

**Cape Light Compact JPE  
Executive Committee &  
Governing Board Meeting**

**DATE:** Wednesday, March 9, 2022  
**TIME:** 2:00 – 4:30 p.m.

**Note:** The meeting will be held through remote participation pursuant to Massachusetts Governor Charles D. Baker’s Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. All public comments should be submitted to Maggie Downey, Compact Administrator, at [mdowney@capelightcompact.org](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, March 8, 2022 and should follow the public comment protocol below. Public comments received after the March 8<sup>th</sup> deadline will be distributed prior to the Compact’s next Board meeting.

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

**Meeting ID: 850 2045 6547**

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

## AGENDA

1. Public Comment – Written Only
2. Approval of February 9, 2022, Open Session Minutes
3. Chairman’s Report, Martin Culik
  - A. Report on Update to Selectmen/Council on Previous Main Streets Initiative
4. Energy Efficiency
  - A. Presentation on the 2022 Energy Efficiency Customer Rebate Levels and Supply Chain Delays and Impact on Programs
  - B. Presentation on the Takeaways from the Residential Nonparticipant Customer Profile Study
5. Administrator’s Report, Maggie Downey
  - A. Introduce Isabelle Caplan, Communications Coordinator
  - B. Update on CLCJPE Policies and Procedures Manual
  - C. Review and Release of Executive Session Minutes
6. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)

**Open Session Vote on Entry into Executive Session:** Open Session Vote on Entry into Executive Session pursuant to M.G.L. c. 30A §21(a)(3) and (10) to review and approve executive session minutes which contain discussions regarding pending or imminent regulatory litigation related to Massachusetts Department of Public Utilities (DPU) 20-40, Cape & Vineyard Electrification Offering (CVEO), the 2022-2024 Energy Efficiency Plan, D.P.U. 21-126, the Eversource Rate Case, DPU 22-22, and trade secrets and confidential, competitively-sensitive or other proprietary power supply information related to Low Income Community Shared Solar Project.

**Participation in the Executive Session is limited to CLC Board Members, CLC Staff and Invited Guests**

**Chairman's Public Comment Protocols  
for the March 9, 2022, Compact Governing Board Meeting**

The Chair, pursuant to his authority under G.L. c. 30A, § 20, and consistent with Chapter 20 of the Acts of 2021, § 20, announces the following protocols to assist the public in effective participation in the March 9, 2022 Compact Board meeting, where all Board Members, staff and members of the Public shall be participating remotely:

1. All public comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at [mdowney@capelightcompact.org](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, March 8, 2022. 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 March 8<sup>th</sup> deadline will be distributed prior to the Compact's next Board meeting.
2. Public comment must be respectful, courteous, and presented in a dignified manner. All remarks must also be free of personal attacks.
3. All public comments consistent with these protocols shall be included in the Compact's Board meeting packet.
4. Board members and staff 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.
5. Copies of the Board meeting packet shall be made available to members of the public on Wednesday, March 9, 2022, at the Cape Light Compact JPE's web site at [www.capelightcompact.org](http://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, February 9, 2022**

Pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020, the Cape Light Compact JPE Board of Directors met on Wednesday, February 9, 2022, at 2 p.m. The meeting was held through a Zoom videoconference for members of the Board with audio call-in available for members of the public.

**Participating Remotely Were:**

1. David Anthony, Secretary/Executive Committee, Barnstable
2. Peter Doyle, Barnstable Alternate
3. Robert Schofield, Executive Committee, Bourne
4. Francis Erdman, Bourne Alternate
5. Colin Odell, Executive Committee, Brewster
6. Peter Cocolis, Chatham
7. Timothy Carroll, Executive Committee, Chilmark
8. Brad Crowell, Dennis
9. Fred Fenlon, Eastham
10. Alan Strahler, Edgartown
11. Matthew Patrick, Falmouth
12. Valerie Bell, Harwich
13. Wayne Taylor, Mashpee
14. Dion Alley, Executive Committee, Oak Bluffs
15. Martin Culik, Chair/Executive Committee, Orleans
16. Nathaniel Mayo, Provincetown
17. Leanne Drake, Sandwich
18. Bob Higgins-Steele, Truro Alternate
19. Richard Elkin, Executive Committee, Wellfleet
20. Erik Peckar, West Tisbury
21. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

**Absent Were:**

1. Forest Filler, Aquinnah
2. Kirk Metell, Tisbury
3. Jarrod Cabral, Truro

**Legal Counsel Participating Remotely:**

Jeffrey Bernstein, Esq., BCK Law, P.C.  
Audrey Eidelman Kiernan, Esq., BCK Law, P.C.  
Erin O'Toole, Esq., BCK Law, P.C.  
Rebecca Zachas, Esq., BCK Law, P.C.

**Staff Participating Remotely:**

Briana Kane, Residential Manager  
Dan Schell, Senior Analyst

Maggie Downey, Administrator  
Margaret Song, Commercial & Industrial Program Manager  
Melissa Allard, Senior Administrative Coordinator  
Phil Moffitt, Planning & Evaluation Manager

**Public Participants:**

None.

Martin Culik called the meeting to order at 2:00 PM.

**PUBLIC COMMENT:**

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

**APPROVAL OF MINUTES:**

The Board considered the January 9, 2022, Open Session Meeting Minutes.

*Robert Schofield moved the Board to accept the minutes as amended and to release them as amended, seconded by Joyce Flynn.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Did not vote due to technical issues
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Erik	Peckar	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

**Matt Patrick and Dion Alley joined meeting at 2:05 PM.**

**CHAIRMAN'S REPORT:**

**1. Overview of January 27, 2022, Executive Committee Meeting**

Martin Culik gave an overview of the Executive Committee meeting on January 27<sup>th</sup>. He stated that Jeff Bernstein will be stepping away from the Compact starting in March. Over the past few years, the Compact’s staff has worked primarily with Audrey Eidelman Kiernan, Erin O’Toole, and Rebecca Zachas. He stated that Audrey and Erin have reorganized the remaining BCK law team and created KO Law, P.C. and they are available and willing to continue representing the Compact. Staff’s recommendation was to engage the KO Law as the Compact’s General Counsel. He stated that the appointment of KO Law requires a Board vote. He stated during the Executive Committee meeting it was discussed and the sense of the meeting was to retain KO Law as the Compact’s General Counsel.

**2. Discussion and Potential Vote to appoint KO Law, P.C. as Compact General Counsel effective as of March 18, 2022**

Joyce Flynn stated that she can’t imagine where the Compact would find people that have the municipal law experience, knowledge of state regulations, and the energy expertise of the KO legal team and recommends moving forward wit KO Law, P.C.

Brad Crowell asked if the option to hire inhouse counsel was considered. Maggie Downey stated that many of the Program Administrators (PAs) have inhouse counsel and sometimes more than one, but they also all utilize outside counsel. She stated that given the amount of work there is, the Compact would still be required to seek outside counsel. She stated that she briefly looked at some of the budget numbers and didn’t see any savings by hiring inhouse counsel.

*Joyce Flynn moved the CLC JPE Board of Directors vote to approve KO law, P.C. as General Counsel for the Cape Light Compact JPE effective March 18, 2022 (close of business).*

*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 Bob Schofield.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Did not vote due to technical issues
Alan	Strahler	Edgartown	Yes
Matt	Patrick	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Dion	Alley	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes

Erik	Peckar	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (18-0-0)*

**ENERGY EFFICIENCY: PRESENTATION ON THE 2022-2024 ENERGY EFFICIENCY PLAN (DPU 21-126) ORDER**

Maggie Downey reviewed the Summary of the D.P.U. 27-726 Order on the 2022-2024 Energy Efficiency Plan PowerPoint.

Maggie Downey stated that all electric and gas PAs filed a statewide 2022-2024 Energy Efficiency Plan (Plan) on November 1, 2021. The Department of Public Utilities (DPU) then had 120 days to review and issue an Order. She stated that the DPU finding regarding the PA goals are that individual gas and electric savings goals are consistent with achievement of all available cost-effective energy efficiency, subject to required modifications for heating systems and lighting. She stated that the DPU did acknowledge that the electric PAs fell short of greenhouse gas (GHG) emissions reductions goals set by the Secretary of EEA. She stated that all the PAs were also given a directive that the Annual and Term Reports must describe how Plan implementation aligns with Secretary's overall and sector specific GHG emissions reduction goals. She stated that the PA's did not receive the Secretary's GHG reduction goals until after the draft Plan was submitted to the EEAC on April 30, 2021. The Secretary's GHG goals are required to be set in advance of the April 30 plan filing for the next three-year plan.

