

Lighting The Way Forward

2018 Annual Report

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





Over the past year, Cape Light Compact (“CLC”) has continued to ensure that Cape and Vineyard residents and business are reducing their energy usage through our award-winning energy efficiency programs and that all our power supply customers have a safe, reliable, and renewable power supply. Over the course of the year, we helped our residential customers save 43 million kWh through our energy efficiency programs. We helped 1,929 businesses lower their energy usage and saved them 14,085,867 kWh on their electric bills.

In addition to implementing our 2018 programs we have been busy preparing for 2019 which marks the start of a new Three-Year Energy Efficiency Plan. This new plan will build upon the success of the Compact’s energy efficiency programs. Over the next three years, we will be looking to continue to offer customers rebates and incentives for cutting-edge energy efficient technology including smart thermostats, heat pump technology, and battery storage.

We also continue to evolve our power supply program. Last year, the Compact made the decision to become a green aggregation, meaning 2018

marked the first full year that 100% of our power supply customers’ usage was matched with Renewable Energy Certificates (RECs). In addition, we signed a Power Purchase Agreement with a solar facility being developed in Farmington, Maine to purchase energy RECs for the Compact’s green aggregation programs. We were able to take these steps towards investing in renewable energy all while keeping our rates competitive with the utility’s basic service.

As we look forward to 2019, we plan to expand on our success in 2018. In addition to our three-year energy efficiency plan, we will be looking at ways to allow our power supply customers to make further investments in local renewable energy projects. In the following pages, we hope to outline some additional highlights from the past year as well as a deeper dive into what 2019 holds for our programs. We look forward to continuing to work with each one of our customers through our energy efficiency and power supply programs.

Joyce Flynn
Chair, Cape Light Compact Governing Board

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261 Whites Path, Unit 4
South Yarmouth, MA 02664

800.797.6699 Energy Efficiency

800.381.9192 Power Supply

www.capelightcompact.org



2018 Board Members

Aquinnah	Michael Hebert
Barnstable	David Anthony (Secretary)
Barnstable	Peter Doyle (Alternate)
Bourne	Robert Schofield
Bourne	Thomas Guerino (Alternate)
Brewster	Colin Odell
Brewster	Mark Forest (Alternate)
Chatham	Peter Cocolis
Chatham	Jillian Goldsmith (Alternate)
Chilmark	Timothy Carroll
Dennis	Brad Crowell
Dukes County	Robert Hannemann
Eastham	Fred Fenlon
Edgartown	Paul Pimentel
Falmouth	Ron Zweig (Vice Chair)
Falmouth	Julian Suso
Harwich	Valerie Bell
Mashpee	Wayne Taylor
Oak Bluffs	Richard Toole
Orleans	Martin Culik
Orleans	Chris Galazzi (Alternate)
Provincetown	Thomas Donegan
Provincetown	Eric Larson (Alternate)
Sandwich	Leanne Drake
Tisbury	Kirk Metell
Tisbury	Jay Grande
Truro	Jarrod Cabral
Truro	Mark Farber (Alternate)
Wellfleet	Richard Elkin
Wellfleet	David Mead-Fox (Alternate)
West Tisbury	Sue Hruby
West Tisbury	Jen Rand (Alternate)
Yarmouth	Joyce Flynn (Chair)
Yarmouth	Daniel Knapik (Alternate)

Achievements in Energy Efficiency



Energy Efficiency By the Numbers

To Date

\$110,864,139

Total lifetime benefits realized by residential, C&I customers due to energy efficiency measures

507,473,930

Lifetime kWh savings from energy efficiency measures

\$43,400,675

Total funds reinvested by Cape Light Compact for energy efficiency measures

In 2018

221,721

Number of times residential and low-income customers participated in energy efficiency programs or received efficient products

1,929

Number of C&I customers who participated in energy efficiency programs or received efficient products

57,041,785

Total number of kWh saved by customers.
(42,955,918 by residential customers, and 14,085,867 kWh by C&I customers)

The number of kWh saved by customers in 2018 is equivalent to:



47,474

Acres of U.S. forest carbon sequestration in one year



4,538,894

Gallons of gasoline not consumed for energy



8,564

Number of equivalent cars removed from the road for one year

Achievements in Energy Efficiency

Green Communities



Since 2017, Cape Light Compact has supported Cape Cod and Martha's Vineyard towns with securing resources made available through the Massachusetts Green Communities Designation and Grant Program. This program, operated by the Massachusetts Department of Energy Resources (DOER), connects qualifying municipalities with educational, financial, and technical support to pursue energy efficiency and clean energy projects. The Compact is proud to announce that in May of 2018 – Orleans, Harwich, and Yarmouth – received Green Community designation.

