

**Cape Light Compact Governing Board**  
**Wednesday, July 9, 2014**  
**Open Session Meeting Minutes**

The Governing Board of the Cape Light Compact met on Wednesday, July 9, 2014 in Room 11/12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

**PRESENT WERE:**

1. Peter Cocolis, Treasurer, Chatham, Acting Chair
2. Dr. Joyce Flynn, Chairwoman, Yarmouth - remotely by phone
3. Peter Cabana, Member at Large, Dukes County-remotely by phone
4. Paul Pimentel, Edgartown
5. Frederick Fenlon, Eastham
6. Barry Worth, Secretary, Harwich
7. William Doherty, Barnstable County
8. David Anthony, Barnstable
9. Deane Keuch, Brewster
10. Thomas Mayo, Mashpee
11. Ronald Zweig, Falmouth
12. Richard Toole, Oak Bluffs – remotely by phone
13. Everett Horn, Sandwich
14. Richard Elkin, Wellfleet
15. Thomas Donegan, Provincetown
16. Susan Hruby, W. Tisbury

**LEGAL COUNSEL:**

Audrey Eidelman, Esq. BCK Law, PC

**PUBLIC PRESENT:**

Eric Bibler, Weston CT

**CALL TO ORDER**

P. Cocolis, Acting Chair called the meeting to order at 2:05 p.m. He announced the need to re-order the Agenda taking up the Treasurer’s Report after the Administrator’s Report.

**PUBLIC COMMENT** - None

**CONSIDERATION OF MEETING MINUTES**

The Board then considered the June 11, 2014 Meeting Minutes. R. Elkin requested Marcus Springer, Wellfleet Alternate be listed as present. J. Flynn requested corrections on pg. 2 to insert “Paul”, 2<sup>nd</sup> paragraph under Public Comment in front of Pimentel and pg. 4 so that the last sentence will read “Because CLC would only be providing money for Renewable Energy Certificates, CLC would not be in competition with local installers.” P. Pimentel requested correction to the roll-call voting on page 3 to show he abstained on the FY15 Operating Budget Vote and voted in favor of establishing the OBEP Reserve Fund. *P. Pimentel moved the Board vote to accept the minutes as corrected, seconded by R. Zweig and voted unanimously in favor by roll call vote as follows:*

- |                                  |     |                                 |     |
|----------------------------------|-----|---------------------------------|-----|
| 1. W. Doherty, Barnstable County | Yes | 9. B. Worth, Secretary, Harwich | Yes |
| 2. D. Anthony, Barnstable        | Yes | 10. T. Mayo, Mashpee            | Yes |
| 3. D. Keuch, Brewster            | Yes | 11. R Toole, Oak Bluffs         | Yes |
| 4. P. Cocolis, Chatham           | Yes | 12. T. Donegan, Provincetown    | Yes |
| 5. P. Cabana, Dukes County       | Yes | 13. E. Horne, Sandwich          | Yes |
| 6. F. Fenlon, Eastham            | Yes | 14. R. Elkin, Wellfleet         | Yes |
| 7. P. Pimentel, Edgartown        | Yes | 15. S. Hruby, W. Tisbury        | Yes |

**ABSENT WERE:**

Robert Schofield, Vice-Chair, Bourne  
Michael Hebert, Aquinnah  
Timothy Carroll, Chilmark  
Brad Crowell, Dennis  
Orleans, Vacant  
William Straw, Tisbury  
Peter Fontecchio, Truro

**STAFF PRESENT:**

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

8. R. Zweig, Falmouth

Yes

16. J. Flynn, Yarmouth

Yes

*Motion carried unanimously in favor (16-0-0).*

**Treasurer's Report:** By agreement the Treasurer's Report was moved to after Administrator's Report.

### **ENERGY EFFICIENCY PROGRAM:**

#### **2013 Annual Report**

P. Moffitt provided a Power Point presentation entitled 2013 Plan Year Report (Attachment A) which covered Year one of the three-year Energy Efficiency Plan. There was discussion concerning how Non-Energy Impacts (NEI's) were determined. NEI's were developed as part of a study conducted for Statewide Program Administrators. T. Mayo applauded the aggressive goals. Each year there are budgets and goals. Unspent funds are rolled over into the next year. An additional study will identify additional Commercial/Industrial NEI'S. F. Fenlon encouraged achievable aggressive goals. Completion of the LED Streetlight Retrofit Project will make a significant contribution to attaining goal. The Report submitted to the Department of Public Utilities is available electronically at: <http://www.capelightcompact.org/library/2010/08/Cape-Light-Compact-2013-Plan-Year-Report-Complete-2014.06.20.pdf>. P. Cocolis said the Penetration Study will inform the next 3-year plan (2016-2019). The study will be completed in spring, 2015. The board acknowledged it will cost more to serve hard to reach customers.

#### **Energy Education**

D. Fitton distributed copies of a Power Point presentation entitled Energy Education Outreach Program 2013-14 School Year (Attachment B) and provided an overview of activities taking place under the Science, Technology, Engineering and Math (STEM) initiative. She provided a review of the education programs and renewable energy topics taught and distributed a list of 2014 Mass. State National Energy Education Development Project Award winners including students from Sandwich, Harwich, Eastham and Martha's Vineyard Regional High School. (Attachment C). The Awards Ceremony which took place at the State House in Boston on June 20<sup>th</sup> was hosted by the Mass. Department of Energy Resources, Cape Light Compact and NSTAR Electric.

#### **Behavioral Program**

B. Kane provided a Power Point presentation entitled C.A.P.E. Presence Pro Energy update (Attachment D). The launch date of an on-line application is 8/1/14. The vendor is People Power working with Blue Line. This effort provides real-time feedback and allows implementation of controls and rules. It is compatible with Droid and Apple devices. Participants may also purchase plug control devices to control energy usage from their phone. Additional information is available @ <http://www.capelightcompact.org/smart/>. Data on effectiveness of these type programs is also available at: <http://www.capelightcompact.org/report/other-reports/> The American Council for an Energy Efficient Economy (ACEEE) has also acknowledged these type programs are successful w/customer engagement, prizes, real time, etc. It was suggested a broadcast email be sent out to Boards of Selectmen to make them aware of available programs. There was discussion concerning use of the device with solar PV generation. B. Kane will inquire and report her findings. P. Pimentel did experiment on Martha's Vineyard and determined the best way to involve participants is to make it simple to participate. S. Wollenburg noted that you will never be able to mandate ADR. R. Elkin would not support without checking the device and more market research. There was discussion about metering and smart meters. W. Doherty said the meter is owned by NSTAR Electric and the utility will not allow device attachment to meters. There was discussion about demographics, age of participants and timing of program during busy summer season. B. Kane said this information will be collected and referred to demographics which are available from previous efforts.

