



Cape Light Compact

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Cape Light Compact Governing Board Meeting

DATE: Wednesday, April 8, 2015
LOCATION: Rooms 11&12, Superior Courthouse, Barnstable
TIME: 2:00 – 4:30 p.m.

AGENDA

- 2:00 Public Comment
- 2:10 Approval of Minutes
- 2:15 Treasurer's Report, Peter Cocolis
Potential vote to ratify actions of Treasurer relative to Compact contracts as a general matter
- 2:25 Energy Efficiency Program
1. Discussion and potential vote on 2016 – 2018 Energy Efficiency Plan program policies
 2. Discussion and potential vote on Upper Cape Cod Regional Technical School energy efficiency project
- 4:15 Administrator's Report
1. Board Schedule, other administrative updates
- 4:20 CVEC Update

Working Together Toward A Smarter Energy Future

Cape Light Compact Governing Board
Open Session Meeting Minutes
Wednesday, March 11, 2015

The Governing Board of the Cape Light Compact convened on Wednesday, March 11, 2015 at 2:00 p.m. in Room 11/12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

PRESENT WERE:

1. Dr. Joyce Flynn, Chairwoman, Yarmouth – remotely by phone
2. Robert Schofield, Vice-Chair, Bourne
3. Peter Cocolis, Treasurer, Chatham
4. Peter Cabana, Member at Large, Dukes County
5. Barry Worth, Secretary, Harwich
6. David Anthony, Barnstable
7. Deane Keuch, Brewster
8. Timothy Carroll, Chilmark - remotely by phone
9. Brad Crowell, Dennis
10. Frederick Fenlon, Eastham
11. Ronald Zweig, Falmouth
12. Thomas Mayo, Mashpee
13. Richard Toole, Oak Bluffs
14. Raymond Castillo, Orleans
15. Thomas Donegan, Provincetown
16. Everett Horn, Sandwich
17. Richard Elkin, Wellfleet
18. Susan Hruby, W. Tisbury @ 3:05 p.m.

ABSENT WERE:

19. Michael Hebert, Aquinnah
20. Paul Pimentel, Edgartown
21. Peter Fontecchio, Truro
22. Sheila Lyons, Barnstable County

VACANCIES:

23. Tisbury

LEGAL COUNSEL:

Jeff Bernstein, Esq., BCK Law, PC

STAFF PRESENT:

Margaret Downey, Administrator
Stephan Wollenburg, Sr. Power Supply Planner
Margaret Song, Residential Program Manager
Lindsay Henderson, Marketing & Data Analyst
Meredith Miller, C&I Program Manager
Philip Moffitt, EM&V Manager
Karen Loura, Administrative Assistant

OTHERS

Seth Rolbein, Mass. Senator Dan Wolf's Office
Robert Ritchie, Esq.

CALL TO ORDER

V. Chr. Schofield called the meeting to order at 2:02 p.m. The meeting notice/agenda having been posted pursuant to the Open Meeting Law on the Cape Light Compact website.

OPEN SESSION VOTE ON ENTRY INTO EXECUTIVE SESSION

V. Chr. Schofield requested a motion to enter into Executive Session pursuant to MGL Ch. 30A § 21(a) (3) and § 21(a) (10) for the purpose of discussing litigation strategy and related power supply issues related to DPU 14-69. He declared that an open session may have a detrimental effect on Cape Light Compact’s litigating position and its ability to conduct business in relation to other entities making, selling or distributing electric power and energy and a detrimental effect on the litigating position of the public body. The Governing Board will return to Open Session at the conclusion of Executive Session. *B. Worth moved to enter into Executive Session, seconded by P. Cabana and voted by roll call vote as follows:*

- | | | | |
|----------------------------|-----|------------------------------|-----|
| 1. D. Anthony, Barnstable | Yes | 10. B. Worth, Harwich | Yes |
| 2. R. Schofield, Bourne | Yes | 11. T. Mayo, Mashpee | Yes |
| 3. D. Keuch, Brewster | Yes | 12. R. Toole, Oak Bluffs | Yes |
| 4. P. Cocolis, Chatham | Yes | 13. R. Castillo, Orleans | Yes |
| 5. T. Carroll, Chilmark | Yes | 14. T. Donegan, Provincetown | Yes |
| 6. B. Crowell, Dennis | Yes | 15. E. Horn, Sandwich | Yes |
| 7. P. Cabana, Dukes County | Yes | 16. R. Elkin, Wellfleet | Yes |
| 8. F. Fenlon, Eastham | Yes | 17. J. Flynn, Yarmouth | Yes |
| 9. R. Zweig, Falmouth | Yes | | |

Motion carried in the affirmative (17-0-0).

At 3:11 p.m. the Board returned to Regular Session.

PUBLIC COMMENT

No public present.

CONSIDERATION OF MEETING MINUTES

The Board then considered the January 14, 2015 Open Session Meeting Minutes. D. Anthony offered two corrections. *B. Crowell moved to accept the minutes as corrected, seconded by P. Cabana and voted unanimously by roll call vote as follows:*

- | | | | |
|----------------------------|-----|------------------------------|-----|
| 1. D. Anthony, Barnstable | Yes | 10. B. Worth, Harwich | Yes |
| 2. R. Schofield, Bourne | Yes | 11. T. Mayo, Mashpee | Yes |
| 3. D. Keuch, Brewster | Yes | 12. R. Toole, Oak Bluffs | Yes |
| 4. P. Cocolis, Chatham | Yes | 13. R. Castillo, Orleans | Yes |
| 5. T. Carroll, Chilmark | Yes | 14. T. Donegan, Provincetown | Abs |
| 6. B. Crowell, Dennis | Yes | 15. E. Horn, Sandwich | Yes |
| 7. P. Cabana, Dukes County | Yes | 16. R. Elkin, Wellfleet | Yes |
| 8. F. Fenlon, Eastham | Yes | 17. S. Hruby, W. Tisbury | Yes |
| 9. R. Zweig, Falmouth | Yes | 18. J. Flynn, Yarmouth | Yes |

Motion carried in the affirmative (17-0-1).

TREASURER’S REPORT

P. Cocolis reported on expenditures through 3/11/15. The February and March reports will be posted on the website as part of the Board Meeting Packet.

CONTRACT PROCESS

M. Downey reviewed a draft Contract Tracking Spreadsheet for Compact contracts. The tracking sheet is completed by staff and is sent to P. Cocolis, Treasurer for his review and approval prior to submitting Contracts/Amendments to the County Commissioners for execution. She explained that the contract tracking sheet will be part of the Treasurer’s Monthly Meeting Report, and the Board will be asked to ratify his actions.