To earn Green Communities designation, a municipality must meet five criteria; together these criteria demonstrate a commitment to advancing renewable energy development, reducing energy use, expanding the use of fuel-efficient vehicles, and minimizing the life-cycle cost of new homes and buildings. Once a municipality earns designation, it receives access to funding and technical guidance designed to accelerate the implementation of energy efficiency and clean energy projects.

The Compact has played a key, and continually evolving, role in helping interested towns across the Cape and Vineyard become involved in this program. For the six towns that were already Green Communities prior to 2018, the Compact has assisted with gathering and analyzing energy data, complying with annual reporting requirements, and applying for grants. These towns include Mashpee, Provincetown, Tisbury, Truro, Wellfleet, and West Tisbury.

The Compact recognizes the importance of this program in advancing energy efficiency and clean energy projects, in turn helping towns create more economically and environmentally sustainable communities. In the coming years, the Compact looks forward to continuing this work with local towns and DOER.

Customer and Community Highlights

Scott's Grove

Habitat for Humanity of Cape Cod



In 2018, Cape Light Compact had the honor of partnering with the Island Housing Trust of Martha's Vineyard on their Scott's Grove residential new construction project. The finished housing complex includes nine residential units, varying in size from one to three-bedrooms, all of which are occupied by income-qualified residents making 30% to 80% of area median income.

The Compact provided technical assistance and more than \$150,000 in incentives to the project, allowing the finished buildings to average a 40 HERS rating, with special efficiency features like: advanced framing allowing for higher R values in wall cavities and the roof, triple glazed high efficiency windows, cold climate heat pumps for heating and cooling, heat pump water heaters for domestic hot water, as well as energy recovery ventilation (ERV) to provide fresh air to living spaces without sacrificing space conditioning efficiency in the units.



The Compact also continued to provide funding in 2018 for solar photovoltaic (PV) systems on new homes built by Habitat for Humanity of Cape Cod. The Compact provided over \$169,000 in solar funding for homes in Brewster and Truro that were completed in 2018. Part of this funding was from a grant provided to the Compact by the Massachusetts Clean Energy Center for the purposes of installing solar on affordable housing.

These systems are expected to save the Habitat homeowners over 1.3 million kilowatt-hours of energy over the system's lifetime. The electricity produced by these systems will reduce or eliminate the owners' electric bills, and the Compact will use the solar incentives generated by the systems over time to fund more solar PV projects on affordable housing. This innovative revolving fund model maximizes the amount of funds available for these projects over time, allowing the Compact to continue providing funding support for solar PV on affordable housing.

Our partnerships with organizations like the Island Housing Trust and Habitat for Humanity of Cape Cod reflect our ongoing commitment to assist in ensuring that Cape and Vineyard customers have access to affordable and energy efficient housing.

Power Supply

First Full Year of Renewable Energy



In early 2017, Cape Light Compact became a green aggregation, meaning 2018 was the first full year that Cape Light Compact matched 100% of customers' electricity usage with renewable energy. To make this possible, the Compact's supplier purchases and retires renewable energy certificates (RECs) equal to our power supply customers' energy usage. RECs are the nationwide standard for making renewable energy claims and are key to the success of renewable energy in the U.S. Once a REC has been retired, it cannot be used again, therefore preventing double-counting. These RECs help to provide financial support for renewable energy generation projects such as wind and solar.

In order to ensure that these RECs contribute to the growth of renewable energy production, the Compact's supplier, NextEra, takes the revenue used to purchase the voluntary RECs and puts the money into a third-party administered trust called the EarthEra Renewable Energy Trust. This trust is dedicated to building new renewable energy projects in the U.S.

Additionally, under the contract that the Compact has negotiated with NextEra to serve the Compact's power supply customers, NextEra agreed to deposit their service fees into the EarthEra Trust, further aiding the Compact's efforts to support renewable energy through our power supply program. By the end of 2018, between the supplier's contribution and the EarthEra REC premium, Compact customers contributed approximately \$6 million to the EarthEra Trust. Most of these funds are being used to develop solar projects in Vermont and Maine.

