



# Cape Light Compact

Annual Report  
2014

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

*Working Together Toward A Smarter Energy Future*

# Letter from the Chair

## TOGETHER WE CAN SHAPE OUR FUTURE

This year's annual report offers a good look at how we are engaged with our communities and consumers. In addition to the Compact's day-to-day work, the staff, board members and our local energy committees dedicated significant time during 2014 to public events, business and social organizations, and our schools. The focus of many of the discussions was on the benefits of energy efficiency, which is the cornerstone of our regional energy program. (See the Energy Efficiency, Customer Highlights, and Energy Education sections as well as Consumer Advocacy.)

We also held discussions with consumers and local officials concerning revisions to our Municipal Aggregation Plan. As the first municipal aggregator in the country, the Compact has set an example nationally and regionally. In the last few years, several dozen municipalities across the state have applied to create programs similar to the Compact. As the Massachusetts Department of Public Utilities (DPU) weighed those applications, it requested that the Compact review and make any desired updates to the Compact's original (2000) aggregation plan. From late 2013 onward, the Compact board and staff focused on gathering community feedback and keeping the public abreast of the multi-step DPU proceeding. The Compact received full DPU approval of the updates in spring 2015.

2014 was newsworthy for the Compact's work in other respects as well. The changeout of more than 15,700 streetlights to high-efficiency Light Emitting Diode (LED) lights will save our communities more than \$870,000 annually. Several of our schools and students were recognized with state and national energy awards. The Falmouth Ice Arena undertook state-of-the-art improvements to become one of the most energy efficient ice-skating facilities in the nation and won a regional award. And our Basic Service electric prices were lower than NSTAR's for the first eleven months of the year.

All of this demonstrates how the Compact's 21 towns and two counties collaboratively leverage their combined strengths to offer competitive programs and to advocate for the unique energy needs of our coastal community.

We have much to be proud of, but the Compact won't be resting on its laurels. Changes coming to the electric industry will affect all of us. Issues such as grid modernization will require thoughtful policies and hard work. In 2015, we look forward to conversations with our communities, the utilities, and governmental agencies about more efficient delivery of electricity—and better opportunities for consumers to reduce consumption and supply their own power.

The Compact Governing Board and staff feel privileged to do this work on behalf of the people of Cape Cod and Martha's Vineyard.

*Joyce Flynn*

*Chair, Cape Light Compact Governing Board*

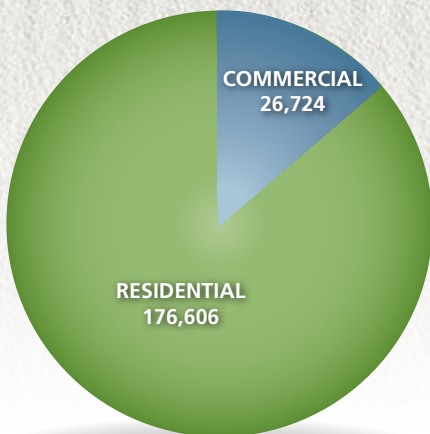


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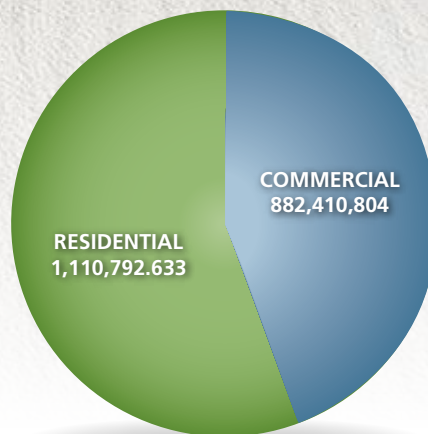
## 2014 Facts at a Glance

**Number of Electric Customers**  
in the 21 Member Towns



**Total: 203,330**

**Kilowatt-hours (kWh)**  
used in 2014  
in the 21 Member Towns



**Total: 1,993,203,437**

The Cape Light Compact is an award-winning energy services organization operated by the 21 towns and two counties on Cape Cod and Martha's Vineyard.

The Compact's mission is to serve its 200,000 customers through the delivery of proven energy efficiency programs, effective consumer advocacy, competitive electricity supply and green power options.



# INNOVATION & ACHIEVEMENT

## Bright Lights, Big Changes for 2014



LED streetlight installation in Brewster

Night on Cape Cod and Martha's Vineyard might never be the same. From January to June, more than 15,700 Light Emitting Diode (LED) streetlights were installed to replace existing municipal streetlight fixtures in 19 towns and four Fire Districts across the Cape and Vineyard. The new lights provide high-quality lighting, use 70 percent less energy, and last significantly longer than the dominant predecessor technology, high-pressure sodium lamps. Initial reports were that the past winter's frequently dark and stormy nights became much brighter and safer at key intersections. And from a small plane, you now see a lot less light pollution beaming skyward, which means improved stargazing for all of us.