Martha's Vineyard Regional High School (MVRHS) - Energy Efficiency Measures/\$150,000 Cap Waiver

S. Wollenburg anticipates two schools where energy efficiency upgrades will exceed the \$150,000 limit set by the Board approximately 12 years ago. The first one is MVRHS Retrofit Project. It is hoped upgrades will be complete in time for school re-opening in the fall. S. Wollenburg provided details about upgrades proposed as a result of the MVRHS energy audit. He described the method to determine the BCR which includes non-electric costs. The Board previously decided to support savings other than kWh. There was discussion about conducting an ASHRA II audit to look at entire envelop of the school. M. Downey reminded the Board about the previous discussion and Board decision that the need for an ASHRAE II Audits would be approved on a case-by-case basis by the Board, and that the Board discussed using a different format than ASHRAE to meet the needs of the Green Communities Act. There was discussion about the likelihood of available local reserves if projects exceed the budget. S. Wollenburg said the proposed incentive is set liberally, so it is unlikely final costs will exceed cap. Towns will have total project cost information in advance. T. Mayo reported the Mashpee estimates were considerably above actual cost. F. Fenlon expressed concern that the request is for \$225,000 above the \$150,000 incentive cap. D. Anthony reported Cape Light Compact funded \$900,000 for the energy efficiency upgrade project at Barnstable High School. S. Wollenburg noted Cape Light Compact is always striving to do more on the Commercial/Industrial side, and this project falls within the C&I program adding Energy Efficiency Resources are not scarce. Cape Light Compact is tasked with doing all upgrades but the measures must be cost effective. *J. Flynn moved the Board vote to approve the waiver of the \$150,000 incentive cap for the Martha's Vineyard Regional High School's Retrofit Project, thereby allowing a total project incentive of no more than \$375,000, seconded by R. Toole and voted by roll call vote as follows:*

- |                                  |           |                                 |     |
|----------------------------------|-----------|---------------------------------|-----|
| 1. W. Doherty, Barnstable County | Abstained | 9. B. Worth, Secretary, Harwich | Yes |
| 2. D. Anthony, Barnstable        | Yes       | 10. T. Mayo, Mashpee            | Yes |
| 3. D. Keuch, Brewster            | Yes       | 11. R Toole, Oak Bluffs         | Yes |
| 4. P. Cocolis, Chatham           | Yes       | 12. T. Donegan, Provincetown    | Yes |
| 5. P. Cabana, Dukes County       | Yes       | 13. E. Horne, Sandwich          | Yes |
| 6. F. Fenlon, Eastham            | Abstained | 14. R. Elkin, Wellfleet         | Yes |
| 7. P. Pimentel, Edgartown        | Yes       | 15. S. Hrubby, W. Tisbury       | Yes |
| 8. R. Zweig, Falmouth            | Yes       | 16. J. Flynn, Yarmouth          | Yes |

*Motion carried in the affirmative (16-0-2).*

Town of Falmouth ESCo Project – Request for \$150,000 Incentive Cap Waiver

S. Wollenburg provided a summary of the scope of the Falmouth Energy Services Company (ESCO) Project including energy efficiency upgrades for 12 Falmouth Buildings. Trane was formerly limited to manufacturing but have branched out into energy efficiency. Trane is an ESCo and was selected by Falmouth as a result of their Request for Proposals (RFP). Individual costs are incremental so overall costs are less. ESCO projects provide a guaranteed level of savings. B. Doherty said savings are usually figured out on the payback. The ESCo contract was presented to the town and Trane listed measurers and savings. They will demonstrate that the level of projected savings have been met or exceeded. The savings levels were established prior to establishing the incentive. *R. Elkin moved the Board vote to approve the waiver of the \$150,000 incentive cap for the Town of Falmouth ESCo Project, thereby allowing a total project incentive of no more than \$250,000, seconded by D. Anthony and voted by roll call vote as follows:*

- |                                  |     |                                 |     |
|----------------------------------|-----|---------------------------------|-----|
| 1. W. Doherty, Barnstable County | Yes | 9. B. Worth, Secretary, Harwich | Yes |
| 2. D. Anthony, Barnstable        | Yes | 10. T. Mayo, Mashpee            | Yes |
| 3. D. Keuch, Brewster            | Yes | 11. R Toole, Oak Bluffs         | Yes |
| 4. P. Cocolis, Chatham           | Yes | 12. T. Donegan, Provincetown    | Yes |
| 5. P. Cabana, Dukes County       | Yes | 13. E. Horne, Sandwich          | Yes |
| 6. F. Fenlon, Eastham            | Yes | 14. R. Elkin, Wellfleet         | Yes |
| 7. P. Pimentel, Edgartown        | Yes | 15. S. Hrubby, W. Tisbury       | Yes |

8. R. Zweig, Falmouth  
Motion carried unanimously in favor (16-0-0).

Yes

16. J. Flynn, Yarmouth

Yes

### **OPEN SESSION VOTE TO ENTER EXECUTIVE SESSION**

At 3:33 p.m. P. Cocolis 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. He 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. He added that the Governing Board would return to Open Session at the conclusion of Executive Session. *J. Flynn moved the Board vote to enter into Executive Session for the purposes stated, seconded by D. Anthony and voted unanimously in favor by Roll Call Vote as follows:*

1. W. Doherty, Barnstable County	Yes	9. B. Worth, Secretary, Harwich	Yes
2. D. Anthony, Barnstable	Yes	10. T. Mayo, Mashpee	Yes
3. D. Keuch, Brewster	Yes	11. R Toole, Oak Bluffs	Yes
4. P. Cocolis, Chatham	Yes	12. T. Donegan, Provincetown	Yes
5. P. Cabana, Dukes County	Yes	13. E. Horne, Sandwich	Yes
6. F. Fenlon, Eastham	Yes	14. R. Elkin, Wellfleet	Yes
7. P. Pimentel, Edgartown	Yes	15. S. Hrubby, W. Tisbury	Yes
8. R. Zweig, Falmouth	Yes	16. J. Flynn, Yarmouth	Yes

*Motion carried unanimously in favor (16-0-0). Staff and Counsel were permitted to remain.*

### ***At 4:27 p.m. the Board returned to open session.***

It was agreed to consider the \$150,000 cap which has been in place for 12 years at the next meeting.

