

**Cape Light Compact JPE  
Governing Board  
Meeting Minutes  
Wednesday, January 8, 2025**

The Cape Light Compact JPE Board of Directors met on Wednesday, January 8, 2025, at 2:00 p.m. The meeting was held as a hybrid meeting (in-person and through remote participation) through a Zoom videoconference for members of the Board with audio call-in available for members of the public, pursuant to St. 2023, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to March 31, 2025.

**Participating In-Person Were:**

1. Robert Schofield, Executive Committee, Bourne
2. Brian Miner, Chatham
3. Tom McNellis, Eastham
4. Gary Senecal, Eastham Alternate
5. Valerie Bell, Harwich
6. Martin Culik, Chair/Executive Committee, Orleans
7. Suzanne Ryan-Ishkanian, Wellfleet

**Participating Remotely Were:**

1. David Anthony, Secretary/Executive Committee, Barnstable
2. Bill Doherty, Bourne Alternate
3. Colin Odell, Executive Committee, Brewster
4. Alan Strahler, Edgartown
5. Wayne Taylor, Mashpee
6. Nathaniel Mayo, Provincetown
7. Leanne Drake, Sandwich
8. Bob Higgins-Steele, Truro Alternate
9. Nicola Blake, Executive Committee, West Tisbury
10. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

**Absent Were:**

1. Forrest Filler, Aquinnah
2. Timothy Carroll, Chilmark
3. Brad Crowell, Dennis
4. Tristan Israel, Dukes County
5. Matthew Patrick, Falmouth
6. Peter Meleney, Oak Bluffs
7. Russ Hartenstine, Tisbury
8. Jarrod Cabral, Truro

**Legal Counsel Participating Remotely:**

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

**Staff Participation In-Person:**

Maggie Downey, Chief Administrative Officer  
Dan Schell, Senior Analyst - Retail and Demand Response

Jason Bertrand, Marketing & Communications Coordinator  
Kate Coleman, Outreach Specialist  
Mariel Marchand, Power Supply Planner

**Staff Participating Remotely:**

Angela Hurwitz, Senior IT Services & Data Management Analyst  
Anneliese Conklin, Data Services Coordinator  
Briana Kane, Implementation Manager  
David Botelho, Senior IT Services & Data Management Analyst  
David Maclellan, Senior Analyst  
Kim Grant, Town Energy Coordinator  
Laura Selmer, Energy Efficiency Analyst  
Lindsay Henderson, Senior Analyst – Small Business  
Margaret Song, Energy Efficiency Strategy and Policy Manager  
Miranda Skinner, Strategy and Regulatory Analyst  
Phil Moffitt, Chief Financial Officer  
Stephen McCloskey, Energy Efficiency Analyst  
Tatsiana Nickinello, Energy Efficiency Analyst

**Public Participants:**

None.

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

**Public Comment:**

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

**APPROVAL OF MINUTES:**

The Board considered the December 4, 2024, Open and Executive Session Meeting Minutes.

*Robert Schofield moved the Board to accept the minutes and to release them, seconded by Valerie Bell.*

Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (12-0-0)*

**Leanne Drake joined the meeting at 2:03pm.**

**ELECTIONS FOR 2025 OFFICERS, MAGGIE DOWNEY:**

Maggie Downey noted that nominations for the Compact’s Officers were still open and at the December Board meeting Martin Culik was nominated for the position of Chair, Joyce Flynn for Vice-Chair, David Anthony for Secretary, Valerie Silva for Treasurer, and Phil Moffitt for Business Officer. She asked whether there were any other nominations for these positions. No other nominations were made for the Compact’s Officer positions. Maggie closed the nominations and asked for a motion to elect the Compact’s Officers for 2025 as presented.

*Robert Schofield moved the entire slate of Martin Culik, Joyce Flynn, David Anthony, Valerie Silva, and Phil Moffitt for Compact Officers. Seconded by Tom McNellis.*

Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

**ELECTIONS FOR 2025 EXECUTIVE COMMITTEE MEMBERS, MAGGIE DOWNEY:**

Maggie Downey noted that the nominations for the Executive Committee were still open. She stated that the holder of Chair, Vice-Chair, Secretary, Colin Odell, Bob Schofield and Nicola Blake were nominated for Executive Committee Members at the December Board Meeting. She then asked whether there were any other nominations for the Executive Committee. Joyce Flynn nominated Tom McNellis, and it was seconded by Valerie Bell.