Through our power supply program, the Compact is also supporting the development of a 77-megawatt solar facility in Farmington, Maine. This project, expected to be online in 2021, will supply a portion of the RECs and electricity that Compact power supply customers use through a 20-year power purchase agreement (PPA) with the Compact. This long-term PPA is the first of its kind for the Compact and marks a major milestone in CLC's support of renewable energy through its power supply program.

Even with these investments in the future of renewable energy, Cape Light Compact's power supply program has been able to remain price competitive with the utility's basic service. Since the Compact began providing 100% renewable energy in 2017, the Compact has had lower residential power supply pricing than Eversource over each of the four six-month pricing terms.

From a financial standpoint, the difference between the Compact's previous non-renewable power supply aggregation program and the new renewable program is about a tenth of a cent per kWh. This means that, for a minimal premium, Compact customers have made a significant impact on renewable energy development by participating in the Compact's power supply program. As we look to the future, we will be working to offer customers additional power supply product options that specifically support local renewable energy generation by matching customers' usage with local Massachusetts Class 1 RECs.

The Compact remains committed to providing its customers with a safe, cost-competitive power supply program that continues to support new renewable electricity generation.

2018 Power Supply Rates

All rates are cents per kWh and periods are based on that month's meter read date.

Residential



Dec. 2017 - Jun. 2018	12.800
Jun. 2018 - Dec. 2018	10.600



Commercial



Dec. 2017 - Jun. 2018	12.700
Jun. 2018 - Dec. 2018	11.075



Industrial



Dec. 2017 - Mar. 2018	12.000
Mar. 2018 - Jun. 2018	9.065
Jun. 2018 - Sept. 2018	10.274
Sept. 2018 - Dec. 2018	11.348



What Consumers Need To Know

Buying electricity can be challenging for the average customer to understand.

The Compact continues its efforts to educate customers about the key things to remember when considering a switch between electricity suppliers (the “Supply” or “Generation” portion of electric bill).

When electricity prices spike during the winter (due to natural gas pipeline constraints in the colder months when it is used for both heating homes and electricity production), customers often look for ways to reduce electricity costs. During this period, competitive electric suppliers market more aggressively through direct mail, phone solicitations and door-to-door. Unfortunately, some competitive suppliers take advantage of customers, misleading them about the true cost of the supply contract, the contract length, or the services they’re providing. To protect yourself from this kind of activity, here are three things you should do:



ALWAYS

ask for written information on what is being offered to you, so that you may review it without any pressure.



11001100110

NEVER

provide your Eversource electric account number before you have decided to sign a contract, as the supplier has the ability to switch your account to their supply if they have your account number.



NEVER

commit to a price or contract over the phone. Verbal offers are hard to enforce if the need arises later on, and may not provide you with all the terms & conditions of the contract you are about to enter into.



For more information, please visit WWW.CAPELIGHTCOMPACT.ORG/POWER-SUPPLY

Looking Ahead

Mass Save Collaboration

Throughout 2018, the Compact, as the Cape and Vineyard's local Mass Save sponsor, has been working diligently with the other Mass Save Program Administrators to prepare their next Three-Year Energy Efficiency Plan. This process allows the sponsors of Mass Save to build on the successes of the previous three years while reworking programs to better serve customers and to provide new offerings as energy efficient technology continues to evolve. Cape Light Compact and the other program sponsors have drafted a plan that will continue to encourage customers to save energy through energy efficiency. Some of the highlights of the programs include an online energy assessment, which will help customers gauge how efficient their residence may be prior to having an in-person Home Energy Assessment. The plan also expands the push to move towards cold climate heat pump (CCHP) technology, in particular, for customers still utilizing oil, propane, and electric resistance heat. CCHPs offer customers a more efficient way to heat their home that lessens their reliance on delivered fuels.



Cape and Vineyard Electrification

The Compact is also proposing the Cape and Vineyard Electrification offering, which will offer incentives for customers who currently have oil, propane, or electric resistance heat to pair solar photovoltaic with battery storage, and cold climate heat pumps. The pairing of these three technologies will help increase resilience in our communities, utilize the increasing amounts of renewable energy being developed in the region, and lower overall energy costs for customers.



