.00	.00	1,200.00	.0%	
4 5214	CLC OPERTG FD-INTERNET/I	0	.00	.00	.00	.00	.00	.0%	
4 5233	CLC OPERTG FD-AUDIT/ACCT	0	130,000.00	84,338.75	5,770.00	.00	45,661.25	64.9%	
4 5235	CLC OPERTG FD-LEGAL SERV	0	304,955.00	222,847.48	.00	.00	82,107.52	73.1%	
4 5239	CLC OPERTG FD-CONTRACTUA	0	119,755.00	88,720.66	18,610.00	.00	31,034.34	74.1%	
4 5281	CLC OPERTG FD-OUTSTATE T	0	3,630.68	3,586.99	.00	.00	43.69	98.8%	
4 5282	CLC OPERTG FD-IN STATE T	0	12,369.32	5,828.09	214.32	.00	6,541.23	47.1%	
4 5291	CLC OPERTG FD-ADVERTISIN	0	15,482.64	14,581.63	2,222.14	.00	901.01	94.2%	
4 5294	CLC OPERTG FD-FREIGHT/SH	0	250.00	46.92	.00	.00	203.08	18.8%	
4 5295	CLC OPERTG FD-PRINTG/COP	0	5,448.07	2,535.35	461.76	1,042.29	1,870.43	65.7%	
4 5298	CLC OPERTG-LED ST LIGHTS	0	150,000.00	.00	.00	.00	150,000.00	.0%	
4 5361	CLC OPERTG FD-POSTAGE	0	11,000.00	6,482.96	521.16	935.88	3,581.16	67.4%	
4 5421	CLC OPERTG FD-ASSOC DUES	0	17,150.00	17,150.00	.00	.00	.00	100.0%	
4 5429	CLC OPERTG FD-SUBSCRIPTI	0	500.00	.00	.00	.00	500.00	.0%	
4 5463	CLC OPERTG FD-EQUIP RENT	0	3,000.00	.00	.00	.00	3,000.00	.0%	
4 5469	CLC OPERTG FD-MISC RENTA	0	.00	.00	.00	.00	.00	.0%	
4 5490	CLC OPERTG FD-GRANTS TO	0	402,745.00	402,745.00	.00	.00	.00	100.0%	
4 5559	CLC OPERTG FD-COMPUTER E	0	2,000.00	1,624.51	.00	.00	375.49	81.2%	
4 5790	CLC OPERTG FD-TRNSFRS	0	.00	.00	.00	.00	.00	.0%	
4 5981	CLC OPERTG FD-RETIREMENT	0	26,000.00	17,521.81	.00	.00	8,478.19	67.4%	
4 5983	CLC OPERTG FD-GRP INSUR	0	17,000.00	19,082.09	892.48	.00	-2,082.09	112.2%*	
4 5984	CLC OPERTG FD-MEDICARE	0	3,764.00	2,809.89	93.67	.00	954.11	74.7%	
TOTAL CAPE LIGHT COMPACT OPERT		0	1,408,468.71	-32,756.37	35,619.35	1,978.17	1,439,246.91	-2.2%	
TOTAL REVENUES		0	.00	-1,124,783.00	.00	.00	1,124,783.00		
TOTAL EXPENSES		0	1,408,468.71	1,092,026.63	35,619.35	1,978.17	314,463.91		
PRIOR FUND BALANCE					20,441.52				
CHANGE IN FUND BALANCE					32,756.37				
CURRENT FUND BALANCE					53,197.89				