P. Cocolis added that M. Downey, Chief Procurement Officer, and staff issue Request for Proposals (RFP) or participate on the statewide RFP and choose vendors. He said he checks funding availability and provides oversight per Administrative Services Agreement with Barnstable County. It was noted that that the Cape Light Compact will begin to pay for County services and space in FY16. *P. Cocolis moved the Board vote to approve the following process regarding contracts to be executed by the Barnstable County Commissioners:*

- 1) Compact Administrator/Chief Procurement Officer presents contract information to the Compact Treasurer sufficient to allow for determination of whether such contract is consistent with approved budget(s);*
- 2) If Treasurer determines such contract is consistent, contract is forwarded to the County Commissioners for execution;*
- 3) Compact Treasurer will report on contracts presented to the Commissioners at Compact Board Meetings;*
- 4) Compact Board will vote to ratify actions of Treasurer regarding contracts, seconded by J. Flynn.*

There was a brief discussion concerning the Administrative Services Agreement being out of date and the possibly of review, discussion and update. *The Board then voted by roll call vote as follows:*

- | | | | |
|-----------------------------------|------------|-------------------------------------|------------|
| <i>1. D. Anthony, Barnstable</i> | <i>Yes</i> | <i>10. B. Worth, Harwich</i> | <i>Yes</i> |
| <i>2. R. Schofield, Bourne</i> | <i>Yes</i> | <i>11. T. Mayo, Mashpee</i> | <i>Yes</i> |
| <i>3. D. Keuch, Brewster</i> | <i>Yes</i> | <i>12. R. Toole, Oak Bluffs</i> | <i>Yes</i> |
| <i>4. P. Cocolis, Chatham</i> | <i>Yes</i> | <i>13. R. Castillo, Orleans</i> | <i>Yes</i> |
| <i>5. T. Carroll, Chilmark</i> | <i>Yes</i> | <i>14. T. Donegan, Provincetown</i> | <i>Yes</i> |
| <i>6. P. Cabana, Dukes County</i> | <i>Yes</i> | <i>15. E. Horn, Sandwich</i> | <i>Yes</i> |
| <i>7. B. Crowell, Dennis</i> | <i>Yes</i> | <i>16. R. Elkin, Wellfleet</i> | <i>Yes</i> |
| <i>8. F. Fenlon, Eastham</i> | <i>Yes</i> | <i>17. S. Hruby, W. Tisbury</i> | <i>Yes</i> |
| <i>9. R. Zweig, Falmouth</i> | <i>Yes</i> | <i>18. J. Flynn, Yarmouth</i> | <i>Yes</i> |

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

ENERGY EFFICIENCY PROGRAM

1. 2015 Mid-term Modification (MTM)

M. Song provided a Power Point Presentation providing the 2015 overview of proposed mid-term energy efficiency plan modifications. (Attachment A). There was discussion about the amount of increase and the return on investment. There was discussion about the Whole House Energy Services vendor and whether it was one vendor or multiple vendors. M. Song noted that it is multiple vendors. Currently there is a lead vendor and energy efficiency measures are installed by other vendors. The MTM is for the calendar year.

T. Carroll disconnected from remote participation at 3:55 p.m.

B. Crowell left the meeting at 4:01 p.m.

M. Miller described the upstream lighting program buying down the cost through lighting distributors to provide instant rebates. She said incentive dollars result in great MWH savings.

There was discussion about the Yarmouth and Eastham natural gas moratoriums. The moratorium is driving more and more participation in Cape Light Compact's Programs.

M. Downey stated that the Compact has a three year energy efficiency budget, which is reconciled annually through the Energy Efficiency Reconciliation Factor (EERF). Consistent with DPU directive, budget increases with a 2% or greater bill impact require an MTM approval by the DPU. M. Downey said as was discussed at the last meeting discussions with National Grid over sharing savings for gas customers were not finalized so Cape Light Compact must now seek funding to offset amount expected from National Grid. There was discussion about the timing of the new summer power supply rate and MTM bill impact of \$3.49. There will be a one month overlap of charges during the month of June, 2015.

There was discussion about the program costs that impacted the Plan. The Efficient Neighborhoods⁺® Program was an overwhelming success and drove expenditures significantly upwards. In addition, the Heat Loan Program, an increase in home audit requests and Commercial/Industrial Upstream Lighting Initiative contributed to the need for MTM. The Energy Efficiency funding revenue is paid by Ratepayers as part of the distribution charge.

There was discussion about the possibility of using the existing budget as a cap and discontinue programs until next year. Staff does not recommend discontinuing programs which help to mitigate the high cost of winter electricity. The programs have been promoted. Not only Cape Light Compact but other State Program Administrators are also tripping the 2% bill impact. T. Mayo said it may not be apparent but the programs are saving users' money. Staff believes the DPU will approve the MTM. M. Downey said the Compact is always trying to balance bill impacts. With Board approval, the Compact's MTM will be submitted to the Mass. Department of Public Utilities for review and approval.

B. Worth moved the Board vote to approve the submission of the Compact's mid-term modification (MTM) to the Mass. Department of Public Utilities for review and approval, seconded by P. Cocolis and voted by roll call vote as follows:

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

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

P. Cabana asked for a topic for discussion of plug-ins on next agenda.

2. Town of Falmouth Energy Efficiency Cap Waiver Request

S. Wollenburg provided review of the incentive granted by the Board at the July 9, 2014 Meeting. There was a misunderstanding on the basis of the numbers provided to the Compact in the vendor's initial submission. As a result, the Town is eligible for an incentive of no more than \$450,000 vs. the previously approved amount of \$250,000. This omission was discovered during further project review. The Benefit/Cost Ratio (BCR) for the entire Falmouth Project including upgrades at 12 buildings is calculated to be 1.36 and an estimated annual savings of \$80,000 and 409,820 kWh. *D. Anthony moved the Board vote to revise the waiver of the \$150,000 incentive cap for the Town of Falmouth ESCO Project, previously approved on July 9, 2014 increasing the cap to allow for a project incentive of no more than \$450,000, from the previously approved waiver of \$250,000, seconded by P. Cocolis and voted by roll call vote as follows:*

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

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

Administrator's Report

1. Response to E. Bibler & J. Rogers 2/24/15 OML Complaint.

The Board then reviewed and discussed the 2/24/15 Open Meeting Law (OML) Complaint lodged by Eric Bibler, Weston, CT and James Rogers, Sandwich, Mass. The Board also reviewed a draft response.

Atty. Bernstein noted the complaint was not made on a timely basis since several alleged violations related to the October 24, 2012 Executive Session Meeting minutes which were posted in un-redacted form on October 10, 2014. Notwithstanding the failure to timely file the complaint, the draft response cites the authority provided by the Open Meeting Law Purpose 10, for a public body to list subjects without compromising the purpose of the executive session. The draft concludes no violation of the OML occurred with respect to the session held October 24, 2012.

The Board also reviewed copies of a February 25, 2014 Bibler OML Complaint and October 20, 2014 Letter to Eric Bibler. Due to the sheer volume of complaints and allegations lodged constantly, there was discussion as to the line between free speech and harassment. There was discussion about the legal and staff expense created by the many frivolous and meritless complaints.

The Board carefully discussed the 6 listed alleged violations set out in the 11-page email complaint dated February 24, 2015.

The Board then reviewed the draft response and generally concurred, subject to a correction in the 4th paragraph as follows:

"The un-redacted minutes remained on the Compact's website for the next six weeks. For some reason, when the Compact's website was updated on November 24, 2014 the ~~unredacted~~ redacted minutes were inadvertently posted. This was corrected on February 22, 2015..."

The Board members then each expressed their support of the response to be sent as corrected. There was also a brief discussion about cyber harassment and the intersection between harassment and First Amendment rights.

2. Board Schedule & other Administrative Updates

- M. Downey asked to add an April 1, 2015 meeting for a presentation on the Energy Efficiency Penetration Study being conducted by Opinion Dynamics Corporation. This is the only agenda item and staff will explore using a webinar for remote participants. This is an informational session with no votes required.
- The next Regular meeting is scheduled for April 8, 2015 and a quorum will be needed.
- M. Downey reported due to the lack of a quorum the February 11, 2015 meeting was canceled. The C&I Informational Presentation and 2013 Annual Report Presentation were made. All handouts are available.
- The Board acknowledged receipt of a Press Release relative to Mass. Offshore Wind Lease Auction Results (Bureau of Ocean Energy Management) announcement of provisional lease winners OffshoreMW and community based partner Vineyard Power Cooperative.
- M. Downey reported the 2015 major events list has been distributed via email to members prior to the meeting. There was discussion about dehumidifier turn-in events possibly occurring at farmers markets. Members were asked to bring ideas to the April 1st & 8th meetings.
- A C&I Energy Efficiency Programs Presentation is scheduled to take place at the Eastham Elks Lodge on March 26, 2015. Members from the lower-cape region were encouraged to promote businesses, restaurants, friends and family to participate.