Maggie Downey reviewed the DPU directives on serving hard-to-reach customers. She stated that traditionally for the Compact the hard-to-reach customers have been the second homeowners and limited English proficiency customers. She stated that PAs must finalize plan details earlier and eligibility criteria, deadlines and other participation requirements must be communicated to potential participants in advance of plan filing. The PAs must set very specific eligibility criteria for serving and gave three separate criteria that must be complied with. She stated that the PAs must use EEA Environmental Justice Policy definition of environmental justice populations and submit compliance filing on April 1, 2022, to identify their targeted hard-to-reach communities that meet the new DPU criteria. She stated that PAs must also track participation in all service territories by municipality and conduct an updated residential non-participant customer profile study, and file testimony in the next plan to describe how they sought to increase participation and whether actual increases occurred. Lastly, PAs must file a final renter strategic plan by September 30, 2022. She stated that for the Cape Light Compact it changes the number of towns that were covered. Initially there was one environmental justice town on the list, but now there are approximately 12 towns. Overall, the DPU added 60 environmental justice communities.

Maggie Downey reviewed the DPU directives on strategic electrification. The big takeaway is that PAs must ensure weatherization is completed prior to electrification to the extent possible to minimize bill impacts, particularly for low-and moderate-income customers. PAs must encourage all residential market rate customers to weatherize their homes prior to installing heat pumps through robust education and by offering an incentive structure like that of moderate-income customers. She stated that by May 2, 2022, PAs must file detailed protocols and programmatic changes to address these directives and provide evidence and description of an online operational heating comparison calculator, which will help customers determine their heating bills based on how they heat their homes. PAs must disclose potential fuel savings and bill impacts to customers seeking to adopt electrification measures and file data tables that provide information on electrification offerings by sector on April 1, 2022, and in all future Annual and Term Reports. They can offer no-cost-effective strategic electrification measures that reduce customer energy use, lower GHG emissions, lower customer energy costs,

and within? cost-effective strategic electrification offerings. Also, PAs may not recover costs in excess of approved program budgets for strategic electrification unless DPU approves the increase and PAs can show that the budget increase will result in an increase in kWh or therm savings.

Maggie Downey reviewed the directives on active demand reduction (ADR). She stated PAs must study the five-year incentive rate lock for battery storage to assess its efficacy and whether this incentive continues to be warranted. If there is increased deployment of the technology on the grid, the PAs determine whether to employ opt-in customer enrollment for all residential and income-eligible ADR programs. National Grid and the Compact must file any proposed Electric Vehicle (EV) load management offering for DPU approval prior to implementation. The Compact may not administer any ADR offerings until it demonstrates that it has entered an MOA with Eversource for the Plan term. She stated that the DPU found that National Grid improperly implemented a solar PV inverter control offering and should have sought DPU approval; National Grid was deemed to have failed to demonstrate how this was an ADR or energy efficiency measure.

Richard Elkin asked if EVs were being added to the demand response program. Maggie Downey stated that there would be incentives for not charging the EVs during peak times. Dan Schell stated that the current program structure the Compact is looking at is for both EVs and possibly EVSTs depending on the manufacturers that are available but that is still being worked on.

Maggie Downey reviewed the directives on lighting and cost-effective heating equipment. She stated that PAs must continue to pursue lighting measures that have historically been offered and remaining energy savings opportunities that can be cost-effectively achieved at the program level and must conduct a study to assess remaining lighting savings opportunities and strategies for renters and moderate income, minority, and limited English-proficiency customers. The study must be filed by September 30, 2022. She stated that PAs must continue to offer direct install lighting measures through home energy audits within their Existing Buildings program. She stated therefore, the Compact needs to add back in lighting to its budget and Plan. Also, PAs must continue to offer incentives for cost-effective heating systems to participants so long as savings opportunities remain and use their knowledge, experience, and evaluation study results to identify an appropriate incentive level for these heating systems. She stated that this overrides the Board's previous vote to not offer oil and propane incentives for market rate customers.

Maggie Downey reviewed the directives on calculating the social value of GHG emissions reductions. She stated that the PAs had proposed using \$393 per short ton, but the DPU ruled there was not enough evidence required and instead set the value at \$128 per short ton and required the use of a 2% discount rate, not 1%. She stated that now the Compact must revise all its tables and savings benefits in the compliance filing. She stated that it may impact micro and small businesses. Margaret Song stated that as a reminder a lot of these projects are custom. As projects come in, the Compact will be looking at savings.

Maggie Downey reviewed the directives on bill impacts. She stated that PAs may not exceed its planned program level budget for 2022-2024 without approval by the DPU. She stated that this is not by sector level but by program. This could impact the Compact's ability to reach its savings goals. To qualify for a program level budget modification, the PA must demonstrate that an increase in budget results in an increase in kWh or therm savings and submit the proposed budget change to DPU and the Council simultaneously.

Maggie Downey reviewed the directives on revenue decoupling. She stated the bottom line is that the DPU is requiring that in each rate case for the electric PAs that the electric PA include a proposal about eliminating decoupling. She stated that it is not saying that decoupling was prohibited for the electric PAs, but that they submit a proposal stating what the impacts would be if decoupling was eliminated.

Maggie Downey reviewed the miscellaneous DPU directives. She stated Combined Heat and Power (CHP) projects that use renewable natural gas and meet specific requirements will satisfy the definition of an energy efficiency measure. PAs must implement GHG emissions reductions analyses in future potential studies and consider service-territory specific top-down GHG emissions reduction potential in setting goals for the next plan. PAs must file a formal energy scorecard proposal with the DPU that would use ratepayer funds to implement them. In the compliance filing the PAs must remove all costs associated with scorecards from the RCS budgets. They must also amend their RCS operating budgets and present a filing that includes pre-filed testimony and exhibits describing the proposal and an itemized budget with information specific to scorecards. As for codes and standards, PAs must complete an attribution study and submit it with their 2022 Annual Reports to support the attribution rate they propose to use for savings associated with their appliance standards lobbying activities.

Maggie Downey reviewed the directives regarding future plan review and approval process. She stated future plans must include descriptions of each program in a clearer manner and that the process with the EEAC has a cutoff. Once this response is submitted to the Energy Efficiency Advisory Council (EEAC), no additional substantive changes to the plan are allowed. PAs may not participate in EEAC meetings from the date the plan is filed with DPU through the filing of briefs in the plan dockets. They must also include all program offerings, using full name marketed to customers, in their plans and share their proposed plan enhancements in advance of plan filing.

Maggie Downey reviewed the directives regarding Minimizing Administrative Costs. She stated that going forward all PAs must include specific proposed Key Performance Indicators (KPIs) in the plans. In the April 1, 2022 Compliance Filing, the PAs must provide a complete list of KPIs in their Plan. The DPU did not have sufficient time to consider the Data Request Process Proposal agreed to between the PAs and the Council in January 2022. Also, PAs may not recover any administrative costs related to EEAC data until DPU approves the Data Request Process Proposal. She stated historically the Compact has received a data request from an EEAC member that takes a significant amount of time for staff to pull together.

Maggie Downey reviewed the DPU findings and directives on Compact specific elements of the Plan. She stated that the DPU denied CVEO for the same reasons they listed in the DPU 20-40A order. They did add more clarity on why it believes solar PV is not an energy efficiency or demand reduction resource within the scope of the Green Communities Act (GCA). The DPU claims that CVEO is inconsistent with GCA because it would serve a limited number of customers. She stated that the DPU did approve the Compact's Residential and C&I enhancements. However, DPU did not determine whether they were reasonable because there is no evaluation study on record. It said that in future plans the Compact must include a list of each measure in the BCR that is receiving an incentive higher than the Statewide Plan. Also, the Compact must complete another evaluation through statewide protocols of the enhancements approved for the Plan and submit it with the next plan.

Maggie Downey reviewed the DPU findings and directives on the Compact's proposed allocation of shared costs. She stated that overall, the DPU agreed with the Compact's position, which is shared costs should be set on staff time and our allocation between two budgets which we track on staff timesheets. In its next plan filing the Compact must present a detailed study of cost drivers for each category of shared costs and will be asking the auditor to assist with this task.

Maggie Downey reviewed the DPU findings on equity and participation rates for the Compact. She stated that specifically the DPU claims the 2013-2017 Residential Non-Participant Customer Profile Study (Study) data

shows too many municipalities in the Compact service territory have low participation rates. She stated that the data that they have is accurate; however, the DPU only looked at one of the four metrics used to determine participation in the Study. The metric that the DPU utilized is for large multi-family buildings. The Compact's service territory does not have many large multifamily buildings and when you compare the Compact to the statewide participation average utilizing this metric, the Compact will always be lower than the statewide average due to its lack of large multifamily buildings. She stated that you must look at all four metrics in the Study to more accurately analyze participation rates.