ATTACHMENT B

2014 Budgeted (Based on Three-year Plan)

Program	PA Costs					
	PPA	Marketing	Incentives	STAT	EMV	Total PA Costs
<b>Residential (total)</b>	<b>\$913,072</b>	<b>\$558,534</b>	<b>\$12,175,788</b>	<b>\$1,415,520</b>	<b>\$1,111,177</b>	<b>\$16,174,101</b>
1. Residential Whole House	\$ 632,158	\$ 203,795	\$ 9,815,491	\$ 660,297	\$ 908,123	\$ 12,217,864
Residential New Construction	\$ 18,758	\$ 14,655	\$ 150,000	\$ 88,146	\$ 17,025	\$ 288,584
Residential Multi-Family Retrofit	\$ 27,926	\$ 31,107	\$ 500,000	\$ 44,821	\$ 84,356	\$ 688,209
Residential Home Energy Services	\$ 585,474	\$ 143,033	\$ 9,048,491	\$ 438,380	\$ 804,741	\$ 11,020,120
Residential Behavior/Feedback	\$ -	\$ 15,000	\$ 117,000	\$ 88,950	\$ -	\$ 220,950
2. Residential Products	\$ 149,078	\$ 127,601	\$ 2,305,307	\$ 436,332	\$ 193,664	\$ 3,211,982
Residential Cooling & Heating Equipment	\$ 57,108	\$ 17,488	\$ 1,040,841	\$ 81,106	\$ 41,010	\$ 1,237,554
Residential Lighting	\$ 69,397	\$ 85,176	\$ 1,053,466	\$ 158,996	\$ 116,674	\$ 1,483,709
Residential Consumer Products	\$ 22,573	\$ 24,936	\$ 211,000	\$ 196,230	\$ 35,980	\$ 490,719
3. Residential Hard-to-Measure	\$ 131,836	\$ 227,138	\$ 55,000	\$ 318,891	\$ 11,389	\$ 744,255
Residential Statewide Marketing	\$ -	\$ 102,138	\$ -	\$ -	\$ -	\$ 102,138
Residential DOER Assessment	\$ 115,523	\$ -	\$ -	\$ -	\$ 11,389	\$ 126,913
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 16,313	\$ -	\$ -	\$ -	\$ -	\$ 16,313
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 214,891	\$ -	\$ 214,891
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000
Residential R&D and Demonstration	\$ -	\$ -	\$ 55,000	\$ 15,000	\$ -	\$ 70,000
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000
<b>Low-Income (total)</b>	<b>\$228,995</b>	<b>\$74,772</b>	<b>\$1,996,342</b>	<b>\$612,549</b>	<b>\$173,950</b>	<b>\$3,086,609</b>
4. Low-Income Whole House	\$ 169,017	\$ 28,158	\$ 1,996,342	\$ 612,549	\$ 170,981	\$ 2,977,047
Low-Income New Construction	\$ 5,065	\$ 694	\$ 145,000	\$ 1,217	\$ 10,780	\$ 162,756
Low-Income Single Family Retrofit	\$ 133,634	\$ 23,310	\$ 1,342,207	\$ 489,499	\$ 135,358	\$ 2,124,009
Low-Income Multi-Family Retrofit	\$ 30,318	\$ 4,154	\$ 509,135	\$ 121,833	\$ 24,843	\$ 690,283
5. Low-Income Hard-to-Measure	\$ 59,978	\$ 46,614	\$ -	\$ -	\$ 2,970	\$ 109,561
Low-Income Statewide Marketing	\$ -	\$ 23,364	\$ -	\$ -	\$ -	\$ 23,364
Low-Income DOER Assessment	\$ 21,228	\$ -	\$ -	\$ -	\$ 2,970	\$ 24,197
Low-Income Energy Affordability Network	\$ 38,750	\$ 23,250	\$ -	\$ -	\$ -	\$ 62,000
<b>Commercial &amp; Industrial (total)</b>	<b>\$819,316</b>	<b>\$182,239</b>	<b>\$13,494,235</b>	<b>\$1,139,605</b>	<b>\$686,006</b>	<b>\$16,321,402</b>
6. C&I New Construction	\$ 169,911	\$ 27,345	\$ 1,750,000	\$ 377,335	\$ 224,928	\$ 2,549,519
C&I New Construction	\$ 169,911	\$ 27,345	\$ 1,750,000	\$ 377,335	\$ 224,928	\$ 2,549,519
7. C&I Retrofit	\$ 562,708	\$ 82,444	\$ 11,744,235	\$ 762,271	\$ 451,488	\$ 13,613,143
C&I Retrofit	\$ 258,075	\$ 36,346	\$ 8,377,235	\$ 379,491	\$ 220,154	\$ 9,271,300
C&I Direct Install	\$ 304,630	\$ 56,098	\$ 3,367,000	\$ 382,780	\$ 231,334	\$ 4,341,843
8. C&I Hard-to-Measure	\$ 86,899	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 158,740
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450
C&I DOER Assessment	\$ 60,128	\$ -	\$ -	\$ -	\$ 9,591	\$ 69,719
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 26,571	\$ -	\$ -	\$ -	\$ -	\$ 26,571
<b>GRAND TOTAL</b>	<b>\$1,961,363</b>	<b>\$815,546</b>	<b>\$27,666,375</b>	<b>\$3,167,675</b>	<b>\$1,971,133</b>	<b>\$35,562,112</b>