Power Supply Options

In addition to the new Three-Year Plan, Cape Light Compact will be implementing new power supply options where customers can elect to have an additional 50% or 100% of their annual electricity usage matched with MA Class 1 RECs. These new options will allow customers to ensure that their RECs are from local New England projects, encouraging renewable energy development in our region.



Financial Statements

Combining Statement of Net Position By Program Year Ending December 31, 2018

ASSETS

Current Assets:

	Energy Efficiency	Power Supply Reserve	OPEB/ Pension Reserve Fund	Operating	Green Program	Total
Cash and Cash Equivalents	\$13,927,640	\$685,432	\$3,385,436	\$78,706	\$140,830	\$18,218,044
Receivables, Net of Allowance for Uncollectible Amounts:						
Energy Efficiency	552,258	-	-	-	-	552,258
Energy Efficiency Reconciliation Factor	3,807,066	-	-	-	-	3,807,066
Mil-Adder	-	70,864	-	-	-	70,864
Forward Capacity Market	622,824	-	-	-	-	622,824
Intergovernmental (RGGI)	292,197	-	-	-	-	292,197
Other	8,116	-	-	6,804	-	14,920
Prepaid Expenses	-	-	-	-	296,074	296,074
Other Assets	-	100,207	-	-	-	100,207
Total Current Assets	19,210,101	856,503	3,385,436	85,510	436,904	23,974,454

Noncurrent Assets:

Capital Assets Not Being Depreciated	462,558					462,558
Total Assets	19,672,659	856,503	3,385,436	85,510	436,904	24,437,012

Deferred Outflows:

Related to Pensions	742,775			73,460		816,235
Related to OPEB	133,521	-	-	12,549	-	146,070
Total Deferred Outflows	876,296	-	-	86,009	-	962,305

LIABILITIES

Current Liabilities:

Accounts Payable and Accrued Expenses	5,407,312	-	-	81,274	-	5,488,586
Accrued Payroll	53,083	-	-	4,310	-	57,393
Compensated Absences, Current	8,927	-	-	498	-	9,425
Total Current Liabilities	5,469,322	-	-	86,082	-	5,555,404

Noncurrent Liabilities:

Compensated Absences, Net of Current	80,346	-	-	4,485	-	84,831
Total OPEB Liability	1,606,044	-	-	210,636	-	1,816,680
Net Pension Liability	2,913,892	-	-	288,182	-	3,202,074
Total Noncurrent Liabilities	4,600,282	-	-	503,303	-	5,103,585
Total Liabilities	10,069,604	-	-	589,385	-	10,658,989

Deferred Inflows:

Related to Pensions	341,389			33,763		375,152
Related to OPEB	143,005			13,441		156,446
Total Deferred Inflows	484,394	-	-	47,204	-	531,598

Net Position

Net Investment in Capital Assets	462,558	-	-	-	-	562,558
Unrestricted	9,532,399	856,503	3,385,436	(465,070)	436,904	13,746,172

Total Net Position

	\$9,994,957	\$856,503	\$3,385,436	\$(465,070)	\$436,904	\$14,208,730
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Combining Statement of Revenues, Expenses and Change in Net
Position by Program Year Ending in December 2017