*Joyce Flynn moved the entire slate of Martin Culik, Joyce Flynn, David Anthony, Bob Higgins-Steele, Robert Schofield, Colin Odell, Nicola Blake, and Tom McNellis as the 2025 Executive Committee. Seconded by Valerie Bell.*

Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes

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

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

**PRESENTATION ON CAPE LIGHT COMPACT POWER SUPPLY OFFERING, MARIEL MARCHAND AND JASON BERTRAND:**

Mariel Marchand started to review the Power Supply Update: Customer Counts and Marketing PowerPoint. She stated that at the last Board Meeting, the Board asked about power supply customer counts and marketing efforts. The Board also asked about informing customers about delivery charges and competitive suppliers.

Mariel Marchand stated that there are over 209,000 electric customers on the Cape and Vineyard, and over 147,000 customers are on the Compact’s power supply rate. She stated that commercial customers are much more likely to sign a third-party competitive supply contract. They often like to know what their rate is for longer than three or six months and therefore, are unlikely to switch to the Compact’s supply. She stated for residential, there are about 48,000 customers not on the Compact’s power supply.

Mariel Marchand stated that the Compact has some resources on the website that provide information to customers on how to evaluate competitive supply offers. She stated that there is also information for customers on how to read their bill. There is information on all the different charges seen on a customer’s electric bill for both delivery and power supply.

Jason Bertrand continued to review the PowerPoint. He stated that the Compact’s current power supply marketing includes social media, newspaper ads, Select Board and Town Council meetings, press releases, and radio ads.

Jason Bertrand reviewed power supply marketing ideas. He stated that he broke them into three tiers: high cost, mid cost, and low cost. He stated for high-cost ideas there is direct mail which is about \$75,000 and TV advertising which is about \$40,000. For direct mail, it ensures that we reach every unenrolled customer, but it is expensive, a one-time touch, and would have to target every customer. He stated for TV advertising it conveys the most information because you get audio and visual. However, it is labor intensive.

Jason Bertrand stated for mid cost options there is additional radio, digital display advertising, and direct email. He stated that these would be a bit more doable. He stated that radio has always had a large reach, but it is impossible to target a specific group. He stated that the digital display advertising has the widest reach per dollar but conveys the least amount of information. He stated that direct email has a wider reach and higher engagement but is also difficult to target a specific audience.

Jason Bertran reviewed the low-cost options. He stated that for paid social media it is very cost effective and there are parameters that can be set to target certain audiences. He stated that the issue with social media is that it invites discussion which can cause confusion. He stated that another option is paid digital newsletters which

are affordable, high reach, and come from a trusted source, but working with a different organization's mailing list makes it difficult to target our specific audience.

Martin Culik asked if staff feel confident that the Compact's power supply rates will continue to be lower than the Eversource basic service rate. Mariel Marchand stated that we can't guarantee that it will. She stated that she is confident, but it is subject to the timing of the market. Maggie Downey stated that staff is looking for input from the Board on the level and type of marketing staff should pursue.

Tom McNellis asked who the target audience is, and Mariel Marchand stated that the target audience would be those on a competitive supply who selected a competitive supplier to get a low rate but that is no longer the case and the rate the customer is paying may be higher than the Compact's supply rate, but the customer is not aware of this. She stated that it is hard to target those customers.

Colin Odell stated that this is an economic business decision for the Compact. He stated that what matters is how many kilowatt hours are we losing a year that we are not getting the mil adder on. He stated that could tell us how much additional money, incremental money, we could get into our budget to afford the advertising and to afford the effort. He stated that therefore, he thinks the place we need to start is getting information from NextEra. Mariel Marchand stated that it is an interesting idea. She stated that staff can probably do some quick math based on average customer usage. She stated that we may have historical usage that we could look at and extrapolate to the larger.