CVEC UPDATE

- S. Wollenburg reported only the Barnstable and Dennis/Yarmouth Regional School PV Systems remain not yet connected. The systems have been installed awaiting interconnection by Eversource.

At 5:04 p.m. the meeting adjourned.

LIST OF DOCUMENTS & EXHIBITS:

- Meeting Notice/Agenda
- Draft January 15, 2015 Meeting Minutes
- 1/14/15 & 3/11/15 Operating Budget Expenditure Totals Reports
- 2015 Energy Efficiency Program Budget
- 2014 Energy Efficiency Budget/Actuals (January Through Mid-December) comparison report.
- 2015 Energy Efficiency Budget/Actuals (January Through January) comparison report.
- 2015 Proposed Mid-term Modification (MTM) Power Point Presentation
- 2/24/15 OML Complaint of E. Bibler, Weston CT & J. Rogers, Sandwich MA
- Draft response to 2/24/15 OML Complaint of E. Bibler, Weston CT & J. Rogers, Sandwich MA
- Statement from OffshoreMW & Vineyard Power Cooperative: Mass. Offshore Wind Lease Auction Results

Minutes reviewed by B. Worth, Secretary on March 24, 2015.

CAPE LIGHT COMPACT

2015 Proposed Mid-Term Modification (MTM)

What triggers an MTM?

- **Category One – Energy Efficiency Advisory Committee (EEAC)**
 - Trigger 1: Addition of a Hard-to-Measure program
 - Trigger 2: End of a program or Hard-to-Measure program
 - Trigger 3: Increase program budget by greater than 20%
- **Category Two – Department of Public Utilities (DPU)**
 - Trigger 1: Add a program
 - Trigger 2: Hard-to-Measure into an EE program
 - Trigger 3: Bill Impact Exceeds 2%

Which triggers are we talking about?

- **Category One – Energy Efficiency Advisory Committee (EEAC)**

- Trigger 1: Addition of a Hard-to-Measure program

- Trigger 2: End of a program or Hard-to-Measure program

- ➔ Trigger 3: Increase program budget by greater than 20%

- **Category Two – Department of Public Utilities (DPU)**

- Trigger 1: Add a program

- Trigger 2: Hard-to-Measure into an EE program

- ➔ Trigger 3: Bill Impact Exceeds 2%

Review on Timeline (2013-2015)



- 11/1/12 - Statewide Three-Year Plan Submittal
- 6/20/14 – 2013 Annual Report on Energy Efficiency Activities
- Q2 2015 – 2014 Annual Report on Energy Efficiency Activities

These are all timelines set either by the Green Communities Act or the DPU

Proposed 2015 CLC MTM

- **Residential Budget Increase - \$15.3M**
- **Budget increase greater than 20%**
 - **Residential Whole House - \$13,209,054**
 - Home energy assessments, weatherization, oil and propane heating systems
 - **Commercial New Construction - \$2,908,028**
 - Upstream Lighting – selling lighting “upstream” through distributors so that they have an “instant” rebate
 - **Residential Hard-to-Measure - \$1,231,611**
 - Residential HEAT Loan – 0% loan for qualified measures
 - Residential Sponsors
 - **C&I Hard-to-Measure - \$140,529**
 - C&I Sponsors
 - C&I DOER Assessment

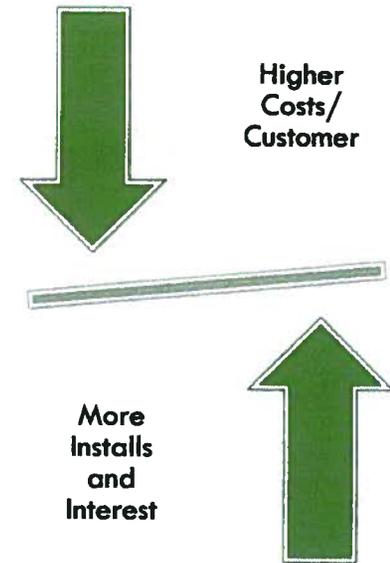
Residential Whole House Programs

	Plan	Actual
2013 Costs	\$9,557,333	\$12,812,547
2013 Total Benefits	\$52,984,793	\$56,849,224
2014 Costs	\$10,661,327	\$15,169,517
2014 Total Benefits*	\$59,079,343	\$64,961,579
2015 Costs	\$11,548,558	--
2015 Total Benefits	\$64,144,841	--
2013-2015 Costs	\$31,767,218	\$27,982,065
2013-2015 Total Benefits*	\$176,208,977	\$121,810,803

* Preliminary

Under approved Plan there is \$3,785,154 available for 2015. It is estimated that this will last approximately 8 months based on current demand for services. An MTM is needed in order to provide services for the full year.

2013-2014: Efficient Neighborhoods+ ®



2014-2015: Costs this winter have continued to spark interest in the whole house program

Commercial New Construction Program

	Plan	Actual
2013 Incentive Costs	\$1,702,588	\$1,640,204
2013 Lifetime MWH	86,578	77,739
2014 Incentive Costs*	\$1,541,887	\$2,213,204
2014 Lifetime MWH*	77,419	140,511
2015 Incentive Costs	\$1,449,520	--
2015 Lifetime MWH	72,284	--
2013-2015 Incentive Costs	\$4,693,994	\$3,853,408
2013-2015 Lifetime MWH*	236,281	218,250

MTM driven by unanticipated growth of the Upstream Lighting initiative

* Preliminary

Under approved Plan there is \$840,586 available for 2015. Based on expected participation this is insufficient level of funding. An MTM is needed in order to provide services for the full year.

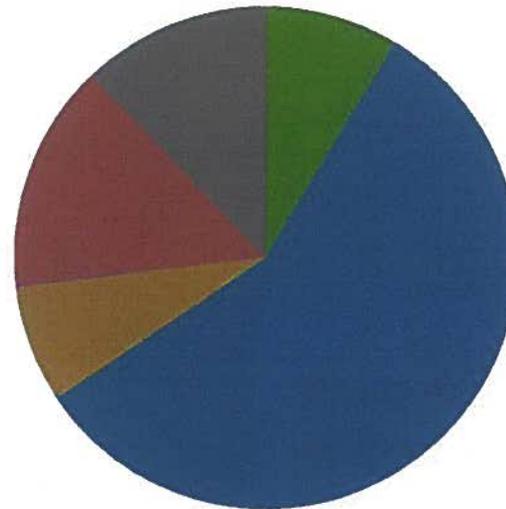
Residential HEAT Loan

	Plan	Actual
2013	\$300,000	\$737,870
2014	\$300,000	\$802,979
2015	\$300,000	--
2013-2015	\$900,000	\$1,540,849

There were 487 loans in 2013
There were 543 loans in 2014
There are 187 loans as of
2/1/15

MTM is needed to avoid shutting
down program

Completed Loans



- Central AC
- Heating Systems
- Hot Water Systems
- Pre-Weatherization
- Weatherization
- Windows

Sponsorships and DOER Assessment



- Marginally higher costs for sponsorships
- Cost consistency in 11-120A, Phase 2
- DOER Assessment

Bill Impacts

Rate Class	Bill Impact per Month
Residential Annual (R-1 – 584 kWh/month)	\$3.56
Low-Income - Res Assistance Annual (R-2 – 483 kWh/month)	\$0.15
Commercial Annual (G-1 – 2,396 kWh/month)	(\$0.10)

These impact assume that all other things are equal, but only these charges change.