The DPU stated that the Compact is not meeting statutory requirement for spending 10% of its budget on low-income customers and that since the Compact does not have performance incentives, if the Compact does not improve, it will consider decertifying the Compact's Energy Efficiency Plan. She stated that this is a systemic problem because the legislation requires the electric PAs to spend 10% of their total budget on low-income customers, and the Compact has a small number of low-income customers, and many have already been comprehensively served through the energy efficiency program. Staff is going through the data to determine how many low-income customers have been comprehensively served and what remains to be done through the energy efficiency program. Staff intends to address this issue and participation rates in the August Term Report.

Bob Higgins-Steele asked if Truro was one of the underperforming towns in the study. Maggie Downey stated that 13 of the 21 towns are below the 35% participation rate and that she does not have that list on hand. She stated that is only one metric and we need to look at all the metrics. Phil Moffitt stated that the data the DPU is focused on is called the consumption weight of participation rate. It includes participant consumption in the numerator and total consumption in the denominator. It is then comparing the Compact's rates to the statewide average rates. He stated there are several problems with that. It negatively impacts PAs with smaller building and positively impacts those with bigger buildings. He stated that when a high-rise building participates and only one unit participates, all of the consumption goes to both the numerator and the denominator. He stated there is also the unweighted participation metric, which looks at the rate at which buildings participate, and the Compact does well in this metric. Phil Moffitt stated that there is still more data to be collected but, on the surface, the underperforming towns are Chilmark, Edgartown, Aquinnah, Oak Bluffs, and Provincetown.

Erik Peckar asked what 12 towns were added to the environmental justice communities. Maggie Downey stated that she is not at her desk but will send them out by Friday. Erik Peckar asked whether the EV demand response program will include plugin hybrid vehicles. Dan Schell stated that the primary focus would be on through the charger, but for customers that do not have an eligible charger the Compact will be looking at some of the manufacturers. He does not have the current list, but if the customer has a level two charger, they would be able to participate with that. Erik Peckar asked about the social value of GHG emission reductions and why there was such a discrepancy about the \$393 and \$128. Maggie Downey stated that the PAs are required to do an avoided energy supply cost study that is done by multiple states and reach an agreement on these numbers. She stated that when the study was completed, the PAs, based on what was happening at the federal and state level, believed that these numbers were no longer accurate and conducted a supplemental study that was denied by the DPU. Erik Peckar asked if there is a way to raise awareness of low-income eligibility. Briana Kane stated the Compact speaks to the ability to serve income eligible customers at every presentation it does. She stated this past year the bulk of the Compact's marketing has been promoting landlord and renter participation and income eligible participation. The Compact does present at places such as libraries and senior centers. COVID did change that a bit, but the Compact was able to do a few virtual presentations. She stated that the Compact worked with towns to get the word out as well. She stated that customers approved for the fuel assistance program and/or electric discount rate are encouraged to assess their weatherization potential. She stated our

vendors also work from the fuel assistance list to reach out to those customers and let them know about the programs. Maggie Downey stated that staff welcomes suggestions from the Board on how to better reach out to these customers.

**OPEN SESSION VOTE ON ENTRY INTO EXECUTIVE SESSION PURSUANT TO M.G.L. c. 30A §§21(A)(3) AND (10) TO DISCUSS MATTERS BELOW, TO NOT RETURN TO OPEN SESSION:**

*Martin Culik at 3:28 PM moved to enter into Executive Session pursuant to M.G.L. c. 30A §21(a)(3) to review and approve executive session minutes which contain discussions regarding pending or imminent regulatory litigation related to Massachusetts Department of Public Utilities (DPU) 20-40, Cape & Vineyard Electrification Offering (CVEO) and the 2022-2024 Energy Efficiency Plan; and (2) pursuant to M.G.L. c. 30A §21(a)(3) and (10) to discuss and potential vote on pending or imminent regulatory litigation and trade secrets and confidential, competitively-sensitive or other proprietary power supply information related to Massachusetts Department of Public Utilities 20-40, Cape & Vineyard Electrification Offering (CVEO) and the 2022-2024 Energy Efficiency Plan, DPU 21-126, and the Eversource Rate Case, DPU 22-22, not to return to open session thereafter. Seconded by Joyce Flynn.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Did not vote due to technical issues
Alan	Strahler	Edgartown	Yes
Matt	Patrick	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Dion	Alley	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Erik	Peckar	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (18-0-0)*

Respectfully submitted,

Melissa Allard

**LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice/Agenda
- January 12, 2021, Draft Meeting Minutes

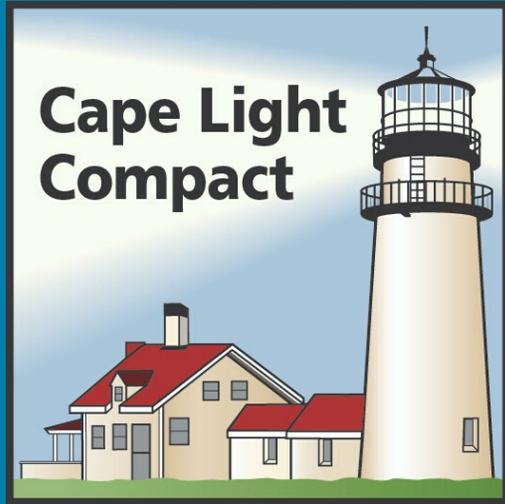
Draft Minutes subject to correction, additions and Committee/Board Approval

- Agenda Action Request: Appointment of General Counsel
- Summary of the D.P.U. 27-726 Order on the 2022-2024 Energy Efficiency Plan PowerPoint

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

## 2022 Operating Budget Expense Report 3/5/22

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	\$ 113,000.00	\$ 3,132.21	\$ 109,867.79	2.80
01001	5119	OP-SALARY RESERVE	\$ 5,000.00	\$ -	\$ 5,000.00	0.00
01001	5171	OP-RETIREMENT	\$ 45,500.00	\$ -	\$ 45,500.00	0.00
01001	5173	OP-GROUP INSURANCE	\$ 25,000.00	\$ -	\$ 25,000.00	0.00
01001	5174	OP-MEDICARE/OTHER TAXES	\$ 2,000.00	\$ 42.42	\$ 1,957.58	2.10
01001	5175	STATE UNEMPLOYMENT INSURANCE	\$ 621.00	\$ 13.78	\$ 607.22	2.20
01001	5179	OP-MISC FRINGES	\$ 567.00	\$ -	\$ 567.00	0.00
01001	5180	OP-RETIREMENT LIABILITY	\$ 41,487.00	\$ -	\$ 41,487.00	0.00
01001	5181	OP-OPEB LIABILITY	\$ 28,133.00	\$ -	\$ 28,133.00	0.00
01001	5210	OP-UTILITIES	\$ 500.00	\$ 9.48	\$ 490.52	1.90
01001	5270	OP-MISC RENTALS	\$ 1,200.00	\$ 2,527.43	\$ (1,327.43)	210.60
01001	5272	OP-RENT	\$ 25,875.00	\$ 4,312.50	\$ 21,562.50	16.70
01001	5290	OP-CUSTODIAL SERVICES	\$ 3,900.00	\$ 725.00	\$ 3,175.00	18.60
01001	5301	OP-ADVERTISING	\$ 40,000.00	\$ 8,288.75	\$ 31,711.25	20.70
01001	5302	OP-PUBLIC MARKETING SUPPORT	\$ 57,343.00	\$ -	\$ 57,343.00	0.00
01001	5309	OP-IT SERVICES	\$ 1,200.00	\$ 27.30	\$ 1,172.70	2.30
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	\$ 5,000.00	\$ 1,033.06	\$ 3,966.94	20.70
01001	5314	OP-PAYROLL SERVICES	\$ 640.00	\$ 2.98	\$ 637.02	0.50
01001	5315	OP-LEGAL SERVICES	\$ 245,100.00	\$ 13,964.50	\$ 231,135.50	5.70
01001	5316	OP-AUDIT FEES	\$ 5,000.00	\$ 390.00	\$ 4,610.00	7.80
01001	5318	OP-TREASURY SERVICES	\$ 2,620.00	\$ 360.35	\$ 2,259.65	13.80
01001	5319	OP-CONTRACTUAL	\$ 25,000.00	\$ 721.14	\$ 24,278.86	2.90
01001	5320	OP-OUTREACH/MARKETING CONTRACT	\$ 75,000.00	\$ 3,000.00	\$ 72,000.00	4.00
01001	5341	OP-POSTAGE	\$ 10,000.00	\$ 742.13	\$ 9,257.87	7.40
01001	5343	OP-TELEPHONES	\$ 1,200.00	\$ 75.25	\$ 1,124.75	6.30
01001	5344	OP-INTERNET	\$ 4,000.00	\$ 78.35	\$ 3,921.65	2.00
01001	5345	OP-PRINTING	\$ 5,000.00	\$ 1,381.60	\$ 3,618.40	27.60
01001	5400	OP-SUPPLIES	\$ 1,500.00	\$ 54.00	\$ 1,446.00	3.60
01001	5490	OP-FOOD SUPPLIES	\$ 1,500.00	\$ 626.34	\$ 873.66	41.80
01001	5710	OP-TRAVEL IN STATE	\$ 10,000.00	\$ -	\$ 10,000.00	0.00
01001	5720	OP-TRAVEL OUT STATE	\$ 5,000.00	\$ 742.46	\$ 4,257.54	14.80
01001	5730	OP-SPONSORSHIPS	\$ 51,000.00	\$ 10,200.00	\$ 40,800.00	20.00
01001	5731	OP-SUBSCRIPTIONS	\$ 25,000.00	\$ 19,120.00	\$ 5,880.00	76.50
01001	5732	OP-SOFTWARE LICENSES	\$ 1,916.00	\$ 182.13	\$ 1,733.87	9.50
01001	5741	OP-INSURANCE	\$ 16,000.00	\$ -	\$ 16,000.00	0.00
01001	5789	OP-UNPAID BILLS	\$ 500.00	\$ -	\$ 500.00	0.00
01001	5850	OP-MISC EQUIPMENT	\$ 500.00	\$ -	\$ 500.00	0.00
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	\$ 5,000.00	\$ -	\$ 5,000.00	0.00
01001	5855	OP-COMPUTER EQUIPMENT	\$ 1,500.00	\$ -	\$ 1,500.00	0.00
01001	5900	CONTINGENCY	\$ 65,000.00	\$ -	\$ 65,000.00	0.00
		<b>Expense Total</b>	<b>\$ 954,302.00</b>	<b>\$ 71,753.16</b>	<b>\$ 882,548.84</b>	<b>7.50</b>
		<b>January Mil Adder Revenue</b>	<b>\$ 78,051.89</b>			