Both the scale and approach of the LED Streetlight project reflect the Compact's forward-looking goals of achieving energy savings while making improvements for the benefit of all of its customers. The LEDs are expected to save the towns more than \$870,000 annually on their electric and maintenance bills, a key incentive for anyone mindful of municipal budget challenges. Funds for the project were approved as part of the Compact's 2013-2015 Three Year Energy Efficiency Plan.

Edgartown before and after LED streetlight installation



All of the Compact's customers benefit from this project. It delivers savings for municipal budgets, better roadway lighting, less frequent streetlight outages and less need for maintenance, safer roads, and a reduction of pollution from generating plants. Until the next generation of lighting technology emerges, the LEDs will mark a major innovation and achievement region-wide.

Oak Bluffs LED streetlight installation



# ENERGY EFFICIENCY

## Saving Energy and Money

More efficient light bulbs, dehumidifiers, water heaters, heating and cooling systems, added insulation, programmable thermostats, occupancy sensors: these are a few of the essential building blocks for energy efficiency. Every year, as more people and businesses take advantage of such building blocks, the amount of energy efficiency benefits accruing on the Cape and Vineyard grows and deepens.

In 2014, the Compact passed the \$600 million dollar mark for lifetime economic benefits to be gained from efficiency measures installed since 2001. In 2014 alone, \$36,757,137 was reinvested for efficiency measures that are expected to save 494,299,000 kilowatt-hours and produce \$139,045,935 in lifetime economic benefits. One piece at a time, energy efficiency is helping to establish the foundation for a new future.

As part of its on-going work to help people save energy and money, Compact staff mounted a special “Chill Your Bill” campaign in the fall. The campaign was aimed at helping consumers who would be hard hit by the winter spike in electric prices. Information was broadcast and posted online and nineteen public meetings were held to promote awareness of opportunities for energy improvements in homes and businesses.

Board members and town energy committees took part in the campaign. This type of grassroots engagement is what the Compact takes pride in being able to offer to its consumers.

Posters distributed to town halls were part of the consumer education campaign.



## By the Numbers

Below is a summary of facts on participation in the Compact's energy efficiency programs by residential and business consumers in 2014.

### Residential

- ❖ Number of residential customers who participated: 5,992 (including low-income customers) in the “Whole House” programs. A larger group purchased or received 82,645 residential energy efficient products, such as: lighting, appliances and heating and cooling equipment.
- ❖ Total estimated annual kWh saved: 17,563,000 kWh
- ❖ Total estimated lifetime kWh savings: 171,575,000 kWh
- ❖ Total estimate lifetime \$ savings: \$22,451,289 (energy and capacity only)
- ❖ Total environmental savings: Annual greenhouse gas emissions savings equivalent to taking 2,550 passenger vehicles or passenger cars off the road, eliminating CO<sub>2</sub> emissions from 1,362,730 gallons of gasoline

### Commercial & Industrial Consumers

- ❖ Number of commercial customers who participated: 2,101
- ❖ Total estimated annual kWh saved: 32,827,000
- ❖ Total estimated lifetime kWh savings: 322,724,000
- ❖ Total estimated lifetime \$ savings: \$43,696,848 (energy and capacity only)
- ❖ Total environmental savings: Annual greenhouse gas emissions savings equivalent to taking 4,765 passenger vehicle or passenger cars off the road, or eliminating CO<sub>2</sub> emissions from 2,547,079 gallons of gasoline.

# CUSTOMER HIGHLIGHTS

## Innovation and Training

Dennis-Yarmouth School District Facilities Manager Sandra Cashen took part in building management training funded by the Compact and subsequently found the source of costly problems plaguing existing equipment. Resolving these issues will save the District energy, money and time, and will increase comfort for both students and staff. Sandra Cashen's innovation and dedication to pursuing a broad array of energy efficiency projects has helped to earn all of her school buildings an ENERGY STAR® rating.

## An Award Nominee

The Wampanoag Community and Government Center is a state-of-the-art 46,000 square foot hub of activity for the tribe. The Tribe received a rebate of \$72,795 for meeting all 13 of the Compact's criteria for designing an advanced energy efficiency building through the New Buildings Institute Advanced Building Program. In addition, the tribe was nominated for a regional award for its visionary work to make the Center a showcase for energy efficiency. Other notable new building projects in 2014 included the Cape Cod Church and the much-publicized Monomoy Regional High School.