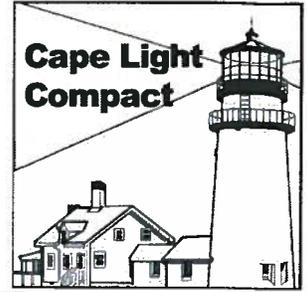
Motion to Submit MTM to the MA DPU for Approval



Proposed Motion

I move the Board approve the submission of the Compact's mid-term modification (MTM) to Massachusetts Department of Public Utilities for review and approval.

**Agenda Action Request
Cape Light Compact
Meeting Date: 4/8/2015**



- Aquinnah*
- Barnstable*
- Barnstable County*
- Bourne*
- Brewster*
- Chatham*
- Chilmark*
- Dennis*
- Dukes County*
- Eastham*
- Edgartown*
- Falmouth*
- Harwich*
- Mashpee*
- Oak Bluffs*
- Orleans*
- Provincetown*
- Sandwich*
- Tisbury*
- Truro*
- Wellfleet*
- West Tisbury*
- Yarmouth*

Ratify Actions of Treasurer

REQUESTED BY: Peter Cocolis

Proposed Motion(s)

I move the Board vote to ratify the actions of the Compact Treasurer relative to Compact contracts from January 1, 2015 through April 3, 2015.

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.

Additional Information

- **This motion is consistent with the Board's March 11, 2015 vote to establish a contract review process**

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition

2015 Budgeted (Based on 2015 EERF Update)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$1,325,253	\$561,582	\$13,138,943	\$2,139,448	\$542,285	\$17,707,510
1. Residential Whole House	\$ 969,829	\$ 164,360	\$ 9,870,183	\$ 733,538	\$ 443,713	\$ 12,181,622
Residential New Construction	\$ 49,683	\$ 21,115	\$ 250,000	\$ 100,729	\$ 10,320	\$ 431,846
Residential Multi-Family Retrofit	\$ 49,166	\$ 21,051	\$ 507,818	\$ 45,565	\$ 17,216	\$ 640,816
Residential Home Energy Services	\$ 870,981	\$ 122,194	\$ 9,087,865	\$ 497,743	\$ 416,176	\$ 10,994,960
Residential Behavior/Feedback	\$ -	\$ -	\$ 24,500	\$ 89,500	\$ -	\$ 114,000
2. Residential Products	\$ 260,305	\$ 150,037	\$ 3,208,760	\$ 457,410	\$ 87,182	\$ 4,163,694
Residential Cooling & Heating Equipment	\$ 72,624	\$ 16,938	\$ 1,450,000	\$ 112,992	\$ 31,520	\$ 1,684,074
Residential Lighting	\$ 141,314	\$ 97,392	\$ 1,508,760	\$ 194,739	\$ 41,796	\$ 1,984,001
Residential Consumer Products	\$ 46,367	\$ 35,707	\$ 250,000	\$ 149,679	\$ 13,867	\$ 495,620
3. Residential Hard-to-Measure	\$ 95,119	\$ 247,185	\$ 60,000	\$ 948,500	\$ 11,389	\$ 1,362,194
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 5,985	\$ -	\$ -	\$ -	\$ -	\$ 5,985
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 800,000	\$ -	\$ 800,000
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 133,500	\$ -	\$ 133,500
Residential R&D and Demonstration	\$ -	\$ -	\$ 60,000	\$ 15,000	\$ -	\$ 75,000
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000
Low-income (total)	\$383,665	\$96,629	\$2,991,907	\$877,139	\$66,711	\$4,416,050
4. Low-income Whole House	\$ 320,760	\$ 49,477	\$ 2,991,907	\$ 877,139	\$ 63,741	\$ 4,303,023
Low-income New Construction	\$ 4,946	\$ 609	\$ 100,000	\$ 1,566	\$ 2,261	\$ 109,381
Low-income Single Family Retrofit	\$ 265,945	\$ 42,731	\$ 2,484,009	\$ 663,070	\$ 48,853	\$ 3,504,607
Low-income Multi-Family Retrofit	\$ 49,869	\$ 6,138	\$ 407,898	\$ 212,503	\$ 12,627	\$ 689,035
5. Low-income Hard-to-Measure	\$ 62,905	\$ 47,152	\$ -	\$ -	\$ 2,970	\$ 113,027
Low-income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364
Low-income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228
Low-income Energy Affordability Network	\$ 44,647	\$ 26,788	\$ -	\$ -	\$ -	\$ 71,435
Commercial & Industrial (total)	\$1,091,459	\$264,939	\$7,410,257	\$1,022,901	\$591,310	\$10,380,867
6. C&I New Construction	\$ 214,427	\$ 51,990	\$ 1,325,295	\$ 237,329	\$ 134,101	\$ 1,962,543
C&I New Construction	\$ 214,427	\$ 51,990	\$ 1,325,295	\$ 237,329	\$ 134,101	\$ 1,962,543
7. C&I Retrofit	\$ 821,454	\$ 151,099	\$ 6,084,962	\$ 785,572	\$ 447,619	\$ 8,290,706
C&I Retrofit	\$ 383,357	\$ 72,181	\$ 2,289,921	\$ 326,778	\$ 173,475	\$ 3,245,711
C&I Direct Install	\$ 438,098	\$ 78,918	\$ 3,795,041	\$ 458,794	\$ 274,144	\$ 5,044,995
8. C&I Hard-to-Measure	\$ 55,577	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,618
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 5,040	\$ -	\$ -	\$ -	\$ -	\$ 5,040
GRAND TOTAL	\$2,800,377	\$923,150	\$23,541,107	\$4,039,487	\$1,200,306	\$32,504,427