	Energy Efficiency	Power Supply Reserve	OPEB/ Pension Reserve Fund	Operating	Green / Solar Program	Eliminations	Total
OPERATING REVENUES							
Energy Efficiency	\$ 5,030,314	\$ -	-	\$ -	\$ -	\$ -	\$ 4,824,129
Energy Efficiency Reconciliation Factor	25,352,106	-	-	-	-	-	25,352,106
Mil-Adder	-	938,601	-	-	-	-	938,601
Intergovernmental (RGGI)	774,236	-	-	-	-	-	774,236
Intergovernmental (Other)	-	-	-	14,382	198,520	-	212,902
Other	-	5,000	-	587	-	-	5,587
Total Operating Revenues	31,156,656	943,601	-	14,969	198,520	-	32,313,746
OPERATING EXPENSES							
Salaries and Benefits (Excluding Pension and OPEB)	1,605,949	-	-	152,456	-	-	1,758,405
Pension and OPEB	702,181	-	-	(213,361)	-	-	488,820
Energy Efficiency Programs							
Residential Programs	26,165,134	-	-	-	-	-	26,165,134
Low Income Programs	2,438,845	-	-	-	-	-	2,438,845
Commercial and Industrial Programs	8,005,609	-	-	-	-	-	8,005,609
Other Programs	739,209	-	-	-	-	-	739,209
Legal and Related Consulting Services	709,705	-	-	294,426	-	-	1,004,131
Other Professional Services	31,463	-	-	9,762	-	-	41,225
Marketing	195,439	-	-	22,297	-	-	217,736
Other Operating	343,876	-	-	344,192	-	-	688,068
Depreciation	147,880	-	-	-	-	-	147,880
Total Operating Expenses	41,085,290	-	-	609,772	-	-	41,695,062
Operating Income (Loss)	9,928,634	943,601	-	(594,803)	198,520	-	(9,381,316)
NONOPERATING REVENUES (EXPENSES)							
Forward Capacity Market	5,878,697	-	-	-	-	-	5,878,697
Renewable Energy Certificates	-	-	-	-	15,398	-	15,398
Investment Income	120,693	11,563	1,560	4,815	-	-	138,631
Total Nonoperating Revenues (Expenses), Net	5,999,390	11,563	1,560	4,815	15,398	-	6,032,726
Income (Loss) Before Transfers	(3,929,244)	955,164	1,560	(589,988)	213,918	-	(3,348,590)
TRANSFERS							
Transfers In	-	78,460	2,343,876	901,085	50,913	(3,374,334)	-
Transfers Out	(2,331,476)	(951,998)	-	90,860	-	3,374,334	-
Total Transfers	(2,331,476)	(873,538)	2,343,876	810,225	50,913	-	-
CHANGE IN NET POSITION							
Net Position - Beginning of Year	(6,260,720)	81,626	2,345,436	220,237	264,831	-	(3,348,590)
NET POSITION (DEFICIT) - EOY							
	\$ 9,994,957	\$ 856,503	\$ 3,385,436	\$ (465,070)	\$ 436,904	\$ -	\$ 14,208,730

Cape Light Compact Staff



Maggie Downey

Compact
Administrator



Austin Brandt

Power Supply
Planner



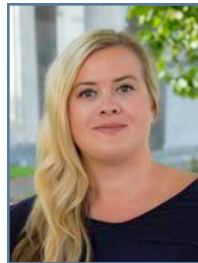
Phil Moffitt

Residential Program
Manager



Margaret Song

Commercial & Industrial
Program Manager



Briana Kane

Planning &
Evaluation Manager



Matthew Dudley

Senior Analyst



Gail Azulay

Senior Analyst



Meredith Miller

Senior Analyst



Lindsay Henderson

Senior Analyst



David Botelho

Data Analyst



Anneliese Conkin

Customer Service
Coordinator



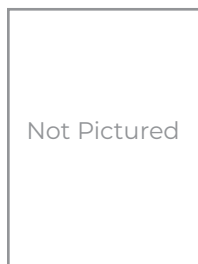
Daniel Schell

Marketing &
Communications
Coordinator



Melissa Allard

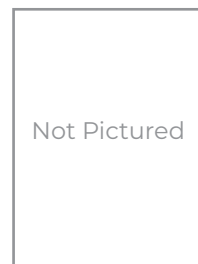
Senior
Administrative
Coordinator



Not Pictured

Joanne Nelson

Comptroller,
Business Officer



Not Pictured

Kathy Stoffle

Customer Service
Coordinator

Frequently Asked Questions

What is the Cape Light Compact?

The Compact is an award-winning energy services organization formed in 1997. It is operated by an intergovernmental organization authorized by votes of town meeting, boards of selectmen, town council and county commissioners. The Compact consists of 21 towns and Dukes County and serves 200,000 customers on the Cape and Martha's Vineyard. As the first municipal aggregation program of its kind, the Compact has served as a model for hundreds of similar organizations across the country.

What are the Cape Light Compact's goals?

The goals set out in the Intergovernmental Agreement approved by town meetings, local boards, and county commissioners in 1997 and 1998, include development of energy efficiency, consumer advocacy, renewable energy, and competitive power supply. These same goals are outlined in the Compact Aggregation Plan approved by the Massachusetts Department of Public Utilities in 2000.

What services does the Cape Light Compact provide?