### **CLC GREEN-AFFORDABLE HOUSING PROPOSAL**

S. Wollenburg provided a Power Point presentation entitled Enabling Solar on Affordable Housing (Attachment E). There was discussion relative to monetizing SREC's. The State is offering low-interest loans which are not suitable for low-income families. The State may work with banks to try to provide incentives. This pilot program would not be applicable to rental units or involve landlords. There was discussion about the systems to be used in the homes and whether the Solar PV System would supply the homes' total base-load. S. Wollenburg said heating system selection will be decided by Habitat for Humanity. Individuals chosen through a lottery help to construct the house. Homes are 2-3 bedrooms and are affordable due to good interest rates and sweat equity Homes must meet minimum requirements. Currently Habitat is thinking about solar for two homes. There is \$180,000 accumulated in CLC Green Program because CLC was able to obtain RECs for less than originally thought. S. Wollenburg said that to be 100 % clear, Cape Light Compact should amend the Terms of Service for the 50% Green and 100% Green Programs to indicate that a portion may be used to support development of renewable resources and not exclusively for retirement of RECs or the Board could decide to refund surplus to CLC Green customers. If CLC Green funds are not used for the Affordable Solar initiative, funding could be provided operational adder. Consideration should be given to issuing refunds to Green Program participants. CLC is not only entity in the position to do something like this. There are lease arrangements also available. Credit checks are still required. F. Fenlon thought the \$180,000 may be useful in potential mil adder legal issues. T. Donegan asked if CLC would be doing financing transactions which no one else is willing to do. There is no precedent for a stream of RECs over 10 years. There is still no guarantee that a leasing company would issue credit for a system like this. Economics of leasing vs purchasing systems are not alike. There was discussion about the number of low-income program participants compared to participation in other programs. Low income participants are a hard to reach group. Affordable is 80% median

income. T. Mayo said if the low-income area is lacking participation, we should do this to boost participation. The Board agreed to table the discussion to the September Meeting and to invite representative from Habitat for Humanity.

#### **ADMINISTRATOR'S REPORT**

- Process for Expense Reports: M. Downey reviewed the process for members seeking reimbursement of expenses and distributed blank W-9 Forms to members for completion.
- M. Downey agreed to provide additional DPU 14-69 updates as they become available.

CVEC Update – PV Systems are coming on line and solar power is being generated.

#### **TREASURER'S REPORT**

P. Cocolis distributed copies of the 7/9/14 YTD Budget Report and provided a summary of the highlights. He also distributed the comparison of 2014 Budgeted and 2014 Actuals through June based on the 3-year plan.

*At 5:00 p.m. B. Doherty moved to adjourn, seconded by F. Fenlon and voted unanimously in favor.*

Respectfully submitted,

Karen E. Loura  
Administrative Assistant

Reviewed by Barry Worth, Secretary on: July 23, 2014

List of materials:

- June 11, 2014 Open Session Meeting Minutes – Draft
- 2013 Plan Year Report by Phil Moffitt, EM&V Program Manager (Attachment A)
- Energy Education Outreach Program 2013-14 School Year by Debbie Fitton Energy Education Coordinator (Attachment B)
- 2014 Mass. State National Energy Education Development Project Award winners (Attachment C)
- C.A.P.E. Presence Pro Energy update by Briana Kane, Sr. Residential Program Coordinator (Attachment D)
- Enabling Solar on Affordable Housing (Attachment E).
- 2014 Comparison of Budgeted and Actual through June, 2014
- 7/9/14 YTD Budget Report

# 2013 Plan Year Report

Cape Light Compact Governing Board Meeting

7/9/14

Phil Moffitt

**Cape Light  
Compact**



*Working together toward a smarter energy future*

# INTRODUCTION



- First Year of 2013-2015 Three Year Plan
- Results for 2013 as well as summary results for 2010 - 2012
- Compact's performance toward unprecedented Savings and Benefits Goals

# 2013 CUSTOMERS



Customer Class	Number of Customers
Residential	167,969
Low-Income	8,430
C&I	24,336
Street Lighting	2,290
<b>TOTAL</b>	<b>203,025</b>

# BENEFITS



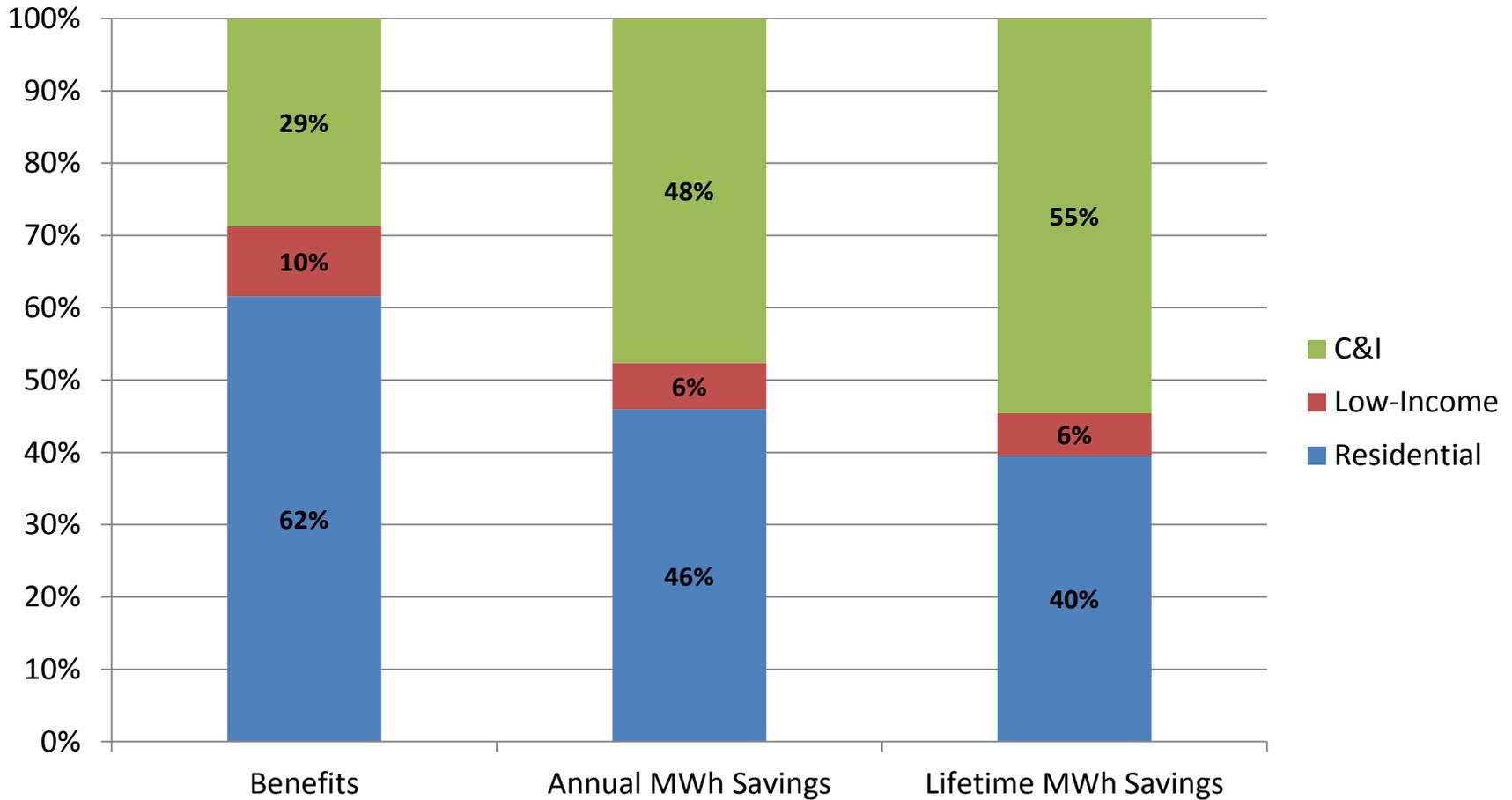
- Benefits =
  - Electric Savings
  - Avoided Costs
    - Electricity Generation and Transmission
  - Non-Electric Impacts
    - Non-Electric Benefits (NEBs)
      - Fuel Savings (Oil, Natural Gas, Propane)
    - Non-Energy Impacts (NEIs)
      - Reduced Water/Sewer Costs
      - Reduced Lighting/Equipment Maintenance
      - Increased Property Value