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# 2022 Program Updates



# Res Retail DPU Order Changes

## Fossil Fuel Systems

- CLC/all PAs must continue to offer cost-effective measures
- Including condensing to condensing system upgrades
- Approved removal of oil boilers statewide (no longer cost effective)

## Heat Pumps

- Requires a tiered approach with higher incentives for pairing of weatherization and Heat Pumps
- Motion for clarification stated that Natural Gas to Heat Pump conversions are allowable (offered by Nat. Grid)



# Resi. Heat Pump Offers



- Offer is now open to natural gas\*, oil, propane, or electric resistance customers\*\*

Equipment Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Partial Home Air Source Heat Pumps***	Refer to the Heat Pump Qualified Products List at <a href="https://masssave.com/HPQPL">MassSave.com/HPQPL</a>	Heat Pumps must be used to supplement the pre-existing heating system during heating season. If pre-existing system is oil, propane or natural gas, integrated controls must be installed. (Refer to <a href="https://masssave.com/ICQPL">MassSave.com/ICQPL</a> )	\$1,250 per ton
Whole Home Air Source Heat Pumps		Heat Pumps must be used as the sole source of heating during heating season. Whole-home verification form must be completed and signed. Weatherization recommendations made during a Home Energy Assessment must be complete prior to installation.	\$10,000 per home
Air to Water Heat Pump	\$10,000 per home		
Ground Source Heat Pumps	Refer to the ENERGY STAR Certified list		\$15,000 per home

\*Offered by National Grid

\*\*1-4 units (existing homes only; new construction not eligible)

\*\*\*Average system size in 2020-2021 was 3 tons = \$3750 rebate



# Resi. Heat Pump Cont.



## Integrated Control Add-on

- Customers can retroactively add integrated controls to an existing heat pump and fossil fuel heating system and receive a \$500 per zone rebate, up to \$1500

## Removed Incentives

- The \$250 per ton amount which did not require fuel displacement is gone
- The \$50 per ton central AC rebate is gone. These are a missed HP opportunity.

## Weatherization

- Customers seeking a “whole home rebate” must weatherize prior to install
- Customers doing integrated controls can receive a \$500 bonus when completing weatherization prior to the HP install



# Resi. Heat Pump Cont.

## **Heat Pump Installer Network**

- This has replaced the measureQuick list
- Contractors receive leads through their listing on the Mass Save website, marketing materials and brochures, no-cost virtual trainings and exclusive access to some offers like measureQuick incentives and HP financing through the Heat Loan
- <https://www.masssave.com/en/learn/find-a-heat-pump-installer>

## **Educational Materials**

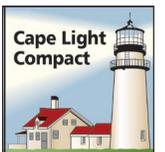
- Heating Comparison Calculator:  
<https://www.masssave.com/en/saving/heating-comparison-calculator>
- Heat Pump Brochure (should be ready any day)
- User tips for post-install
  - [User Tips: Ducted Heat Pumps](#)
  - [User Tips: Ductless Heat Pumps](#)



# Resi. Heat Pump Water Heaters



- Rebate moved from a downstream customer rebate to a midstream distributor rebate. Rebate should be passed through to the customer
- $\geq 3.2$  UEF
- Eligible when replacing oil, propane, natural gas, or electric
- **\$750**



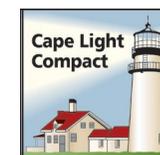
# Resi. Propane/Oil Space Heating

Fuel Type	Equipment Type	Efficiency Requirement	Additional Requirement	Standard Rebate Amount	Enhanced Rebate Amount
Oil	Hot air furnace	≥86% AFUE	Customers replacing existing Condensing Oil Furnaces are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	-	\$650 per unit
Propane	Hot air furnace with ECM	≥95% AFUE	Customers replacing existing Condensing Propane Furnaces or Boilers are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	\$200 per unit	\$750 per unit
	Hot Water Boiler	≥95% AFUE		\$200 per unit	\$2,300 per unit
	Combined condensing boiler with on-demand water heater	≥95% AFUE		-	\$1600 per unit
	Combined condensing furnace with on-demand water heater	≥95% AFUE		-	\$950 per unit

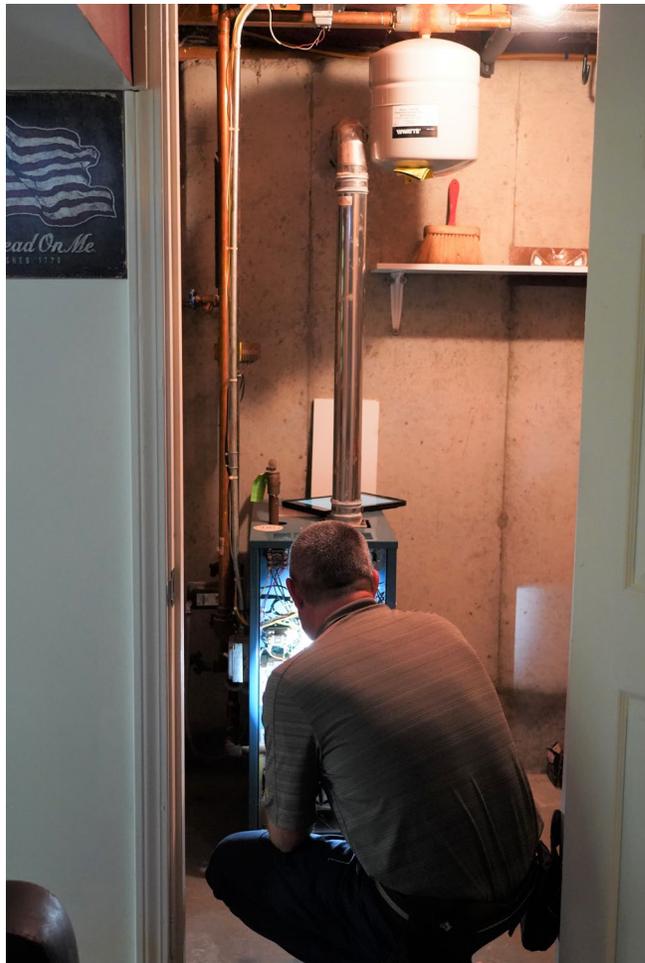
\*Enhanced rebate offer requires pre-verification of the existing equipment and is only available for customers with existing non-condensing equipment.