2014 Actuals (January Through May)

Program	PA Costs					
	PPA	Marketing	Incentives	STAT	EMV	Total PA Costs
<b>Residential (total)</b>	<b>\$313,191</b>	<b>\$187,494</b>	<b>\$3,468,418</b>	<b>\$482,164</b>	<b>\$96,288</b>	<b>\$4,577,552</b>
1. Residential Whole House	\$ 176,447	\$ 44,719	\$ 3,141,679	\$ 179,060	\$ 59,003	\$ 3,600,908
Residential New Construction	\$ 5,055	\$ 2,162	\$ 34,099	\$ 21,630	\$ 3,342	\$ 66,289
Residential Multi-Family Retrofit	\$ 7,526	\$ 1,545	\$ 22,130	\$ 9,664	\$ 1,496	\$ 42,361
Residential Home Energy Services	\$ 157,783	\$ 36,264	\$ 3,085,449	\$ 102,834	\$ 52,870	\$ 3,435,200
Residential Behavior/Feedback	\$ 6,083	\$ 4,749	\$ -	\$ 44,931	\$ 1,294	\$ 57,058
2. Residential Products	\$ 34,093	\$ 36,514	\$ 356,737	\$ 88,211	\$ 34,822	\$ 550,377
Residential Cooling & Heating Equipment	\$ -	\$ 731	\$ 170,973	\$ 16,988	\$ 2,865	\$ 191,558
Residential Lighting	\$ 15,390	\$ 24,794	\$ 144,230	\$ 38,846	\$ 19,238	\$ 242,498
Residential Consumer Products	\$ 18,702	\$ 10,989	\$ 41,533	\$ 32,377	\$ 12,718	\$ 116,321
3. Residential Hard-to-Measure	\$ 102,651	\$ 106,281	\$ -	\$ 214,893	\$ 2,463	\$ 426,268
Residential Statewide Marketing	\$ -	\$ 53,456	\$ -	\$ -	\$ -	\$ 53,456
Residential DOER Assessment	\$ 100,059	\$ -	\$ -	\$ -	\$ 2,463	\$ 102,523
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 2,592	\$ -	\$ -	\$ -	\$ -	\$ 2,592
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 210,319	\$ -	\$ 210,319
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 739	\$ -	\$ 739
Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ 3,835	\$ -	\$ 3,835
Residential Education	\$ -	\$ 52,805	\$ -	\$ -	\$ -	\$ 52,805
<b>Low-Income (total)</b>	<b>\$59,320</b>	<b>\$18,037</b>	<b>\$426,815</b>	<b>\$79,029</b>	<b>\$9,627</b>	<b>\$592,829</b>
4. Low-Income Whole House	\$ 41,531	\$ 8,609	\$ 426,815	\$ 79,029	\$ 8,986	\$ 564,970
Low-Income New Construction	\$ 1,245	\$ 237	\$ -	\$ 299	\$ 647	\$ 2,427
Low-Income Single Family Retrofit	\$ 32,836	\$ 6,957	\$ 353,156	\$ 62,746	\$ 7,954	\$ 463,649
Low-Income Multi-Family Retrofit	\$ 7,450	\$ 1,416	\$ 73,659	\$ 15,983	\$ 385	\$ 98,893
5. Low-Income Hard-to-Measure	\$ 17,790	\$ 9,428	\$ -	\$ -	\$ 642	\$ 27,859
Low-Income Statewide Marketing	\$ -	\$ 9,428	\$ -	\$ -	\$ -	\$ 9,428
Low-Income DOER Assessment	\$ 17,790	\$ -	\$ -	\$ -	\$ 642	\$ 18,431
Low-Income Energy Affordability Network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Commercial &amp; Industrial (total)</b>	<b>\$266,479</b>	<b>\$71,889</b>	<b>\$3,435,862</b>	<b>\$240,902</b>	<b>\$90,465</b>	<b>\$4,105,398</b>
6. C&I New Construction	\$ 40,715	\$ 8,437	\$ 423,063	\$ 84,028	\$ 18,771	\$ 575,014
C&I New Construction	\$ 40,715	\$ 8,437	\$ 423,063	\$ 84,028	\$ 18,771	\$ 575,014
7. C&I Retrofit	\$ 134,839	\$ 31,183	\$ 3,012,799	\$ 156,874	\$ 69,624	\$ 3,405,299
C&I Retrofit	\$ 61,841	\$ 12,713	\$ 2,465,226	\$ 77,379	\$ 36,932	\$ 2,654,092
C&I Direct Install	\$ 72,997	\$ 18,449	\$ 547,572	\$ 79,496	\$ 32,692	\$ 751,207
8. C&I Hard-to-Measure	\$ 90,925	\$ 32,089	\$ -	\$ -	\$ 2,070	\$ 125,085
C&I Statewide Marketing	\$ -	\$ 32,089	\$ -	\$ -	\$ -	\$ 32,089
C&I DOER Assessment	\$ 90,925	\$ -	\$ -	\$ -	\$ 2,070	\$ 92,995
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>GRAND TOTAL</b>	<b>\$636,991</b>	<b>\$277,220</b>	<b>\$7,361,083</b>	<b>\$902,095</b>	<b>\$196,380</b>	<b>\$8,275,779</b>