2015 Actuals (January Through March)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$105,450	\$33,767	\$1,966,615	\$351,840	\$171,993	\$2,629,665
1. Residential Whole House	\$ 82,759	\$ 20,495	\$ 1,538,090	\$ 52,981	\$ 116,669	\$ 1,810,993
Residential New Construction	\$ 1,823	\$ 423	\$ 23,324	\$ 810	\$ 2,015	\$ 28,394
Residential Multi-Family Retrofit	\$ 2,625	\$ 609	\$ -	\$ 2,722	\$ 5,469	\$ 11,425
Residential Home Energy Services	\$ 78,311	\$ 19,463	\$ 1,514,766	\$ 49,449	\$ 109,185	\$ 1,771,174
Residential Behavior/Feedback	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 16,706	\$ 5,319	\$ 428,526	\$ 44,809	\$ 55,267	\$ 550,627
Residential Cooling & Heating Equipment	\$ 7,094	\$ 1,645	\$ 140,791	\$ 11,168	\$ 24,508	\$ 185,206
Residential Lighting	\$ 7,537	\$ 1,682	\$ 271,538	\$ 22,591	\$ 27,538	\$ 330,886
Residential Consumer Products	\$ 2,075	\$ 1,993	\$ 16,197	\$ 11,049	\$ 3,220	\$ 34,535
3. Residential Hard-to-Measure	\$ 5,985	\$ 7,953	\$ -	\$ 254,050	\$ 57	\$ 268,045
Residential Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ 57	\$ 57
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 5,985	\$ -	\$ -	\$ -	\$ -	\$ 5,985
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 252,995	\$ -	\$ 252,995
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 1,052	\$ -	\$ 1,052
Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ 3	\$ -	\$ 3
Residential Education	\$ -	\$ 7,953	\$ -	\$ -	\$ -	\$ 7,953
Low-income (total)	\$19,317	\$4,638	\$235,423	\$90,281	\$13,109	\$362,769
4. Low-income Whole House	\$ 19,317	\$ 4,638	\$ 235,423	\$ 90,281	\$ 13,094	\$ 362,754
Low-income New Construction	\$ 283	\$ 64	\$ -	\$ 61	\$ 669	\$ 1,076
Low-income Single Family Retrofit	\$ 16,412	\$ 3,985	\$ 204,357	\$ 83,731	\$ 9,267	\$ 317,751
Low-income Multi-Family Retrofit	\$ 2,623	\$ 590	\$ 31,067	\$ 6,489	\$ 3,158	\$ 43,926
5. Low-income Hard-to-Measure	\$ -	\$ -	\$ -	\$ -	\$ 15	\$ 15
Low-income Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Low-income DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ 15	\$ 15
Low-income Energy Affordability Network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial & Industrial (total)	\$89,129	\$19,199	\$835,680	\$81,872	\$151,892	\$1,177,773
6. C&I New Construction	\$ 27,425	\$ 6,353	\$ 8,636	\$ 37,519	\$ 36,445	\$ 116,378
C&I New Construction	\$ 27,425	\$ 6,353	\$ 8,636	\$ 37,519	\$ 36,445	\$ 116,378
7. C&I Retrofit	\$ 55,448	\$ 12,846	\$ 827,044	\$ 44,353	\$ 115,400	\$ 1,055,090
C&I Retrofit	\$ 13,714	\$ 3,177	\$ 759,973	\$ 17,145	\$ 43,079	\$ 837,088
C&I Direct Install	\$ 41,734	\$ 9,668	\$ 67,071	\$ 27,208	\$ 72,321	\$ 218,002
8. C&I Hard-to-Measure	\$ 6,257	\$ -	\$ -	\$ -	\$ 48	\$ 6,305
C&I Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ 48	\$ 48
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 6,257	\$ -	\$ -	\$ -	\$ -	\$ 6,257
GRAND TOTAL	\$213,896	\$57,604	\$3,037,719	\$523,994	\$336,994	\$4,170,206

5 Percent Variance

PA Costs	Total PA Costs
Residential (total)	14.9%
1. Residential Whole House	14.9%
Residential New Construction	6.6%
Residential Multi-Family Retrofit	1.8%
Residential Home Energy Services	16.1%
Residential Behavior/Feedback	0.0%
2. Residential Products	13.2%
Residential Cooling & Heating Equipment	11.0%
Residential Lighting	16.7%
Residential Consumer Products	7.0%
3. Residential Hard-to-Measure	19.7%
Residential Statewide Marketing	0.0%
Residential DOER Assessment	0.1%
Residential EEAC Consultants	0.0%
Residential Sponsorship & Subscriptions	100.0%
Residential HEAT Loan	31.6%
Residential Workforce Development	0.8%
Residential R&D and Demonstration	0.0%
Residential Education	6.4%
Low-income (total)	8.2%
4. Low-income Whole House	8.4%
Low-income New Construction	1.0%
Low-income Single Family Retrofit	9.1%
Low-income Multi-Family Retrofit	6.4%
5. Low-income Hard-to-Measure	0.0%
Low-income Statewide Marketing	0.0%
Low-income DOER Assessment	0.1%
Low-income Energy Affordability Network	0.0%
Commercial & Industrial (total)	11.3%
6. C&I New Construction	5.9%
C&I New Construction	5.9%
7. C&I Retrofit	12.7%
C&I Retrofit	25.8%
C&I Direct Install	4.3%
8. C&I Hard-to-Measure	4.9%
C&I Statewide Marketing	0.0%
C&I DOER Assessment	0.1%
C&I EEAC Consultants	0.0%
C&I Sponsorships & Subscriptions	124.1%
GRAND TOTAL	12.8%

Source: G:\14-001 Compact Efficiency 2014\2015 EERF\4. Master Cash Flow Model\Master Cash Flow Model (20141113).xslm

FOR 2015 10

	ORIGINAL APPROP	TRANFRS/ADJSMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED

00 CAPE LIGHT COMPACT							

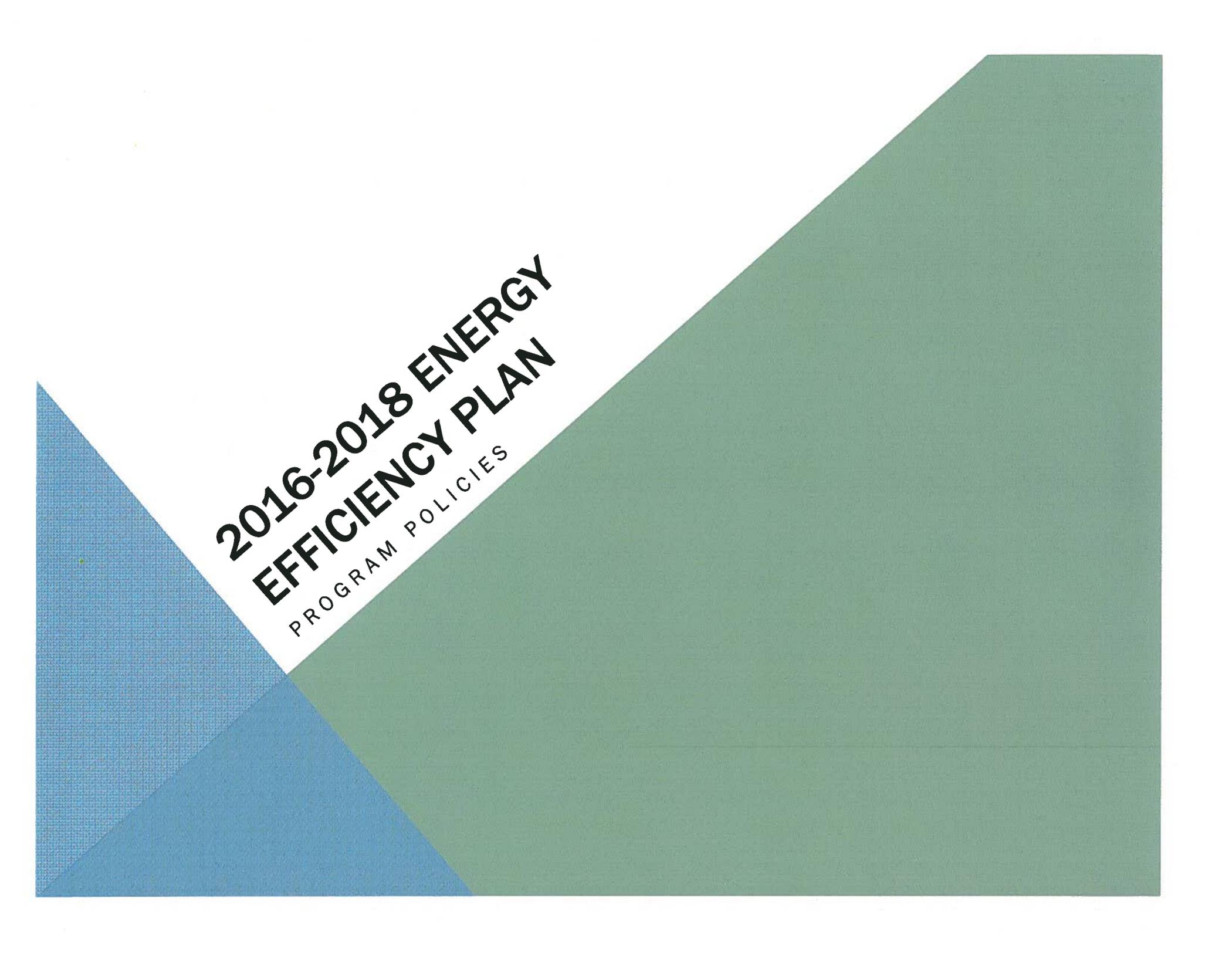
074 CAPE LIGHT COMPACT OPERTG FUND							

074 5100		CLC OPERTG FD-SALARIES					
	0.00	235,000.00	235,000.00	161,818.78	0.00	73,181.22	68.9%
074 5213		CLC OPERTG FD-TELEPHONES					
	0.00	3,000.00	3,000.00	0.00	0.00	3,000.00	.0%
074 5233		CLC OPERTG FD-AUDIT/ACCTG SVCS					
	0.00	7,000.00	7,000.00	1,750.00	0.00	5,250.00	25.0%
074 5235		CLC OPERTG FD-LEGAL SERVICES					
	0.00	430,302.00	430,302.00	283,573.66	0.00	146,728.34	65.9%
074 5238		CLC OPERTG FD-IT COUNTY SUPPRT					
	0.00	24,000.00	24,000.00	24,000.00	0.00	0.00	100.0%*
74 5239		CLC OPERTG FD-CONTRACTUAL					
	0.00	82,176.41	82,176.41	65,988.11	0.00	16,188.30	80.3%
74 5281		CLC OPERTG FD-OUTSTATE TRAVEL					
	0.00	6,000.00	6,000.00	936.51	0.00	5,063.49	15.6%
74 5282		CLC OPERTG FD-IN STATE TRAVEL					
	0.00	17,700.00	17,700.00	8,779.39	1,700.00	7,220.61	59.2%
74 5291		CLC OPERTG FD-ADVERTISING					
	0.00	31,500.00	31,500.00	26,289.17	200.00	5,010.83	84.1%*
74 5293		CLC OPER-OUTRCH/MARKETG CONTRC					
	0.00	67,865.00	67,865.00	64,415.00	3,125.00	325.00	99.5%*
74 5294		CLC OPERTG FD-FREIGHT/SHIPPG					
	0.00	250.00	250.00	165.61	0.00	84.39	66.2%
74 5295		CLC OPERTG FD-PRINTG/COPYG					
	0.00	8,126.65	8,126.65	4,774.50	2,005.53	1,346.62	83.4%*
74 5298		CLC OPERTG-LED ST LIGHTS-CONTR					
	0.00	135,871.45	135,871.45	29,758.14	0.00	106,113.31	21.9%
74 5320		CLC OPERTG FD-FOOD SUPPLIES					
	0.00	200.00	200.00	66.99	0.00	133.01	33.5%
74 5361		CLC OPERTG FD-POSTAGE					
	0.00	12,687.22	12,687.22	8,076.57	2,286.40	2,324.25	81.7%
74 5421		CLC OPERTG FD-SPONSORSHIPS					
	0.00	16,000.00	16,000.00	15,850.00	0.00	150.00	99.1%*
74 5429		CLC OPERTG FD-SUBSCRIPTIONS					
	0.00	2,500.00	2,500.00	2,326.00	0.00	174.00	93.0%*
74 5433		PUBLIC OFFICIALS INSURANCE					
	0.00	7,328.55	7,328.55	6,764.94	0.00	563.61	92.3%*
74 5463		CLC OPERTG FD-EQUIP RENTAL					
	0.00	4,950.00	4,950.00	0.00	0.00	4,950.00	.0%

FOR 2015 10

	ORIGINAL APPROP	TRANFRS/ADJSMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED
74 5469		CLC OPERTG FD-MISC RENTALS					
	0.00	50.00	50.00	50.00	0.00	0.00	100.0%*
74 5490		CLC OPERTG FD-CVEC MEMB CONTRB					
	0.00	403,455.00	403,455.00	403,455.00	0.00	0.00	100.0%*
74 5559		CLC OPERTG FD-COMPUTER EQUIP					
	0.00	1,441.86	1,441.86	1,441.86	0.00	0.00	100.0%*
74 5981		CLC OPERTG FD-RETIREMENT					
	0.00	35,000.00	35,000.00	35,000.00	0.00	0.00	100.0%*
74 5983		CLC OPERTG FD-GRP INSUR					
	0.00	21,000.00	21,000.00	17,966.14	0.00	3,033.86	85.6%*
74 5984		CLC OPERTG FD-MEDICARE					
	0.00	800.00	800.00	2,262.40	0.00	-1,462.40	282.8%*
	GRAND TOTAL						
	0.00	1,554,204.14	1,554,204.14	1,165,508.77	9,316.93	379,378.44	75.6%

** END OF REPORT - Generated by Maggie Downey **



**2016-2018 ENERGY
EFFICIENCY PLAN**
PROGRAM POLICIES

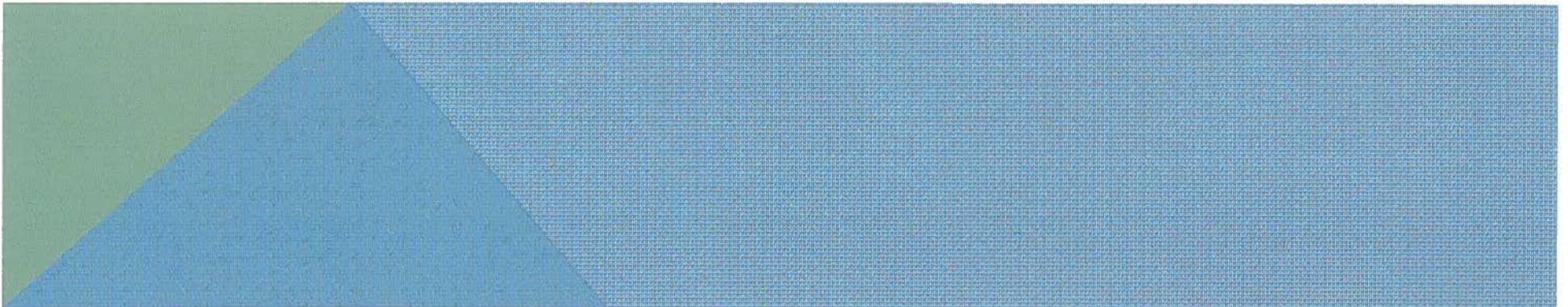
CONTINUE ENHANCED RESIDENTIAL OFFERINGS

Continue to offer enhanced incentives for target audiences

- Continue 75% of weatherization up to \$4,000 cap for weatherization services (instead of the statewide \$2,000) to avoid multiple contracts
- Continue 100% up to \$4,000 for:
 - Year-round renters who pay for their own utilities
 - Customers between 61-80% of state median income (up to 60% are already served in the income-eligible programs)
 - Municipal/government-owned and operated homes

Continue serving natural gas customers

- Because we have enhanced incentives (as noted above), natural gas customers would be allowed to benefit (along with all other customers)