\*Oil boilers are no longer a cost-effective measure

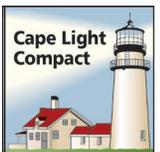
\*These are not live yet due to a number of delays. Should be ready to roll in April.



# Resi. Propane/Oil Water Heating



Fuel Type	Equipment Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Propane	Indirect water heater	-	Connected to water boiler	\$400 per unit
	On-demand tankless water heater	UEF $\geq$ .87	-	\$700 per unit
Oil	Indirect water heater	-	Connected to water boiler	\$400 per unit



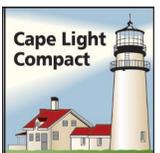
# Natural Gas Space Heating

\*Offered by National Grid



Equipment Type	Efficiency Requirement	Additional Requirement	Standard Rebate Amount	Enhanced Rebate Amount
Hot air furnace with ECM**	≥95% AFUE*	Customers replacing existing Condensing Natural Gas Furnaces or Boilers are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	\$200 per unit	\$750 per unit
Hot air furnace with ECM	≥97% AFUE		\$200 per unit	\$1250 per unit
Hot air furnace with ECM and on-demand DHW	≥97% AFUE		-	\$950 per unit
Hot Water Boiler***	≥95% AFUE		\$200 per unit	\$2750 per unit
Combined condensing boiler with on-demand water heater	≥95% AFUE		-	\$1600 per unit

- 1.\* Annual Fuel Utilization Efficiency (AFUE) Rating
- 2.\*\* Electronically Commutated Motor (ECM)
- 3.\*\*\* Outdoor reset control required



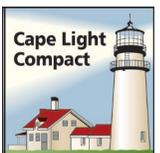
# Natural Gas Water Heating

\*Offered by National Grid

Fuel Type	Equipment Type	Efficiency Requirement	Rebate Amount
Natural Gas	Storage water heater	$\geq .64$ UEF Medium Draw   $\geq .68$ UEF High Draw	\$100 per unit
	On-demand tankless water heater	UEF $\geq .87$	\$700 per unit
	Condensing water heater	UEF $\geq .80$	\$500 per unit



NG indirects are no longer a cost-effective offer



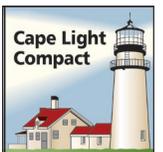
# Moderate Income Offers (coming soon)

## Offered By CLC

- Weatherization
  - **100%**
  - Wx required prior to install to receive any of the offers below
- Air Source Heat Pumps (Central and Mini)
  - **80% of installed costs**
- Oil and propane boilers and furnaces
  - Heating System, Boiler, Propane **\$6,000**
  - Heating System, Furnace, Oil **\$6,000**
  - Heating System, Furnace, Other **\$6,000**
  - Combo Condensing Boiler/Water Heater, Other **\$6,000**
  - Combo Condensing Furnace/Water Heater, Other **\$6,000**
  - **Eff. Requirements mirror market rate.**

## Offered by National Grid

- Gas boilers and furnaces
  - Combo Condensing Boiler/Water Heater, Gas 95% \$7,300
  - Combo Condensing Furnace/Water Heater, Gas \$7,300
  - Furnace, Non-Condensing to Condensing 95 AFUE \$6,000
  - Furnace, Non-Condensing to Condensing 97 AFUE \$6,500
  - Boiler, Non-Condensing to Condensing 95 AFUE \$6,600



# Mass Save Heat Loan

- Customers can now receive an additional \$25,000 rebate for heat pumps if they already maxed out the Heat Loan
- Customers can now finance up to \$5,000 in electric panel upgrades when using the loan for heat pumps
- Weatherization, residential batteries, HVAC equipment, and windows are all still eligible for financing.
- Financed HPs must be done by a Heat Pump Installer Network Contractor



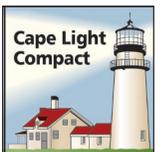
# Resi. Thermostats & Products

Product Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Programmable Thermostat	-	Limit 3 per account	\$25 per unit
Smart Thermostat	ENERGY STAR® Certified	Limit 3 per account	\$100 per unit*

- \*Exceptions, such as the new Amazon smart T-stat, may apply

Product Type	Efficiency Requirement	Rebate Amount
Dehumidifier	ENERGY STAR® Certified	\$30
Electric Dryer	ENERGY STAR® Certified	\$50
Window Air Conditioner	ENERGY STAR® Certified	\$40
Clothes Washer	ENERGY STAR® Certified. A special home visit is required to confirm the inefficiency of your existing clothes washer. Existing clothes washers must be top-loading with agitators to qualify and must be functional at the time of the Site Visit.	\$150
Room Air Cleaner	ENERGY STAR® Certified	\$40
Dehumidifier Turn-in	Must meet size requirements and be operable	\$30
Fridge/Freezer Recycling	Must meet size requirements and be operable	\$75

Customers can receive an instant incentive on most of these offers at big box retailers (Home Depot & Best Buy) or through the online marketplace [www.masssave.com/store](http://www.masssave.com/store)



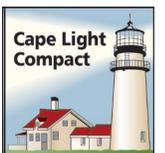
# Resi. New Product Offers (coming soon)

Product Type	Efficiency Requirement	Additional Requirement	Rebate Amount
<b>Windows*</b>	Triple pane, ENERGY STAR Certified for the Northern Region	Only for replacing single pane windows. Pre-verification of existing windows required through a Home Energy Assessment	\$75 per window

\*Weatherization required to be completed prior to install

Residential Battery-powered Lawn Equipment	
Electric Lawnmower	\$75
Electric Leafblower	\$30
Electric Trimmer	\$30
Electric Chainsaw	\$30

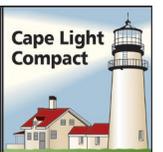
*Must be electric-battery powered. Ride-on or tractor lawnmowers are not eligible.*



# Demand Response Offers

## Residential

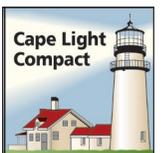
- Thermostats
  - **\$25 gift card to enroll/\$20 gift card seasonal incentive**
- Residential Batteries
  - **\$275 per kw**
  - 0% interest financing available
  - Winter program is gone.
    - Increased incentive for 2022 from \$225 to \$275 to account for this.
- EV/EVSES \*Coming Soon\*
  - *Subject to approval by DPU based on proposed plan in the Compliance Filing*
  - **\$100 enrollment and \$50 annual incentive**



# Demand Response Offers

## Commercial

<b>Curtailment Technology</b>	<b>Storage (Daily Dispatch)</b>	<b>Storage (Targeted Dispatch)</b>	<b>Non-Storage (technology-neutral)</b>
<b>Number of Events per Season</b>	Up to 60	Up to 8	Up to 8
<b>Incentive Rate</b>	\$200/kW-summer	\$100/kW-summer	\$35/kW-Summer
<b>Time of Day</b>	2-7 PM	2-7 PM	2-7 PM
<b>Length of Events</b>	3 hours	3 hours	3 hours



# Res New Construction - New All Electric Offer

## ***High Performance All-Electric Home Offer***

- Single Family\* (SF 1-4 unit) new construction buildings
- Mass Save's version of Passive House for SF buildings
- Level 1 – Savings of 30% or HERs Score of 45 or less
- Level 2 – Savings of 50% or HERs Score of 35 or less
- Focus on heat pumps and continuous envelope
- Incentives of \$15k-40k
- Roll Out Announcement scheduled later this week
- Workshop Training series starting in April

Home Type	Level 1	Level 2
Single family	\$15,000	\$25,000
Multi-family with two units	\$17,500	\$30,000
Multi-family with three units	\$20,000	\$35,000
Multi-family with four units	\$22,250	\$40,000

**Ready to get started? We are here to help:**

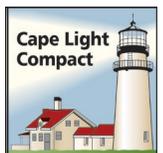
1-866-527-SAVE (7283) • [ResNewConstructionMA@lcf.com](mailto:ResNewConstructionMA@lcf.com)  
[MassSave.com/Residential-New-Construction](https://MassSave.com/Residential-New-Construction)

*\*Multi-family buildings are eligible for the existing MF Passive House Offer*



# Res New Construction - All Electric Offer Requirements

Component	Level 1	Level 2
Energy savings percentage or HERS Index Score	Savings $\geq$ 30% or HERS Index Score $\leq$ 45*	Savings $\geq$ 50% or HERS Index Score $\leq$ 35*
Heat pump for space heating**	Required	Required
Heat pump for water heating	Optional	Required
All-electric cookware	Required	Required
Average infiltration rate (ACH)	ACH50 $\leq$ 1.5	ACH50 $\leq$ 1.0
Balanced ventilation systems (HRVs & ERVs)	Required	Required
Continuous envelope insulation	Optional	Required
Electric vehicle-ready checklist	Required	Required