# 2013 RESULTS



Cape Light Compact 2013 Summary Results					
	PA Costs (aka Budget)	Benefits	Annual MWh Savings	Lifetime MWh Savings	BCR
<b>Planned</b>					
Residential	\$ 12,990,648	\$ 64,517,568	16,176	135,146	4.26
Low-Income	\$ 3,306,419	\$ 12,286,511	1,327	11,299	3.72
C&I	\$ 13,591,802	\$ 47,221,377	24,166	266,421	3.23
<b>Total</b>	<b>\$ 29,888,870</b>	<b>\$124,025,457</b>	<b>41,669</b>	<b>412,865</b>	<b>3.75</b>
<b>Actual</b>					
Residential	\$ 16,216,641	\$ 66,044,029	13,159	115,891	3.52
Low-Income	\$ 2,713,226	\$ 10,407,919	1,828	17,237	3.75
C&I	\$ 6,709,066	\$ 30,825,881	13,639	159,994	3.54
<b>Total</b>	<b>\$ 25,638,933</b>	<b>\$107,277,829</b>	<b>28,625</b>	<b>293,122</b>	<b>3.55</b>

# 2013 Sector Benefits & Savings



# 2010-2013 COMPARISON



<b>Cape Light Compact 2010-2013 Comparison</b>				
	2010	2011	2012	2013
Benefits	\$38M	\$69M	\$96M	\$107M
Annual Savings (MWh)	15K	25K	29K	29K
Lifetime Savings (MWh)	166K	262K	297K	293K

# TAKEAWAYS



- Compact's Programs are highly cost effective, returning \$3.55 for every dollar invested
- Compact's Programs are comprehensive, tailored to our customers
- Compact responded to ambitious plan goals with sustained strong performance while maintaining costs within planned levels
- Compact continuing efforts to respond to ambitious goals in 2014

# THANK YOU



- For more information, please visit <http://www.capelightcompact.org/report/annual-reports-on-energy-efficiency-activities/>
- Thank you!  
Phil Moffitt, Evaluation Manager  
[pmoffitt@capelightcompact.org](mailto:pmoffitt@capelightcompact.org)

# **Energy Education Outreach Program 2013-14 School Year**

**Deborah Fitton  
Cape Light Compact  
Education Outreach Coordinator**



*Working Together Toward A Smarter Energy Future*

# Teacher Training







# Summer Energy Camp











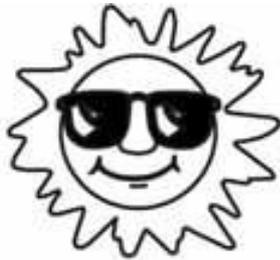
# Field Trips : MMR Wind Turbines



Cape Light  
Compact

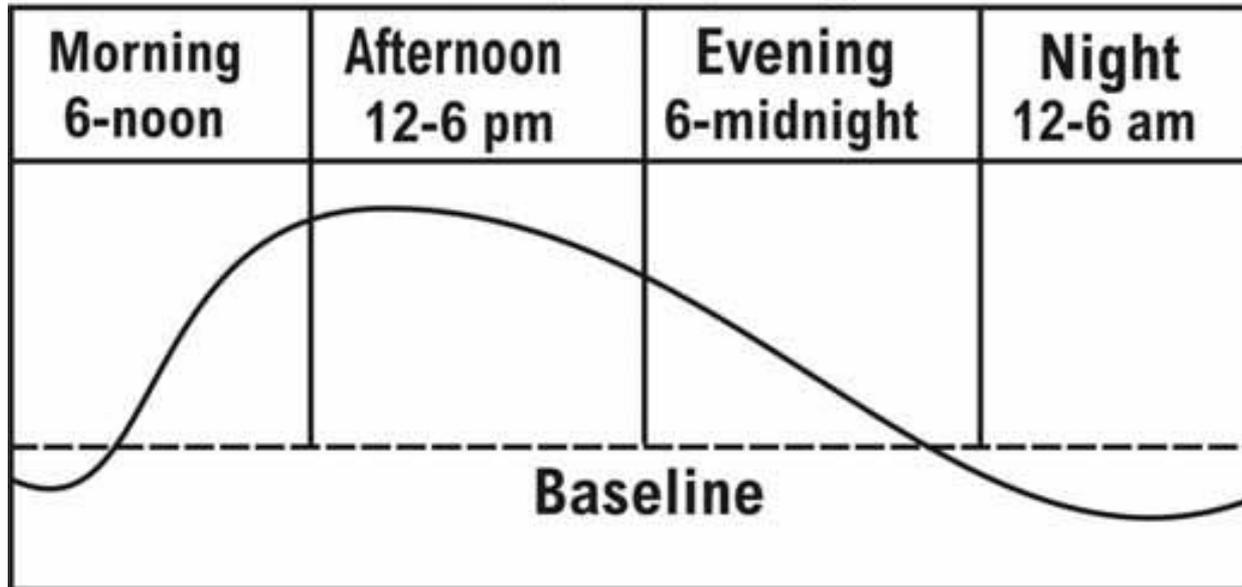


# What we teach - How we teach



## PEAK DEMAND

People use more electricity between 12 p.m. and 6 p.m., especially in the summer.