Maggie Downey stated that we have some takeaways that we need to work on and come back and continue the discussion. She stated that staff can talk to NextEra and see if there are names and addresses of those who have opted out of the Compact's power supply for the Compact to do a direct mailing and look into the economics and usage data. As well as looking into the industry standard on what it costs to add a customer.

**Wayne Taylor joined the meeting at 3:15pm.**

**PRESENTATION ON CAPE LIGHT COMPACTS ENERGY EFFICIENCY AND DECARBONIZATION PROGRAM AND SERVICES AVAILABLE FOR CUSTOMERS, DAN SCHELL AND KATE COLEMAN:**

Dan Schell started reviewing the Financing and Energy Coaching Options: Energy Efficiency & Decarbonization Journey PowerPoint

Dan Schell stated that the Compact has three financing options now. He stated that the first is the Mass Save zero interest Heat Loan, and most people should be familiar with this loan. He stated that there have been some changes to the Heat Loan program. As of January 1<sup>st</sup>, the loan is capped at \$25,000 and the additional \$25,000 for electrification is no longer allowed. Fossil fuel equipment can no longer be financed through the Heat Loan. He stated that pending the Department of Public Utilities (DPU) approval there could be new income-based terms. The loan term would be 7-years, 5-years, and 3-years depending on the customer's income.

Dan Schell stated that the Compact also has the Cape & Vineyard Solar Loan. It is a loan to the Compact from USDA, Rural Utility Service (RUS), Rural Energy Savings Program (RESP), to administer low interest solar financing. He stated that the total funding is \$4.9 million with \$2.2M in first year. He stated that the Compact's program was launched on December 2, 2024, and the Compact received the USDA funds on December 26, 2024. The loans are serviced by Cape Cod 5 and applications receive a technical review by Self-Reliance. He stated that the interest rate is 2.75% for 10 years, and up to \$50,000. He is estimating that the Compact should be able to finance 50-80 projects for the first year depending on the average loan amount. He stated that there have been 16 applications to date, six that are currently under technical review, two missing information, two

ineligible, and six that are working with Cape Cod 5. Martin Culik asked if most of these were initiated through solar vendors. Dan Schell answered yes, he believes that many are using it as a sales technique.

Kate Coleman continued reviewing the PowerPoint. She stated that the last financing option available is the Energy Saver Home Loan that was created by MassHousing through the Massachusetts Community Climate Bank (MCCB). She stated that the loan is intended to help low- to moderate-income homeowners cut their energy use and reduce or eliminate their reliance on fossil fuels. It was launched in March 2024 and is Administered by MCCB, the loan is operated statewide by an Energy Service Provider (ESP), and regional Concierge Service Providers (CSPs). She stated that for Barnstable and Dukes County the Compact is the CSP. She stated that the MCCB and Abode determine the policies and operations of this loan, while CLC works on outreach and intake.

Kate Coleman stated that the Compact's 2025 Outreach Plan drafted in October 2024 was approved by MCCB in November. It focuses on working with organizations on Cape Cod, Martha's Vineyard, and Nantucket to host public presentations and provide educational materials. She stated that the Compact is working with libraries, community centers, councils on aging, newcomers' clubs, and other relevant non-profits. She stated that BayCoast Bank, BankFive, Bristol County Savings Bank, Cape Cod 5, and Avidia Bank are the participating lenders.

Kate Coleman stated that the loan range is \$10,000 to \$100,000 and the minimum credit score is 620 with a maximum debt-to-income (DTI) ratio of 50%. She stated that the homeowner must be owner occupant of either a single-family home or at least one unit in a 2-4 family home and this must be their primary residence. She stated that properties that are in a trust will be reviewed on a case-by-case basis. She stated that it is a 240-month term with the following structure: (1) the first 18 months is interest only and then the remainder of the payments are amortized, (2) borrowers up to 80% AMI receive a 0.50% interest rate and borrowers above 81% to 135% receive 2%, (3) borrowers are qualified at the full amortized rate, (4) rebates are not included, and (5) there are no pre-payment penalties and additional payments can be made as a single payment. Loans can be recast with a minimum principal payment of \$2,500 with no fee.