Source:

G:\12-001 Compact Efficiency 2012\2013-2015 EEP\20121102 & 12.20 DPU 12-107 Proceeding\2013.02.21 Compliance Filing\DPU 12-107\_CLC\_Ext. 4 COMPLIANCE\_2013-2015 08-50 Tables\_Expanded\_2013.02.13.xlsx

Cape Light Compact Power Supply Reserve Fund Balance as of 5/15/14 \$ 1,568,630.00  
 Projected Cape Light Compact Power Supply Reserve Fund Balance as of 6/30/14 \$ 1,700,000.00  
 Projected Cape Light Compact REC Revenue as of 6/30/15 \$ 278,000.00  
 Projected FY15 Operational Address Revenue as of 6/30/15 \$ 1,020,000.00

**Cape Light Compact Fiscal Year 2015 (July 1, 2014 - June 30, 2015) Proposed Operating Budget**

<u>Item</u>	<u>FY 14</u>	<u>Proposed FY15</u>	
Salaries	\$ 182,219.00	\$ 235,000.00	
Auditor	\$ 130,000.00	\$ 40,000.00	Stephan 100%, Maggie 100% Karen 25%, Lindsay 25%
Legal	\$ 383,105.00	\$ 390,302.00	
Contractual	\$ 45,000.00	\$ 45,000.00	RFP for CLC load
Outreach/Marketing Contractor		\$ 63,365.00	web redesign, brochures, media
Telephone	\$ 1,200.00	\$ 3,000.00	
IT County Support		\$ 24,000.00	
Travel Out-of-state		\$ 6,000.00	
Travel In-state	\$ 16,000.00	\$ 16,000.00	
Advertising - power supply	\$ 12,000.00	\$ 35,000.00	
Shipping	\$ 250.00	\$ 250.00	
Postage	\$ 11,000.00	\$ 13,000.00	
Sponsorships (formerly Association Fees)	\$ 11,000.00	\$ 18,000.00	Roundtable, Living Local, NECA, PTI, Rotary Show (1/2 events)
Subscriptions	\$ 1,500.00	\$ 500.00	
Printing	\$ 7,000.00	\$ 7,000.00	
Fringes	\$ 46,764.00	\$ 50,000.00	
Equipment Rental	\$ 5,000.00	\$ 5,000.00	
LED Streetlight Reserve	\$ 150,000.00	\$ 150,000.00	
Subtotal CLC Operating Budget	\$ 1,002,038.00	\$ 1,101,417.00	
<b>OPEB Reserve</b>		<b>\$ 300,731.00</b>	
<b>CVEC Operating Grant</b>	<b>402,885</b>	<b>\$ 403,455.00</b>	
<b>CVEC Loan</b>		<b>\$ 100,000.00</b>	
<b>Total CLC FY 15 Operating Budget</b>		<b>\$ 1,604,872.00</b>	