## Energy Transformations



Chemical



Motion



Radiant



Chemical



Chemical



Motion

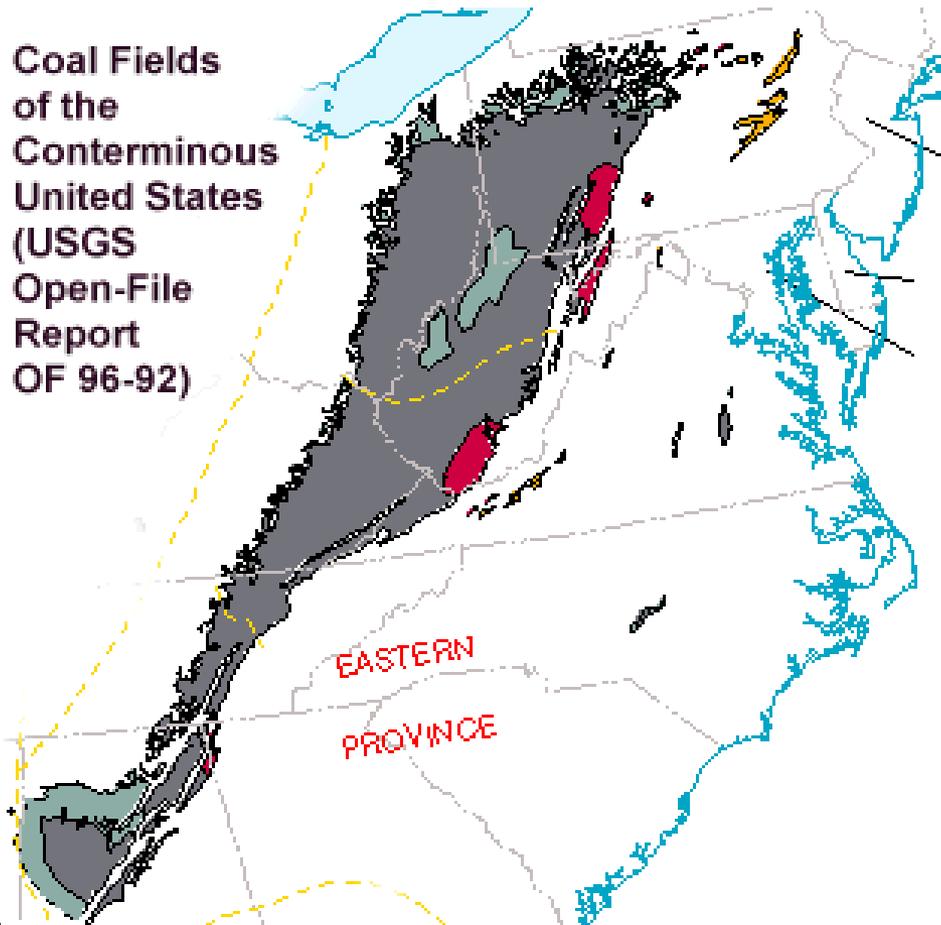


Electrical

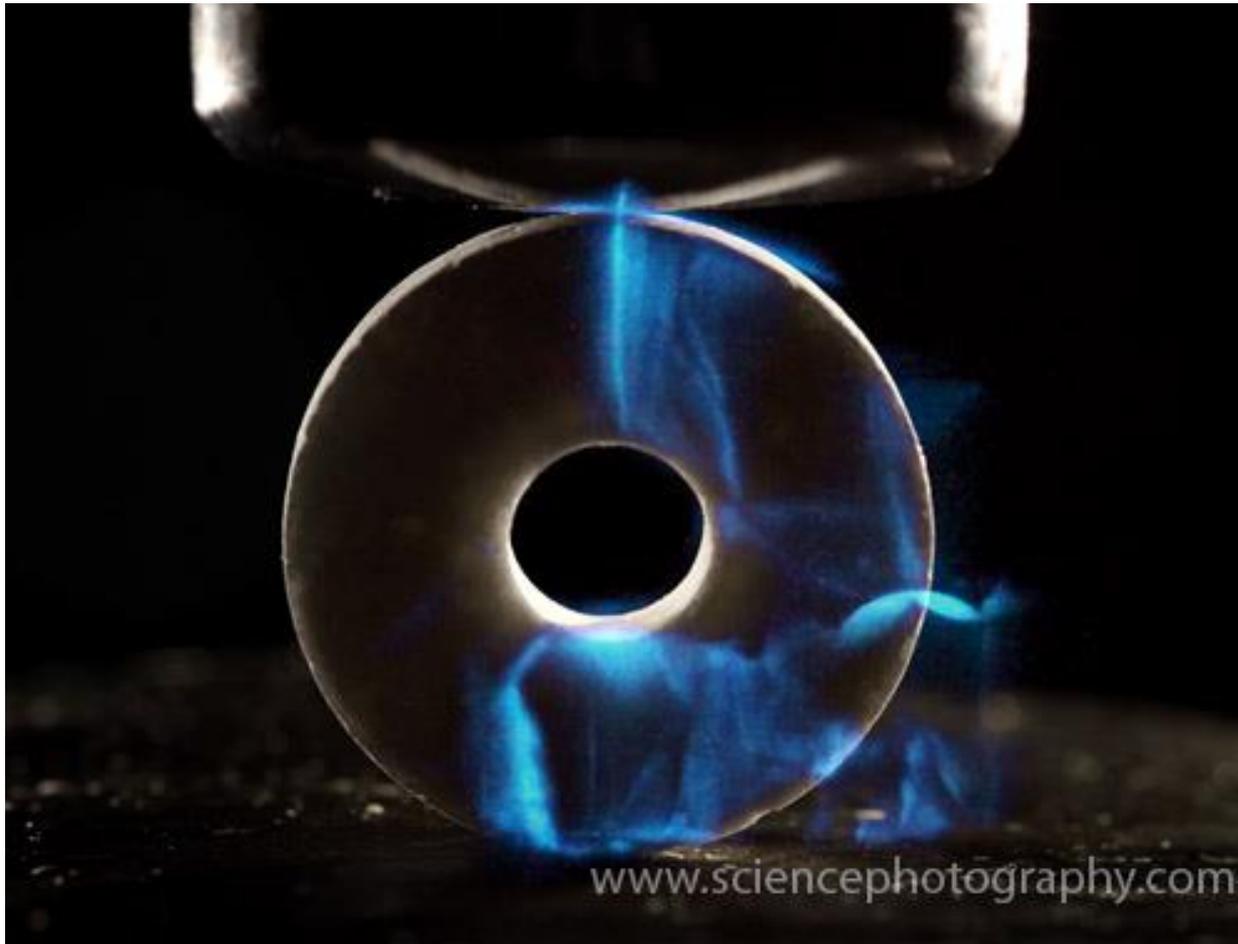


Thermal

# Geography of Natural Resources



# And Cool Science!



# Kids teaching Kids





# NEED Youth Awards Program



# State House Youth Recognition



**You are Cordially Invited to attend the 11<sup>th</sup> Annual MA NEED State Awards  
and Recognition for Energy Education Outreach**

**Hosted by Cape Light Compact, NSTAR Electric and MA Department of  
Energy Resources**

**To be held in the Hall of Flags  
Massachusetts State House, Boston Edison Company**

**June 20, 2014**

**10:00 am – 12:00 pm**

**Ceremony followed by lunch**

**To honor and recognize the following projects for their outstanding work in  
energy education outreach to their communities**

- **Douglas Elementary School, Acton** : Primary Level State and National Rookie of the Year, Thais Savage, advisor
- **Eastham Elementary School**: Elementary Level State School of the Year, Maggie Brown, advisor
- **Conant Elementary , Acton** : Elementary Level State Rookie of the Year, Melissa Hayes & Betty Ann Vitale & Michael Liuzzo, advisors
- **Harwich Middle School**: Junior Level State School of the Year and National Junior Level Finalist, Melinda Forist, Nancy Gifford, Sally Rutledge, Sally Andreola, Karen Savage, Catherine Kane, Jaclyn Bicknell, advisors
- **Forestdale School, Sandwich**: Junior Level State Finalist, Laura Gregorio-Tanguilig, advisor
- **Gates School, Acton** : Junior Level State and National Rookie of the Year, Rebecca Acheson, advisor
- **Acton/Boxborough Regional High School**: Senior Level State School of the Year, Kate Crosby, advisor
- **Bedford High School**: Senior Level State Runner-Up, Michael Griffin, advisor
- **Nick Blackmon, Sandwich High School**: Senior Level State Runner-up, Chris Dumas, advisor
- **Boston Latin**: Senior Level State Finalist, Cate Arnold, advisor
- **Martha's Vineyard Regional High School**: Senior Level State Rookie of the Year, Natalie Munn, advisor

## MA State National Energy Education Development Project Awards – 2014

Each year, the NEED Project hosts the National Youth Awards Program for Energy Education Achievement culminating with a weekend-long event for students from all over the country in Washington DC. While some of schools are able to participate, all schools in the Commonwealth who are involved in the NEED Youth Awards can participate in the State NEED Youth Awards Ceremony held at the MA State House in Boston. This year's event will take place on June 20<sup>th</sup> from 10-12 in the Hall of Flags.

Hosted by the MA Department of Energy Resources, and co-sponsored by Cape Light Compact and NStar, this year's event will honor 7 schools in the state whose efforts in educating their communities on such energy topics as energy efficiency, renewable energy, energy science and energy conservation. This year's notable schools from Cape Light Compact are:

Nick Blackmon, Sandwich High School – State Senior Level Finalist

SPIT and SPARKS, Forestdale School – State Jr. Level Finalist

Harwich Cares, Harwich Middle School – State Jr Level School of the Year

Eastham Elementary School – State Elementary School of the Year  
National Elementary Level Finalist

Martha's Vineyard Regional High School – State Sr. Level Rookie of the Year