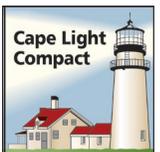
# Res New Construction - Enhanced CLC Incentives for IE & MI Housing

## ***Reminder – The DPU approved our Enhanced Incentives for MF Income Eligible and Mod Income New Construction Projects***

1. Enhanced incentives for high performance HVAC and Envelope measures
  - Eligible Heating: covered at up to 100% IE and 80% MI (no fossil fuels and no electric baseboard)
  - Envelope: CLC will pay 100% for all weatherization measures over UDRH baseline
2. Also available
  - Engineering study funds: \$2,000 price per unit, up to \$60K
  - O&M costs for 1-3-year period determined case by case
3. Requirements
  - Needs to be deed restricted project for 25+ years
  - CLC vendor review of technical specifications/project design
  - Must agree to work with CLC evaluation
  - Contractor must be “certified” for multi-family
  - Must ensure that incentive and other grant funds do not exceed 100% of the project costs.\*

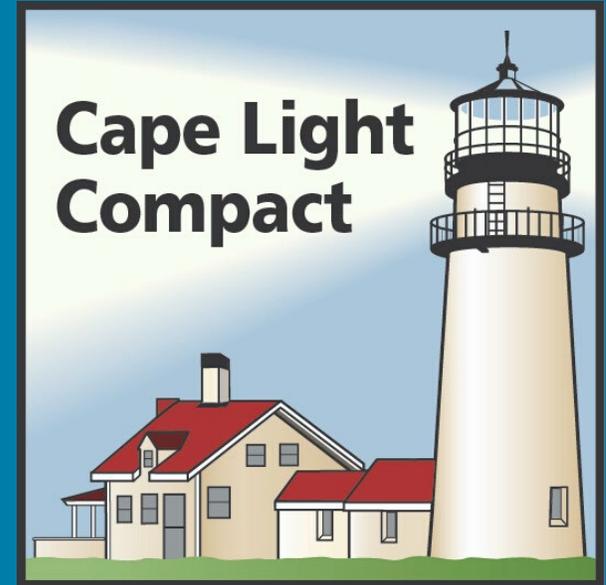


*\*Can be done through a Sources and Uses review or similar project funding document.*



# Commercial & Industrial

## DPU Order Impacts



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# C&I Heat Pumps – up to 50 tons

Equipment Type	Equipment Capacity	Efficiency Requirement	Additional Requirement	Rebate Amount
<b>Air Source Heat Pumps</b>	<5.4 tons	Refer to the Heat Pump Qualified Products List at <a href="http://MassSave.com/HPQPL">MassSave.com/HPQPL</a>	Installations that are partially displacing oil, propane or natural gas must either install an integrated control from the Mass Save QPL ( <a href="http://MassSave.com/ICQPL">MassSave.com/ICQPL</a> ) or must certify that an existing building control system is capable of operating both the heat pump and conventional heating system.	\$2,500 per ton
	>5.4 tons to 50 tons	Refer to application for minimum efficiency requirements		\$3,500 per ton
<b>Air Source Variable Refrigerant Flow (VRF)</b>	>5.4 tons to 50 tons			\$4,500 per ton
<b>Ground Source Heat Pumps</b>	>5.4 tons to 50 tons			

These rebates are available for full or partial displacement of natural gas, oil, propane or electric resistance heating

For new construction projects or projects more than 50 tons, pre-approval is required by the Compact

Full details of offering can be found at [MassSave.com/CI-HVAC](http://MassSave.com/CI-HVAC)



# C&I Heat Pumps – Other



CUSTOM APPROACH  
CONTINUES



PAIR WITH  
WEATHERIZATION

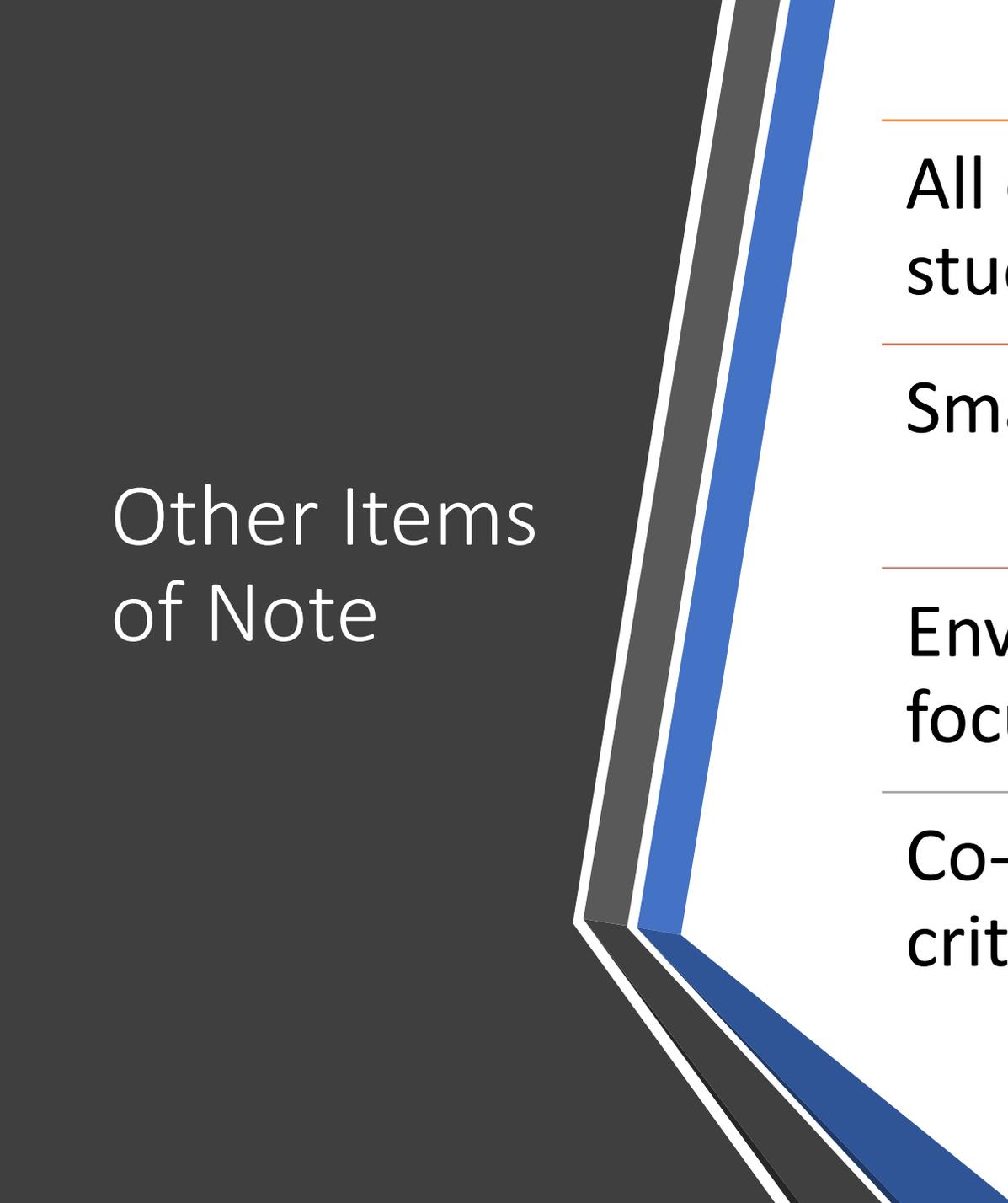


LOOK FOR OUTSIDE  
FUNDING/FINANCING

# C&I Instant Incentives

- Available through participating distributors and dealers
- Electric HVAC – [MassSave.com/CI-HVAC](https://www.masssave.com/CI-HVAC)
  - Water Source Heat Pumps & VRFs
  - Air Conditioners
  - Controls
  - Pumps
- Foodservice – [MassSave.com/Instant-Rebates](https://www.masssave.com/Instant-Rebates)
  - Ovens, Fryers, Dishwashers, Refrigerators, Freezers, Ice Machines and more!
- Lighting – [MassSave.com/Instant-Lighting](https://www.masssave.com/Instant-Lighting)
  - Interior & Exterior lighting with and without controls
- Heat Pump Water Heater – Coming April 1





## Other Items of Note

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All enhancements approved with  
study

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Small business focus

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Environmental Justice Community  
focus