# CLC POTENTIAL & PROGRAM OPPORTUNITIES STUDY

## Board Meeting

6/11/2014



Opinion **Dynamics**



## Agenda

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- The Project Team (Who?)
- Study Outcomes (What?)
- Regulatory Requirements and Goals (Why?)
- Project Tasks (How?)
- Project Timeline (When?)



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## The Project Team (Who?)

---

- Opinion Dynamics Corporation
  - Headquartered in Waltham, Massachusetts
  - One of the leading energy efficiency research and evaluation companies
  - Extensive local experience (and local presence)
- Subcontractors
  - Dunsky Energy Consulting
  - Mad Dash Inc. - *main data collection - alot of Exp*



Opinion Dynamics



## Study Outcomes (What?)

- Detailed information about CLC's residential and non-residential customer base, based on primary data collection
  - What energy-using equipment is installed in homes and businesses?
  - What is the efficiency level of the installed equipment?
  - How likely are customers to adopt energy efficient equipment in the future?
  - What are customer characteristics and occupancy patterns?
- CLC electric energy efficiency potential, by segment and year, for 2016-2021
- Adjustable CLC-specific electric potential model
- Program design support for commercial/industrial programs



## Regulatory Requirements and Goals (Why?)

- Comply with DPU requirement to document the penetration of energy efficiency within its service territory and develop estimates of remaining savings potential (D.P.U. 12-107, dated 1/31/2013).

*"The Program Administrators with an aggregate three-year savings goal of greater than 20 percent below the statewide three-year aggregate goal will conduct a study, either jointly or individually, during the upcoming three-year term to document the penetration of energy efficiency within its service territory and the remaining cost-effective energy efficiency opportunities available."*

- Collect wealth of CLC-specific information
- Inform the next three-year energy efficiency plan
- Support design enhancements to non-residential programs



## Overview of Tasks (How?)

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- Task 1: Study planning and scoping
- Task 2: Primary data collection
- Task 3: Model development
- Task 4: Analysis and reporting
- Task 5: Program design support



## Task 1: Study Planning and Scoping

- Worked closely with CLC staff to define the study scope, project outcomes, deliverables, and budget
  - Reviewed existing CLC data
  - Determined required primary research approaches and sample sizes
  - Determined the appropriate potential model framework
  - Determined level of detail required for various study components
  - Developed detailed work plan outlining the approach, project timeline, and budget
- Task is completed