Kate Coleman stated that there have been 63 inquiries so far. She stated that 12 were referred to the Cape & Vineyard Solar Loan or Heat Loan. She stated that 12 applications have been approved to move forward and sent to work with Abode. She stated that two were found ineligible by Abode, five were given their decarbonization plans, four are in process with Adobe, and one was handed back and is working with lender.

Dan Schell stated this month the Compact is launching Compact staff energy coaching services. He stated that Kate Coleman is the energy coach and customers can set up a time to talk to her in person or virtually. He stated that this is for people who are unsure what their next steps should be. He stated that this should not be used in place of an assessment, calling the call center for general questions or to schedule an assessment or Heating and Cooling consultation.

Tom McNellis asked about the timeline of this program. Kate Coleman answered that right now it is about two to three months from inquiry to closing. She stated that the Compact is hoping to reduce that time. Right now, it seems the larger issue is finding a contractor who is participating in the program. She stated that hopefully as we expand the network, customers will get through the program quicker.

**DISCUSS DPU 24-15: REQUEST FOR INPUT ON DISCOUNT RATES FOR MODERATE INCOME CUSTOMERS, MAGGIE DOWNEY:**

Maggie Downey stated that the Department of Public Utilities (DPU) sent back questions on DPU 24-15, and she is looking for feedback from the Board. She stated that one of the questions is how the DPU should define eligible moderate-income customers. She stated that they are considering extending the discount rate or establishing a discount rate for moderate income customers. She stated that if any Board Members have any comments now, they can share them or they can email them to her over the next couple weeks. She stated that they are due on February 4<sup>th</sup>.

Bill Doherty stated that daycare expenses should be considered because you can't expect people to try to find gainful employment unless there's some sort of support for the expense of taking care of the kids. Valerie Bell stated that there should be a geographical aspect as well since the cost of living is different throughout Massachusetts. Martin Culik stated that if there are any more comments, to send to Maggie Downey before February 4<sup>th</sup>.

**Leanne Drake left the meeting at 3:48pm.**

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

#### **1. Update on Review and Release of Executive Session Minutes**

Maggie Downey stated that she has reviewed all sets of the unreleased and partially released executive session minutes, along with the Compact counsel, consistent with our protocol. She stated that they determined that the following sets of executive session minutes will continue to be withheld with partial redaction as warranted under the Open Meeting Law: March 10<sup>th</sup>, 2021, June 9<sup>th</sup>, 2021, September 29<sup>th</sup>, 2021, January 9<sup>th</sup>, 2019, October 8<sup>th</sup>, 2014, and August 14<sup>th</sup>, 2023. She stated that the December 13<sup>th</sup>, 2023, and July 10<sup>th</sup>, 2024, executive session minutes will be withheld in their entirety. She stated that their exemptions are either related to power supply strategy and or personnel matters. She stated that there were some that were released and the minutes on the Compact website are up to date.

#### **2. Quarterly Updates to Select Boards and Town Council**

Maggie Downey stated that Jason Bertrand sent out a quarterly report to the Board. The report was prepared for Board members to deliver as an update under public comment at their Select Board or Town Council meeting.

#### **3. Summary of 2024 Massachusetts Climate Law**

Maggie Downey stated that she will be sending a summary of the 2024 Massachusetts Climate Law to the Board. She stated that she just wanted the Board to be aware that she will be sending that out. If Board Members are able, they should present it to their Select Board or Town Council.

#### **4. Documents Sent to CLC Board via Email**

Maggie Downey stated that she sent two emails to the Board with a lot of documents to review. She stated that the only thing that needs to be returned to her is the Office of Attorney General Open Meeting Law Guide signed. She stated that all the documents are required to be distributed to the Board annually. She stated that the Board should also be receiving a conflict-of-interest training email from the State that needs to be completed online.

### **ADJOURNMENT:**

*Motion to adjourn made at 4:56 PM moved by Robert Schofield, seconded by Joyce Flynn.*

Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Respectfully submitted,

Tatsiana Nickinello

**LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice/Agenda
- December 4, 2024, Draft Open Session Meeting Minutes
- Power Supply Update: Customer Counts and Marketing PowerPoint
- Financing and Energy Coaching Options: Energy Efficiency & Decarbonization Journey PowerPoint