Of the projects submitted to NEED for judging at the Department of Energy in Washington DC, our Compact schools have had a variety of challenges, events and creative ventures.

"We love having solar panels on our school, so we named our school's club after them! We are sixth and eighth graders, Solar Power Awareness Kids of Sandwich (SPARKS) and the Solar Power Intelligence Team (SPIT), and we are energized! All year long, we have spread the word about renewable energy, smart energy choices, and sustainability by creating six amazing bulletin board designs, right in our school's front lobby to inspire all of our students and visitors!" Forestdale School SPIT and SPARKS clubs.

We congratulate all our schools on their awards from the NEED Project as well as their commitment to teaching others about the importance of energy resource topics. We look forward to continuing our support for their efforts in the new school year.

# C.A.P.E. Presence Pro Energy update

Board Meeting

July 09, 2014

Briana C. Kane, Sr. Residential Program Coordinator

**Cape Light  
Compact**



*Working together toward a smarter energy future*

# C.A.P.E. Presence Pro Energy



- What is this effort about?
  - Cape Light Compact wants to help customers understand the way their home or business uses electricity
  - Participants will be able to see near real time whole-building energy consumption after they install their monitor
    - Computer and mobile (Apple and Android devices)
  - Engaging customers through messaging, comparisons, and energy challenges
  - Provides participants additional capabilities like using a spare Apple or Android device as a video monitor
  - Smart plug controls will also be available for purchase which will allow lighting, entertainment centers, etc. to become automated

# What are the minimum requirements ?



- Must be a residential or commercial customer with an active NSTAR electric account, and have more than 6 months of usage per year
- There is no cost to participate and the basic monitoring equipment is free
- Must live on Cape Cod or Martha's Vineyard
- Business must be located on Cape Cod or Martha's Vineyard
- Need to have access to your electric meter to install a monitor on it
  - An app based installer to help with the install is complete
  - BlueLine will have staff available to field install questions M-F during business hours, #800
- Need to have a Wi-Fi router (always on)
- Not currently compatible with Solar (PV or SDHW)

# Launch schedule



- **06/08, 06/09 and 06/10/2014** 3 webinars were held
  - Aquinnah, Barnstable, Bourne, Chilmark, D-Y Schools, Dennis, Harwich, Mashpee, Oak Bluffs, Provincetown, West Tisbury, Yarmouth had representation on the calls
- **06/11/2014** – applications emailed to potential Recruiting Organizations
  - 3 applications received as of 07/07/2014 – Chilmark, Dennis, D-Y Schools
- 07/09/2014 – applications due from potential Recruiting Organizations
- 07/10 - 07/11/2014 – Recruiting Organizations are notified if they qualify
- 07/18 - 08/01/2014 – BETA Testing (max. 3 / Recruiting Organization)
- 08/01/2014 – online application opens to the public



Barnstable County x bcbkane - Yahoo Mail x Cape Light Compact x C.A.P.E. Presence Pro E

← → ↻ <https://app.presencepro.com/survey/cape/> 🔍 ☆ ☰

Apps BCK Net Documents Cape Light Compact HELGESON SECURE ... Huddle Residential ... Word Press Working Advantage ... Imported From IE CIS client login » par...