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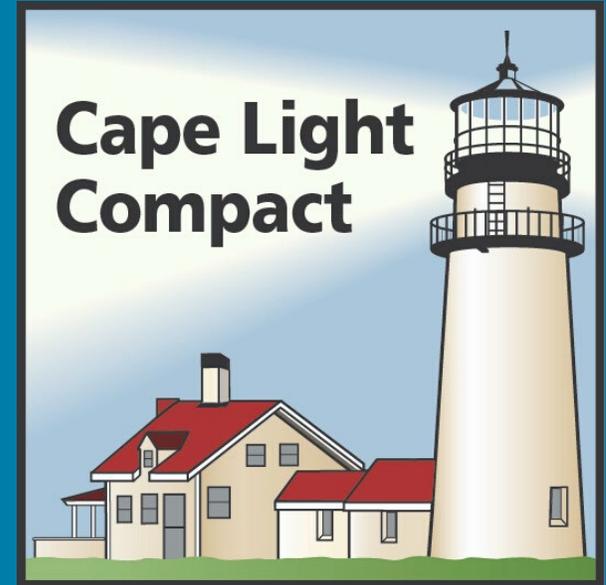
Co-generation possible with 4  
criteria

# Supply and Labor Concerns

- **Small Business Direct Install**
  - Installations are ~4 months wait due to labor shortage – primarily lighting but has affected all equipment types
    - Vendors have been actively trying to recruit
    - ~\$2 million in projects waiting to be installed
  - Insulation – some types of insulation relevant to C&I are hard to source
- **Supply Chain**
  - High material costs, multiple price increases have happened in last year, pricing only valid for a month or 2, pre-Covid they could hold pricing for 1+ year
  - Container pricing up, parts shortage (microchips)
  - Distributors facing shipping delays, in some cases 6+ months for standard efficient and even longer for high efficiency, which is delaying projects and construction
    - A major manufacturer has opted for air transport to circumvent port congestion
  - Foodservice dealers are reporting at least 4–9-month lead times (fryers and convection ovens especially difficult to get – inability to secure cast iron components)
  - Lighting controls backordered 6 months



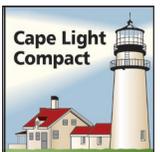
# Questions?



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# Appendix 2021-2022 Comp.

Measure Description (Oil / Propane)	2022-2024		2021
	Rebate if Replacing Condensing to Condensing	Enhanced Rebate if Replacing Non-Condensing to Condensing	N/A
Furnace with ECM (Oil) $\geq$ 86% AFUE	\$650		\$650
Furnace with ECM (Propane) $\geq$ 95% AFUE	\$200	\$750	\$1,000
Hot Water Boiler (Propane) $\geq$ 95% AFUE	\$200	\$2,300	\$2,300
Condensing Boiler with On-Demand Hot Water (Propane) $\geq$ 95%	\$1,600		\$2,000
Condensing Furnace with On-Demand Hot Water (Propane) $\geq$ 95% AFUE	\$950		\$1,200



# Appendix 2021-2022 Comp.

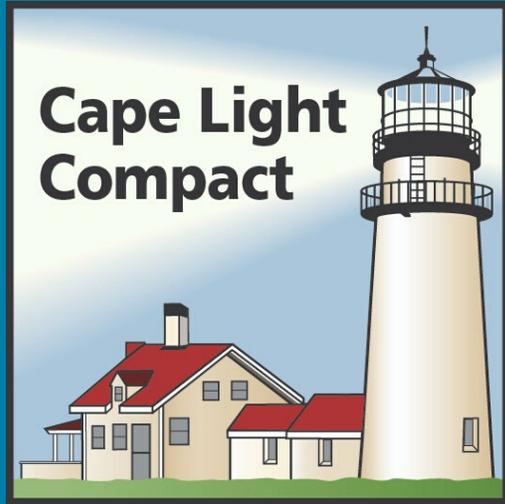
Measure Description (Natural Gas)	2022-2024		2021
	Rebate if Replacing Condensing to Condensing	Enhanced Rebate if Replacing Non-Condensing to Condensing	N/A
Natural Gas Furnace w/ECM** ≥ 95% AFUE	\$200	\$750	\$1,000
Natural Gas Furnace w/ECM** ≥ 97% AFUE	\$200	\$1,250	\$1,250
Natural Gas Furnace w/ECM ** w/On-demand DHW ≥97% AFUE	\$950		\$950
Natural Gas Hot Water Boiler ≥95% AFUE	\$200	\$2,750	\$2,750
Condensing Boiler w/On-Demand DHW ≥95% AFUE	\$1,600		\$2,400



# CLC Environmental Justice Communities

Aquinnah	Edgartown
Barnstable	Falmouth
Bourne	Harwich
Chatham	Oak Bluffs
Dennis	Tisbury
Eastham	Yarmouth





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# Takeaways from the Residential Nonparticipant Customer Profile Study

# Deeper Dive on the Results of the Residential Nonparticipant Study

- **The Residential Nonparticipant Customer Profile Study (the Study) was prepared by DNV (one of the PAs evaluation vendors).**
- **The Study calculates participation rates four different ways, each has their strengths and weaknesses.**
- **The DPU focused on Consumption Weighted Participation which is only one of four participation metrics in the Study.**
- **The Study also indicates the following: “There is no perfect way to measure “participation””.**

# Residential Unweighted (Location) Participation

## Strengths

- Best used to answer questions such as “How many buildings did the program touch, regardless of size?”
- Is stable over time so it is useful for time-series analysis.

## Weaknesses

- Overstates participation of multifamily buildings because a location is considered a participant if any sub-unit within the building has participated.
- Single family homes count the same amount as MF buildings.

## CLC

- 67% of CLC Towns are at or above the statewide average unweighted participation rate.

Row Labels	Unweighted Participation Rate	Electric Combined 2013-2017 Consumption Weighted Participation Rate (KWh)
BARNSTABLE	20%	34%
BOURNE	18%	32%
BREWSTER	23%	40%
CHATHAM	16%	24%
CHILMARK	8%	12%
DENNIS	18%	33%
EASTHAM	20%	29%
EDGARTOWN	10%	14%
FALMOUTH	18%	29%
AQUINNAH	7%	11%
HARWICH	20%	33%
MASHPEE	19%	39%
OAK BLUFFS	11%	19%
ORLEANS	21%	35%
PROVINCETOWN	13%	40%
SANDWICH	23%	36%
TISBURY	14%	20%
TRURO	18%	26%
WELLFLEET	19%	29%
WEST TISBURY	14%	19%
YARMOUTH	20%	36%
CLC Grand Total	19%	31%
Statewide Average	16%	35%
<b>% of CLC Towns At or Above SW Avg</b>	<b>67%</b>	<b>29%</b>

# Residential Consumption Weighted Participation

## Strengths

- best used to account for the impact differences between SF and MF locations and to answer questions such as, “How well has the program addressed large customers?”
- Is stable over time.

## Weaknesses

- Overstates participation at MF locations to an even greater extent than location participation due to the effects of very large MF buildings.
- Can be difficult to interpret.
- Excludes oil and propane consumption.

## CLC

- 29% of CLC Towns are at or above the statewide average unweighted participation rate.

Row Labels	Unweighted Participation Rate	Electric Combined 2013-2017 Consumption Weighted Participation Rate (KWh)
BARNSTABLE	20%	34%
BOURNE	18%	32%
BREWSTER	23%	40%
CHATHAM	16%	24%
CHILMARK	8%	12%
DENNIS	18%	33%
EASTHAM	20%	29%
EDGARTOWN	10%	14%
FALMOUTH	18%	29%
AQUINNAH	7%	11%
HARWICH	20%	33%
MASHPEE	19%	39%
OAK BLUFFS	11%	19%
ORLEANS	21%	35%
PROVINCETOWN	13%	40%
SANDWICH	23%	36%
TISBURY	14%	20%
TRURO	18%	26%
WELLFLEET	19%	29%
WEST TISBURY	14%	19%
YARMOUTH	20%	36%
Grand Total	19%	31%
Statewide Average	16%	35%
% of CLC Towns Above SW Avg	62%	29%

# Residential Account Participation

## Strengths

- Best used when one wants to answer question about individuals who participated.
- Is relatively easy to interpret.

## Weaknesses

- Not stable over time. Account IDs change when new residents move in or out so a high proportion of dwellings with frequent resident turnover (e.g. rented apartments) will tend to lower account participation rates.
- Does not accurately capture participation at the individual housing unit level in master-metered multifamily buildings.

## CLC

- Second highest Account Participation Rate.