CONTINUE ENHANCED RESIDENTIAL OFFERINGS

Reward condo associations for participation

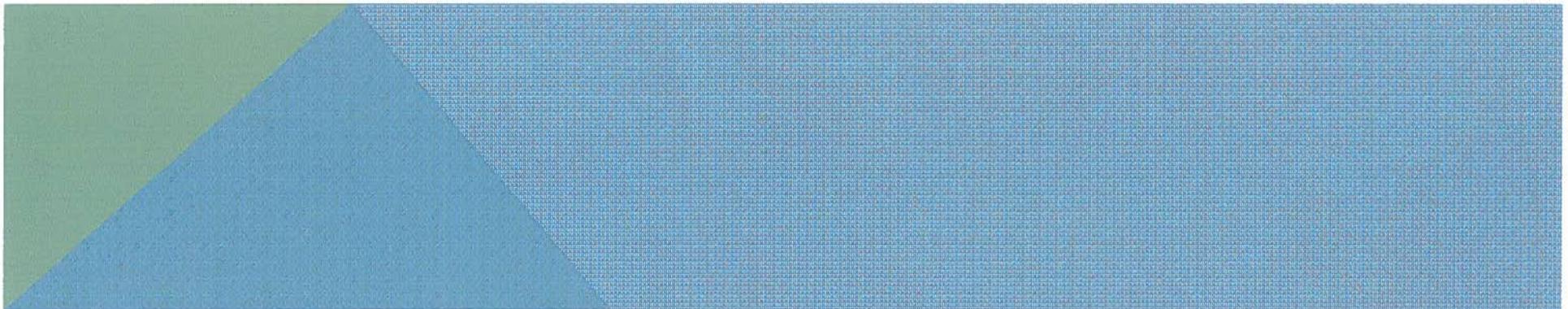
- Offer enhanced incentives where participation is high for the association

Continue Cape Light Compact-specific income verification for up to 60% of state median income

- Alternative path to fuel assistance, which can be limited by time

Continue creative marketing

- Continue offering green boxes, deal tips through Facebook, etc.



NEW OFFERINGS - RESIDENTIAL

Treat oil and propane facilities (regardless of type of meter)

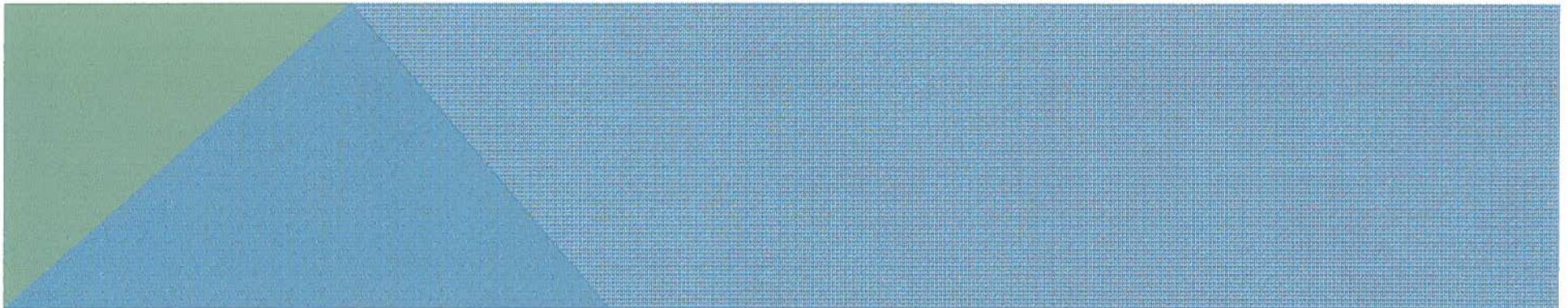
- Example: multi-family buildings are not served for oil and propane measures

Consider incentives for demand response

- Contingent upon time-varying rates or efforts with ISO

Customer engagement/Digital Platforms

- Statewide effort to increase more web-based or app-based solutions



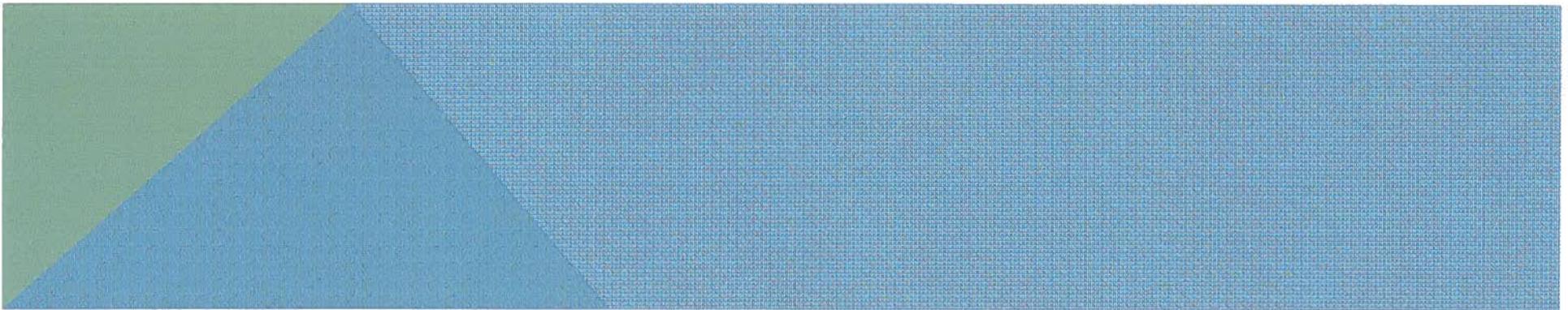
NEW OFFERINGS - RESIDENTIAL

HEAT Loan

- Expand eligibility to include small renewable distributed generation (PV and wind)
- Maintain loan program at “0%” interest or have a sliding scale based on income
- Create a HEAT Loan product for customers not eligible for traditional financing

Expand Income Eligibility for 100% incentive

- Currently customers between 61-80% of state median income
- Expand to serve customers between 61% and 120% of state median income



REVAMPING PAST EFFORTS - RESIDENTIAL

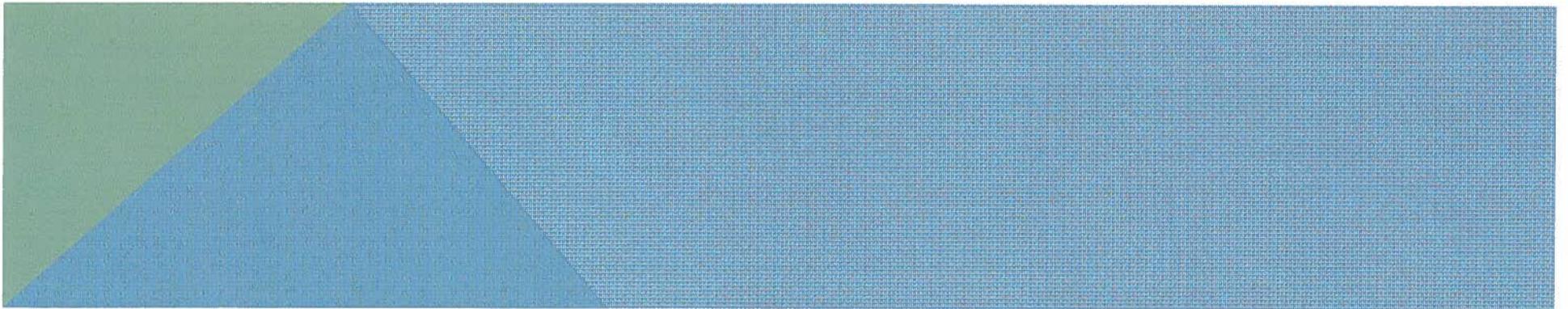
Explore Efficient Neighborhoods +® effort again?