### We want to help you save!

C.A.P.E. Presence Pro Energy

Answer the questions below to see if your household or business qualifies for the C.A.P.E. Presence Pro Energy Program. [More info.](#)

What's your zip code?

Do you have electricity in this zip code at least 6 months per year?

Yes

No

Can you access your electrical meter?

Yes

No

Do you have a wifi router?

Yes

No

Who referred you?

Briana Kane

Next >



Presence

localhost/presence\_web/html/products/index-ui.html

**Blue Line Meter**  
Connected

**Comparisons**  
**Energy Usage**  
See how you compare to others  
**Efficiency Challenge**  
Save money and the planet

**Messages**  
**Ways to save!**  
From Briana  
**C.A.P.E. messages**  
Get the latest info

**Presence Points**  
**Points Balance**  
520 Total Points - Novice

Presence Rules Videos Store Settings



Plug

localhost/presence\_web/html/products/meter/now.html

Back

### Blue Line Meter

CURRENT USAGE

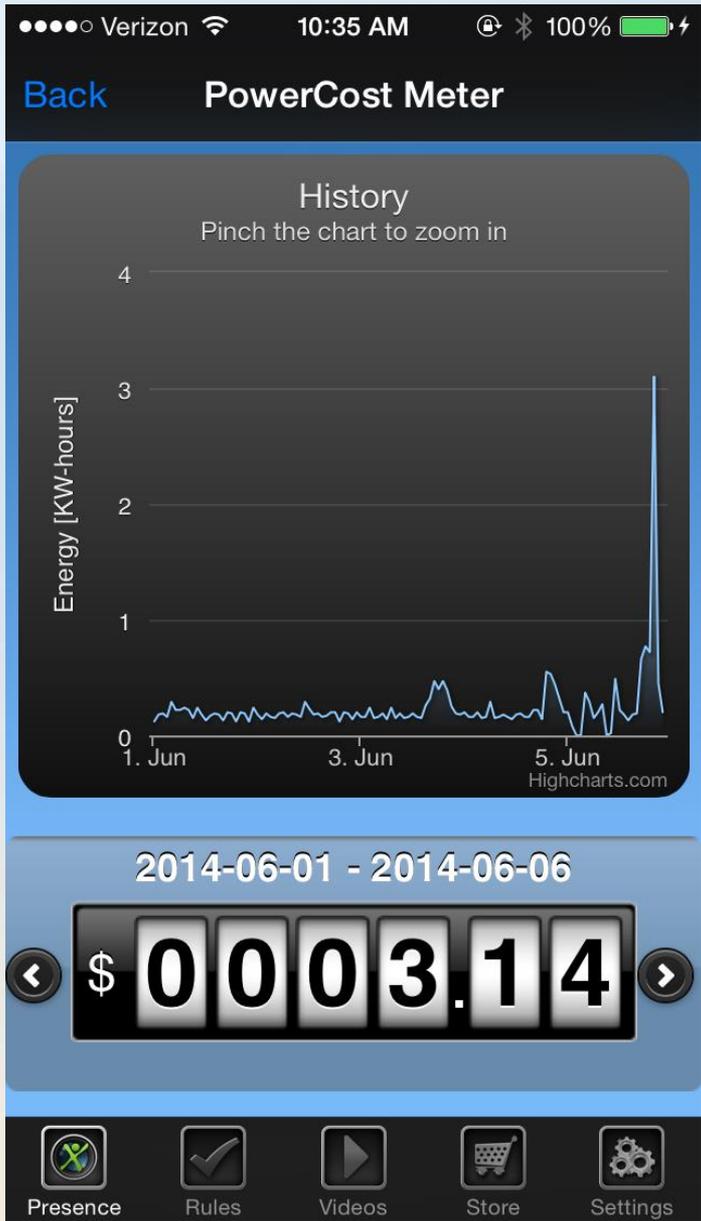
\$0.00  
\$/month

January 2014

\$ 0000.00

Devices Rules Videos Store Settings

The image shows a web browser window displaying a utility meter interface. The browser's address bar shows the URL 'localhost/presence\_web/html/products/meter/now.html'. The page title is 'Blue Line Meter'. The main content area features a large circular gauge with a color gradient from green to red. The gauge is labeled 'CURRENT USAGE' and shows a reading of '\$0.00 \$/month'. Below the gauge is a date selector for 'January 2014' and a digital display showing '\$ 0000.00'. At the bottom of the page is a navigation bar with five icons and labels: 'Devices', 'Rules', 'Videos', 'Store', and 'Settings'.



# Thank you!

[www.capelightcompact.org/smart](http://www.capelightcompact.org/smart)

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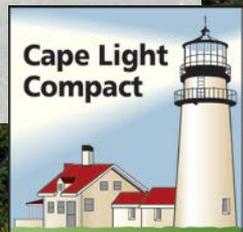
**Cape Light  
Compact**