The Compact operates an energy efficiency program, provides effective consumer advocacy, supports renewable energy efforts, and contracts for competitive power supply for the region. Monthly bills for services are issued by Eversource which owns the region's distribution system and conducts metering and billing. Charges for the Compact's power supplier are identified and included on those bills.



Testimonials

"I am so much more comfortable in my home and CLC selected the right contractors for the job. The guys were awesome."

-June from Harwich

"It was easy to participate; I was able to have the assessment and sign the contract to have work done all in the same day. Also, everyone was on time and very efficient."

-Kathleen from Brewster

"Cape Light Compact is great and we have recommended you to everyone. Nauset Insulation did the insulation work that was recommended through the energy assessment and we couldn't be happier!"

-Tom & Lynne from Brewster

How does a consumer receive services from the Compact?

All new electric consumers are automatically enrolled in the Cape Light Compact power supply program. Consumers are also free to "opt-out" of this automatic enrollment and contract for their own power supply. Those who wish to return to the Compact's supply may do so but depending on market conditions, may be placed on a different rate form than being charged to other Compact customers. All electric consumers are eligible for energy efficiency services regardless of whether they receive the Compact power supply.

What does the Compact do to advocate for consumers?

The Compact participates at the state level in matters critical to our region's consumers. Decisions made by legislators or state regulators can have far-reaching impacts on what consumers pay for electricity. With the support of technical and legal consultants the Compact has successfully won the return of more than \$25 million to the region's consumers, and avoided millions more in costs. Building on this effort, the Compact has succeeded in preventing more than \$10 million in charges from being added to residential consumer delivery charges on monthly bills.

How is the Compact governed?

The Compact's Governing Board is made up of one representative appointed by each of the member municipalities and one county. The Compact Governing Board, and through them the towns and counties, are responsible for establishment of policies and oversight of Compact budgets. The Compact programs are also subject to oversight by various regulatory bodies such as the Massachusetts Department of Public Utilities and the Department of Energy Resources. All Governing Board meetings are open to the public.

How is the Compact funded?

The Compact's Energy Efficiency program is funded primarily through a state-mandated energy efficiency charge paid by all electric customers, as well as by additional state-approved distribution charges. The power supply and consumer advocacy programs are funded by an operational charge of up to one-tenth of one cent per kilowatt hour (\$0.001) for Compact power supply customers. This adder is part of the power supply price paid on customer monthly bills. The use of the adder was included in the Compact's original Aggregation Plan approved in August 2000.

Who oversees the Cape Light Compact's budget?

The staff and Governing Board have direct oversight of the budget. The Massachusetts Department of Public Utilities also reviews energy efficiency budgets. Although it is not required, the Compact also files each of its power supply contracts with the Department of Public Utilities.

"We have an old Victorian home and had a lot of work done on the house. Participation in the program is a no brainer, and we couldn't have been happier with the whole process."

-Chuck from Harwich

"When we initially started the energy audit through the Cape Light Compact we did not fully understand the extent of the savings, in both energy use and money, as well as how easy the process would be. With the incentives offered and significant upgrade to our lighting system the savings we are going to have over the next year will almost cover our entire cost of the project. This was a great opportunity to go more "green" at Liberty Commons and to improve the quality of our lighting for our patients and staff as well. Over the years, some areas never seemed as bright as we would have liked, and now that the work is almost complete the difference is staggering. The savings, ease of the process, great work by RISE Engineering, and improvement in our facilities lighting made this move an all-around big win for Liberty Commons."

-Bill Bogdanovich,
President and CEO of Broad Reach Healthcare

How are public records made available?

The Compact has focused on making all public documents available. Documents regarding meetings, budgets, policy and other matters are posted on the Compact website. Updates are regularly provided to the towns and the media. Copies of documents may also be requested through a formal state-approved document request process. The Compact complies with state law regarding fees associated with the compilation and preparation of requested information.

How do I get a copy of the Cape Light Compact's Power Supply Contract so I can see the terms of service?

The contracts are posted online at www.capelightcompact.org/power-supply. Scroll down the page and click on the residential or commercial contract you wish to view.

Where can I find the most current power supply prices?

The Compact's most recent power supply prices can be found on the Compact web site at www.capelightcompact.org/power-supply.



Cape Light Compact JPE
261 Whites Path, Unit 4
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