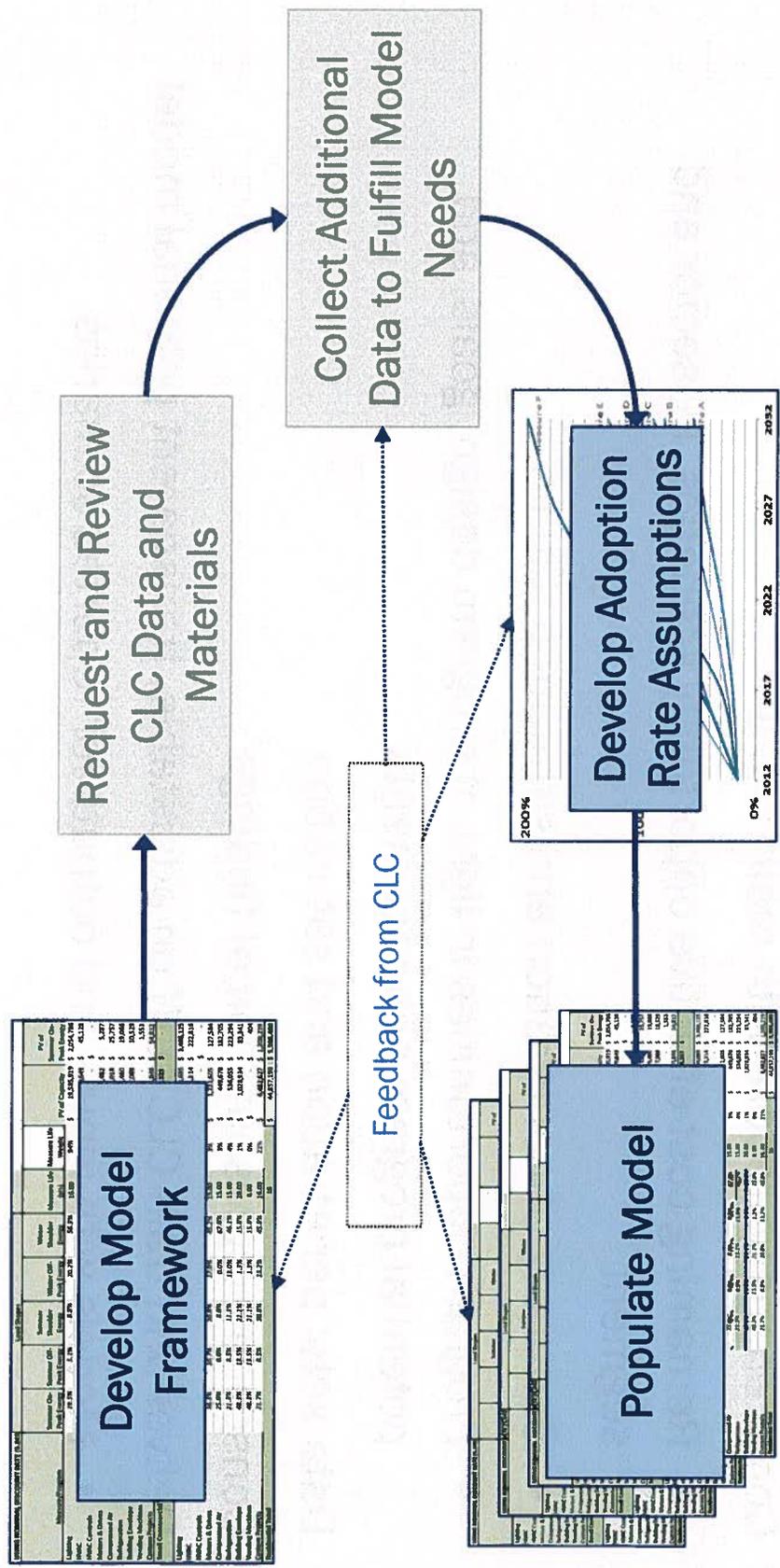


## Task 2: Primary Data Collection

- Residential & Low Income
  - Mail survey targeting a random sample of 12,000 customers (equipment penetration & saturation, occupancy patterns, demographics)
  - On-site verification for 175 customers (nested sample; same information as in mail survey plus technical data)
  - Phone survey with 300 customers (barriers to energy efficiency/program participation)
- Commercial & Industrial
  - Phone survey with 520 customers (high-level equipment penetration, occupancy patterns, barriers to energy efficiency/program participation)
  - On-site verification for 146 customers (nested sample; same equipment information as in phone survey plus technical data)
- Task is on-going



# Task 3: Model Development



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## Task 4. Analysis and Reporting

- Comprehensive report, with methodology
- Remaining cost-effective opportunity scenarios, by sector and segment
- Summary of penetration and saturation results
- Program opportunities in light of program design, goals, and potential program enhancements
- Data sets: penetration and saturation
- Consolidated presentation of findings
- Deliver and train CLC staff on adjustable, transparent potential model
  - Models with inputs and outputs for reported scenarios



## Task 5: Program Design Support

- For larger C&I customers only

Element of Program Design Support	Level of Support
Program Literature Review	Comprehensive
CLC Data Review	Comprehensive
Interviews with Program Managers	Multiple
Interviews with Program Partners	yes
Best Practices Scan	yes
Gap Analysis	yes
Scenario Analysis	yes
Budget Support	Bottom-up
Incentive Levels	Detailed (size and structure)
Process Flows	TBD
Logic Model	TBD
Enabling Strategies	Detailed