*Working together toward a smarter energy future*

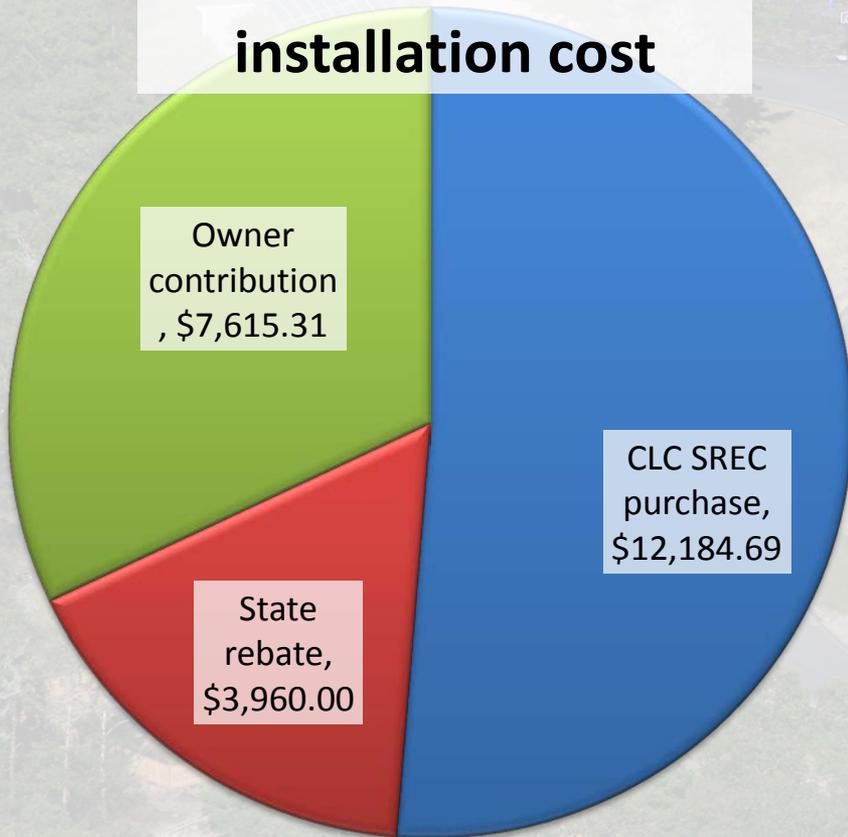
# Enabling Solar on Affordable Housing

- Quick recap
  - Habitat for Humanity approached CLC for help installing PV on their new homes
  - CLC proposed pre-purchasing SRECs – would defray installation costs, and would allow CLC to recover value of SRECs over time
  - Program could be self-sustaining, but would depend on future changes in MA solar incentive structure

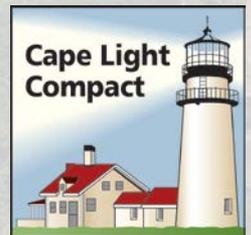


# Example of Single Home (numbers are estimates)

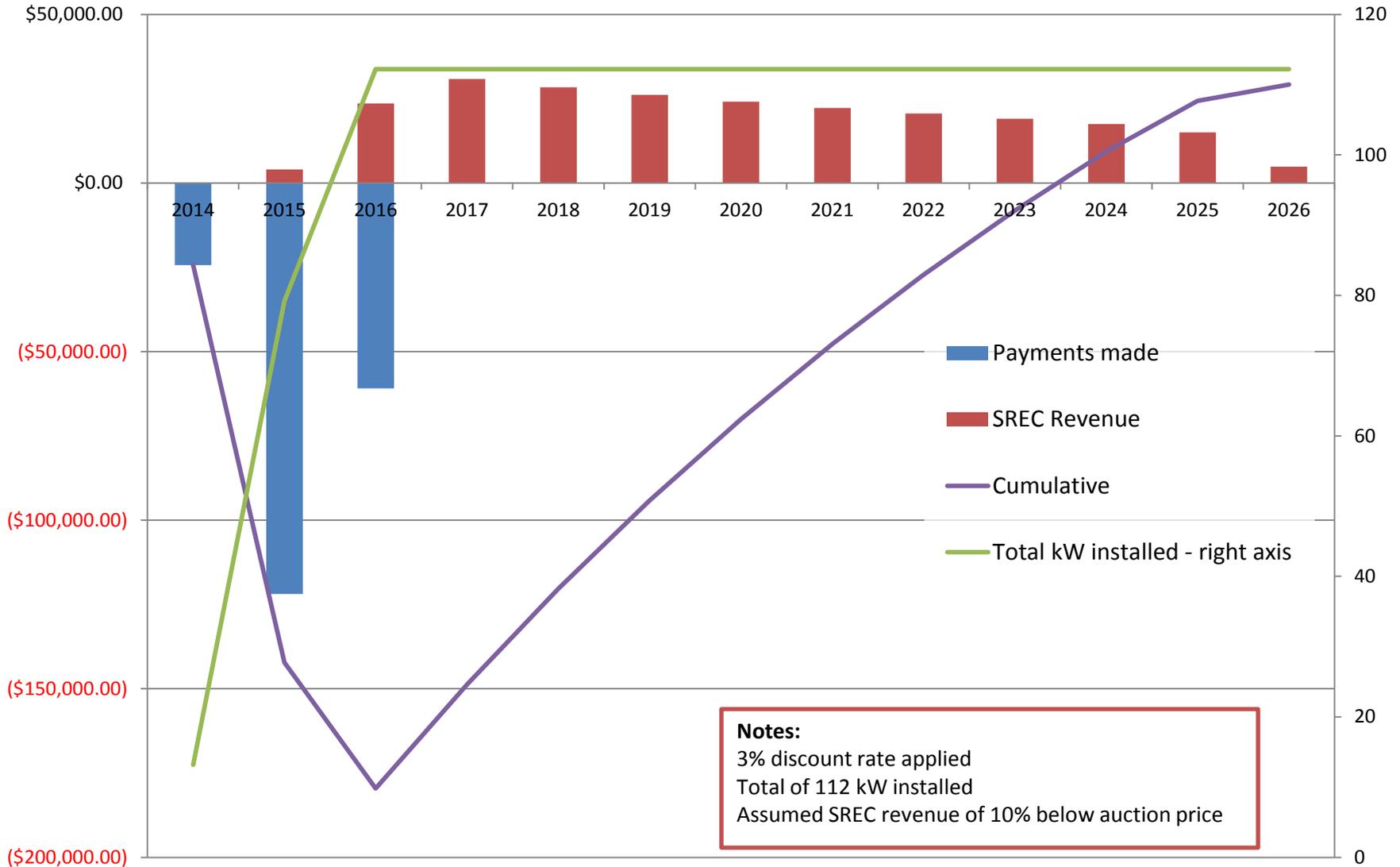
## Contributions towards installation cost



- 6.6 kW PV system
- SRECs assigned to Compact for 10 years
- Production projected to be close to load
- System cost: \$23,760
- Compact pays \$150/projected SREC
- System owner payback: year 4-5
- Year Compact made whole: year 7



# Program Cash Flows (illustrative)



# Next Steps

- Board can vote on proposed revisions to terms and conditions for CLC Green
- Staff will negotiate term sheet with Habitat for Humanity for pilot
- Board can vote to appropriate money at next meeting – unlikely contracts or sites will be ready before then