	Unique Accounts		Participation
	Total	Participants*	Rate
<b>Electric PAs</b>			
CLC	191,267	50,290	26.3%
Eversource	1,248,640	305,285	24.4%
National Grid	1,170,963	362,700	31.0%
Unitil	29,140	4,556	15.6%
<b>Gas PAs</b>			
Berkshire	35,310	8,064	22.8%
Columbia	349,432	66,962	19.2%
Eversource	316,173	62,203	19.7%
Liberty	51,917	7,146	13.8%
National Grid	846,678	218,501	25.8%
Unitil	16,658	1,446	8.7%
Sources:	Table 6-2	Table 6-1	
* Sum of unique participants for 2013-2017			

# Residential Savings/Consumption Participation

## Strengths

- Shows the depth of participation and locations with greater consumption (i.e. large MF buildings) have greater relative weight in the analysis.

## Weaknesses

- Large consumers can dominate sums and averages.
- Excludes oil and propane consumption.
- CLC Territory has fewer large MF buildings as compared to the statewide averages.

## CLC

- Participation rate to be provided in DNV's memo.

# Next Steps

- The Compact is working with DNV to prepare a memo that:
  - Explains the Compact's participation rates more comprehensively with the goal of identifying where there is low participation so the Compact can develop a strategy for serving those customers.
  - Defines the four participation metrics and describes their strengths and weaknesses.
  - Compares the Compact's Participation Rates to the Statewide Average Participation Rates.
- Pending review by DNV, the following 7 towns likely have participation rates below the statewide averages: Chilmark, Edgartown, Aquinnah, Oak Bluffs, Provincetown, Tisbury and West Tisbury.
- DNV to provide Memo by June 1, for filing with the Compact's Term Report (due August 1).
- Questions?

# Baker-Polito Administration Announces \$5 Million in Funding for Equitable Clean Transportation Projects

**BOSTON-** The Baker-Polito Administration today announced \$5 million in grant funding for 10 projects that will help disadvantaged communities address transportation needs and burdens with innovative, clean transportation solutions. These projects will be deployed across Massachusetts in collaboration with local government, local businesses, and community partners. The funding, which was made available through the Massachusetts Clean Energy Center's (MassCEC) new Accelerating Clean Transportation for All (ACT4All) Program, was provided by both MassCEC and the Department of Energy Resources (DOER).

"Massachusetts remains committed to leading the way on taking climate action while also meeting the needs of our diverse communities throughout the state," said **Governor Charlie Baker**. "Projects receiving funding through the ACT4All Program will put us one step closer to a transportation system that not only combats climate change but does so in a way that works for all residents."

"Projects receiving critical funds through the Act4All Program will provide innovative pathways toward a clean transportation system, which will directly benefit today and well into the future," said **Lieutenant Governor Karyn Polito**. "Additionally, our Administration continues to be committed to building a transportation system that protects public health, combats climate change, and provides access to opportunities for all."

The selected projects include a range of topic areas including e-bike pilots, innovative low-carbon delivery models, broadening the base of EV consumers, and ride-for-hire electrification. The project sites span from Eastern to Western Massachusetts and include various sites in Environmental Justice (EJ) neighborhoods and seven Gateway Cities. Furthermore, they will focus on serving a range of Massachusetts residents, including low-income, non-English speaking, and minority communities. In addition to greenhouse gas emissions reductions, these projects are expected to result in the reduction of local air and noise pollution, provide quality-of-life benefits, and offer economic development opportunities.

"The ACT4All Program is designed to deliver on the Baker-Polito Administration's commitment to reaching net zero emissions in an equitable manner," said **Energy and Environmental Affairs Secretary Kathleen Theoharides**. "Climate solutions in the transportation sector that improve local air quality and provide better, safer access to transportation can help close the existing health and economic disparities that impact our most vulnerable communities."

"The ACT4All Program was designed to foster community-led partnership, investing in solutions that will benefit our underserved communities," said **MassCEC CEO Jennifer Daloisio**. "We're

looking forward to seeing these projects become reality, demonstrating pathways for Massachusetts to reach its transportation, climate and public health goals through public-private partnership.”

Awardees receiving ACT4All funding include:

- **Metro Mobility - \$1,000,000:** The company will deploy three different e-bike ownership and share models in Greater Boston municipalities, including Gateway Cities such as Quincy and Malden. Metro Mobility will work with affordable housing organizations and employers to serve low-income residents, essential workers, and renters in Environmental Justice areas.
- **Massachusetts Port Authority (Massport) - \$615,000:** The quasi-state agency will deploy electric vehicle (EV) infrastructure and explore incentive structures at Boston Logan International Airport to catalyze the electrification of the ride-for-hire industry. The project will support emissions reductions in surrounding overburdened communities.
- **Way Forward Taxi Alliance - \$500,000:** The non-profit is piloting an incentive program for taxi electrification in Greater Boston, with a focus on minority-owned taxi companies. Way Forward Taxi Alliance will work in partnership with Waave, Inc. and Data Drive LLC to provide additional services to drivers such as enhanced navigation.
- **The City of Boston - \$492,286:** The City is developing an innovative, e-cargo bike delivery pilot program to serve local residents and businesses in Allston, a neighborhood with a significant number of Environmental Justice populations. The City is working with the Metropolitan Area Planning Council (MAPC) to expand learnings from this program to municipalities outside of Boston.
- **Pioneer Valley Planning Commission - \$490,300:** The Planning Commission will implement an e-bike ownership pilot program by leveraging an existing successful e-bike share program in the Pioneer Valley Region. In close collaboration with community-based organizations, the Commission will serve economically disadvantaged individuals in Environmental Justice communities and Gateway Cities including Springfield.
- **Cape Light Compact - \$496,125:** The Compact will deploy a point-of-sale e-bike rebate program with bike shops in Cape Cod and Martha’s Vineyard. Working with VEIC, the Compact will serve low-income residents on the Cape.
- **Massachusetts Bicycle Coalition (MassBike) - \$439,295:** The non-profit will lead a team including the Worcester Chamber of Commerce, community-based organizations, and the Central Massachusetts Regional Planning Commission (CMRPC) to deploy e-bikes to low-income residents throughout Worcester. MassBike will also explore e-bike education initiatives and grow the community interest in clean transportation options.
- **Soldier On - \$152,327:** The Berkshire Region-based transportation service organization will switch over part of their diesel fleet vehicles to low-carbon alternatives. Their project will result in the provision of clean transportation access to homeless military veterans, Medicaid recipients, low-income, and Environmental Justice populations.

- **Green Energy Consumers Alliance - \$314,630:** The non-profit, in partnership with Quincy Asian Resources (QARI), will conduct a comprehensive educational campaign and outreach program around clean and healthy transportation options including electric vehicles (EVs).
- **Electric Vehicle Discovery Center - \$500,000:** The company, in partnership with Plug'n'Drive and JuicebarEV, will implement diverse consumer engagement programs at a new EV Discovery Center in Sturbridge. These programs will engage and educate potential EV consumers across diverse geographic, demographic, and socioeconomic segments.

"Transportation accounts for nearly one third of US greenhouse gas emissions and this effort will help us equitably move to cleaner options for moving people, including those in our disadvantaged communities," said **Rep. Jeffrey N. Roy (D-Franklin), House Chair of the Joint Committee on Telecommunications, Utilities & Energy**. "This is a critical element for eliminating emissions and limiting global warming and these programs will help us meet our climate goals and broaden access to clean transportation alternatives. This is essential for our transition to a zero emission future."

"Innovations in transportation sparked by these funds will help move people in ways that are energy-efficient, equitable, and geographically diverse," said **Senate Minority Leader Bruce Tarr (R-Gloucester)**. "I share the goals of the Baker-Polito Administration to select projects that create transportation options that result in less pollution, more economic opportunities, and improved health."

"As Massachusetts continues to take steps to actively address climate change and reduce our carbon footprint, it is critical that we do so in a way that reaches every region of the state," said **House Minority Leader Bradley H. Jones, Jr. (R-North Reading)**. "The funding announced today will support a wide range of clean transportation projects that will help the Commonwealth achieve the important goal of ensuring equitable environmental, economic and health benefits for all residents."

Importantly, the Act4All Program was designed in collaboration with the Massachusetts Executive Office of Energy and Environmental Affairs (EEA) to align with the Commonwealth's climate and equity commitments. The selected projects will support the [Interim Clean Energy and Climate Plan \(CECP\)](#) and the [Climate Law](#), which was signed by Governor Baker in March 2021 and includes nation-leading provisions related to Environmental Justice and commitment to reach net zero emissions by 2050.

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