## Project Timeline (When?)

- Fall 2013: Project scoping began
- June and October 2014: Primary data collection
- February 2015: Draft Potential Report
- March 2015: Final Potential Report
- April 2015: Draft Program Design Report
- May 2015: Final Program Design Report

*2 drawings  
Gift Cards (1.0)  
\$1,000 EE appearance*



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# Questions & Answers



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STAVENNA S. STODOLKOVA

# Enabling Solar on Affordable Housing

## The challenge:

- Some affordable housing groups have expressed an interest in putting solar PV on their projects.
- Solar PV produces economic benefits over time, but it's capital intensive.
- SRECs (solar renewable energy certificates) make up a large part of the economic benefit, but they are complicated.

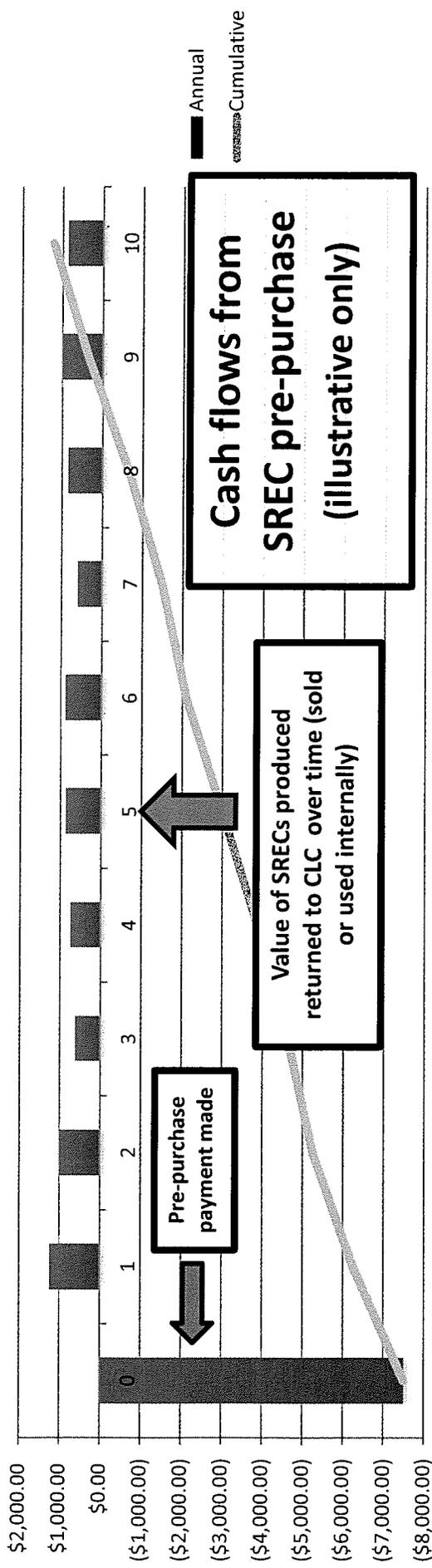
**The proposal:** The Compact could pre-purchase SRECs from new PV systems on affordable housing.

## The benefits:

- By defraying the up-front cost, PV could become attainable on affordable housing.
- Efficient homes reduce default risk. Reasonable to suggest that solar could help accomplish the same.
- Fosters development of PV on the Cape and Vineyard.
- The Compact may have a use for the SRECs.

### How it might work:

- The Compact would agree on a price, a term, and a production estimate with the housing organization.
- These numbers would be used to calculate a lump payment to defray the initial cost of the PV system.
- As SRECs are produced over the term, the Compact would take ownership of them. The Compact could sell them or use them. If they were sold, **proceeds could be used to make the program self-sustaining.**



### Next Steps:

- Board can vote to approve the program at its next meeting.
- We'd propose a small pilot program with the entity that approached us.
- If negotiations and contracting with the pilot are successful, these forms of contract can be used to work with other affordable housing groups.