- Look at geographic targeting versus offering in the entire Town

Consider giveaways at Town meetings – LED lamp

Seasonal customers

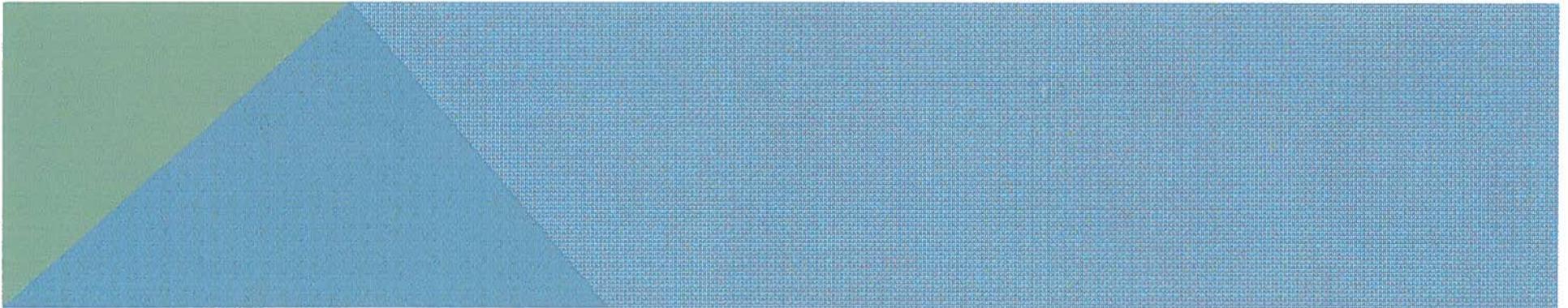
- Develop specific initiatives for seasonal customers



NEW OFFERINGS – COMMERCIAL & INDUSTRIAL

Program Offering for Non-Profit Customers

- Offer up to 100% incentive for all cost effective measures as determined by building type
- **Potential Parameters**
 - Must be a 501c(3) organization that promotes economic, social and or cultural development on Cape Cod or Martha's Vineyard
 - Must be operating for a minimum of 3 years
 - Must have an unrestricted annual operating revenue of no more than \$XX



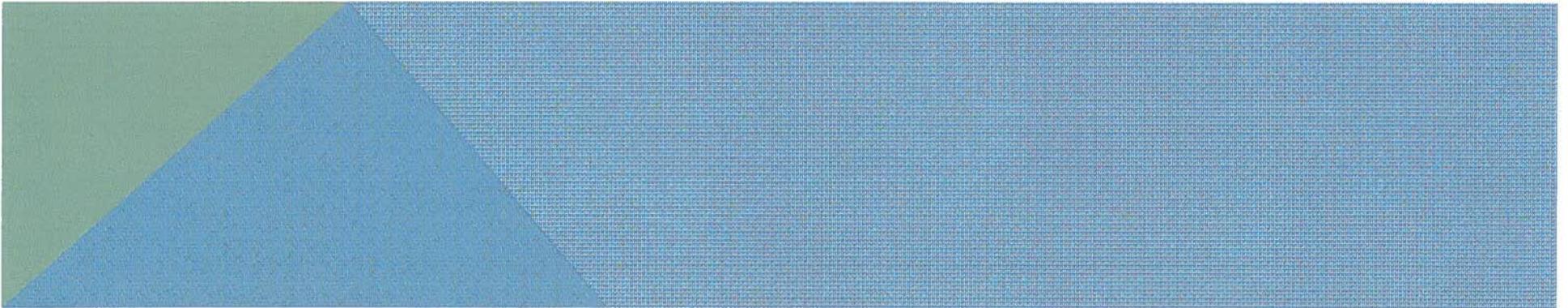
REVAMPING PAST EFFORTS – COMMERCIAL & INDUSTRIAL

Small commercial customers served with Business Energy Assessment (BEA) similar to residential Home Energy Assessment

- Expands measures available for customers
- Provides an energy assessment – report for customer

Municipal Service

- Separate staff lead
- Special incentives for greater cost coverage
- Possible tweak - Attach some requirements to certain 100% incentives to improve customer capabilities and insure greater savings persistence. Examples:
 - Requiring periodic training attendance for an EMS system
 - Commitment to a maintenance contract for certain equipment



NEXT STEPS

Staff will continue to review and prepare statewide 2016-2018 EEP

April 22nd - propose draft budget and savings goals to Compact Executive Committee

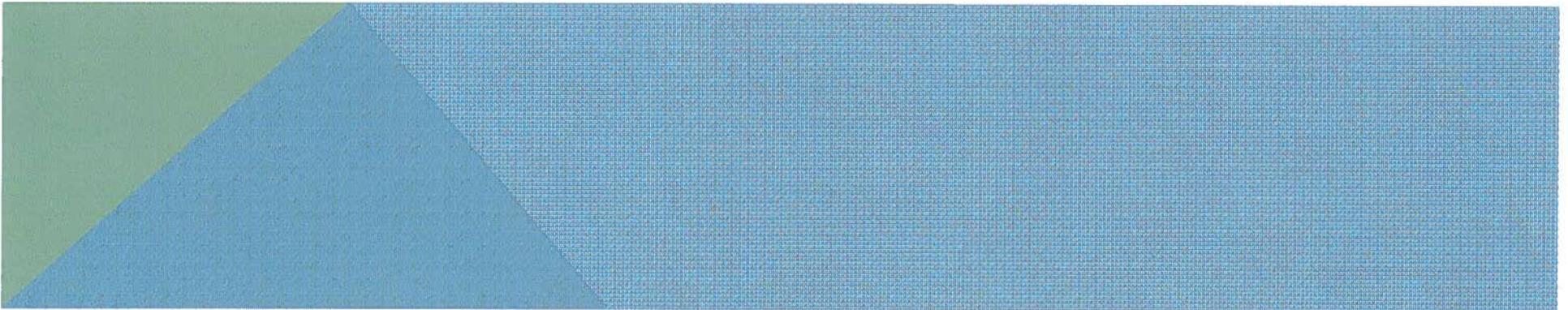
April 30th - file initial draft 2016-2018 EEP with the DPU

Late Spring and Summer - community outreach and dialogue on the 2016-2018 EEP

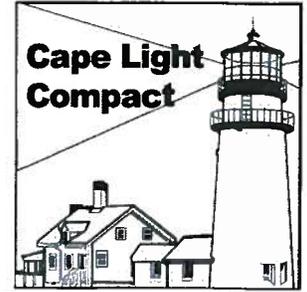
September Board meeting, Compact Board review and discuss 2016-2018 EEP

October Board meeting, Compact Board vote on 2016-2018 EEP

November 1st – file 2016-2018 EEP with the DPU



Agenda Action Request Cape Light Compact Meeting Date: 4/8/2015



PROPOSED INCENTIVE FOR UPPER CAPE COD REGIONAL TECHNICAL HIGH SCHOOL RETROFIT PROJECT

REQUESTED BY: Stephan Wollenburg

Proposed Motion(s)

1) I move the Board vote to approve an incentive of up to \$200,000 for the Upper Cape Cod Regional Technical High School project, located on Sandwich Road in Bourne. 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.

Additional Information

The Cape Light Compact Board reviews and approves incentives for individual municipal projects above \$150,000. The proposed motion is to approve an incentive level for the Upper Cape Tech Retrofit Project. Baker Engineering proposed the retrofitting HVAC systems with premium efficiency motors and variable speed drives, as well as installing a kitchen hood control system

The Project facts are summarized as follows:

- Total Project Cost: not to exceed \$200,000
- Total Annual kWh savings: 171,197
- Total Annual Therm savings: 6,339
- Payback Period without incentive: 8 years
- Benefit to cost ration: 1.5
- Total Customer Incentive: Not to exceed \$200,000

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition

- Aquinnah
- Barnstable
- Barnstable County
- Bourne
- Brewster
- Chatham
- Chilmark
- Dennis
- Dukes County
- Eastham
- Edgartown
- Falmouth
- Harwich
- Mashpee
- Oak Bluffs
- Orleans
- Provincetown
- Sandwich
- Tisbury
- Truro
- Wellfleet
- West Tisbury
- Yarmouth