Monomoy Regional High School

## A Region-wide Effort

The Compact completed the installation of more than 15,700 LED lights through its Streetlight Retrofit Initiative. The initiative covered 19 towns and four fire districts (see page 2) in a region-wide effort to convert municipally-owned streetlights to the higher efficiency technology in collaboration with its member towns.

## Testing New Approaches

The Compact began testing a program delivery model specifically geared toward grocery businesses. Three independent grocers agreed to work with the Compact and industry experts to identify comprehensive suites of efficiency measures unique to this sector

that would be both cost-effective and have a positive impact on the operation of their stores and their bottom line. An expanded effort is in development.

## Community Campaigns

Activity continued for the Main Streets initiative in three additional Cape and Vineyard towns in 2014 – Oak Bluffs, Chatham and Falmouth. The results of all three towns showed that the focused roll out of efficiency services in concentrated small retail districts can yield high rates of customer participation and additional savings at very competitive delivery costs. Towns, businesses and the Compact worked together in a visibly focused campaign to augment ongoing program delivery offerings.



Main Street, Falmouth

## Customers Big and Small:

By far the majority of commercial program participants in 2014 were small businesses — retail shops, convenience stores, real estate offices, churches, small restaurants, motels, and others — reflecting our regional demographics. But commercial customers of *all* sizes participated in the Compact's programs, including a number of the largest commercial accounts on Cape Cod. The Cape Cod Mall changed out all of its parking lot lighting to LEDs, joining a number of businesses in the move to the newer technology. One of our largest supermarket chains undertook custom HVAC projects, in addition to other efficiency efforts, at its multiple Cape Cod stores. Two of the major research institutions on Cape Cod, Woods Hole Oceanographic Institution (WHOI) and the Marine Biological Laboratory (MBL), undertook energy management system projects. Both Falmouth and Cape Cod Hospital made energy efficiency improvements in 2014, as did Tony Kent Arena, Otis Air Force Base, Cape Cod Community College and the Upper Cape Tech School in Bourne. Cape Light Compact is proud to be a part of each of these efforts.



# ENERGY EDUCATION

An Energy Carnival is a bright and exciting event that draws in students and teachers alike with an array of exhibits. This year, the Compact's Energy Education program supported 15 Energy Carnivals that reached more than 4,000 students and 200 teachers. Through events, trainings, presentations, and classroom support, the Education program maintains a busy year-round schedule with teachers and students in each of the region's communities. The goal is to encourage the development of a deeper and broader understanding of energy science. This includes energy conservation and renewable and efficiency technologies and practices to move our region toward a more energy-literate society.

From 2002 to December 2014, the Energy Education program has reached teachers and students in every town of the Cape and Vineyard through K-12 public and private schools, the Community College, Vocational Technical Schools, informal education programs and home school networks. Public schools have utilized the Compact's education outreach program to meet their state-mandated goals outlined in the state frameworks science standards. Many education programs have also moved toward adopting energy education into their yearly scope of classroom activities.

For the high quality of its work, the Compact's Education program has been recognized with national and state awards each of the past eleven years.

More importantly, the work taken on by the students has consistently been notable. Cape and Vineyard schools and individuals garnered a steady stream of awards this year. The Massachusetts Department of Energy Resources



Harwich Middle School Energy Carnival

es awards honored ten Massachusetts schools, including five from Cape Cod and Martha's Vineyard. Advancing beyond the state level, students and teachers from Harwich Middle School and Sandwich High School traveled to Washington, DC to participate in the 2014 National Youth Awards for Energy Achievement, sponsored by NEED, the National Energy Education Development Project.

## Highlights of 2014 Energy Education Program

- ❖ Participating schools and students received state and national awards:
- ❖ Eastham Elementary, State School of the Year/National Elementary Level Finalist
- ❖ Harwich Cares, Harwich Middle School, State Junior Level School of the Year and National Junior Level Finalist
- ❖ SPIT and SPARKS, Forestdale School, Sandwich, State Junior Level Finalist
- ❖ Martha's Vineyard High School, State Senior Level Rookie of the Year
- ❖ Nicholas Blackmon, Sandwich High School, for "Alternative Energy Automobiles," State Senior Level Special Mention
- ❖ In addition to these students, the Education program:
- ❖ Trained and supported more than 500 teachers and educators in the CLC program territory including NEED teacher training and an 8 week graduate-level course on energy education for the STEM (Science Technology Engineering and Math) initiatives.
- ❖ Trained and supported more than 200 student leaders for energy education outreach programs and supported 7 Energy Clubs and activities.
- ❖ Conducted 30 presentations and events including: The Cape and Vineyard Energy Engineering Challenge, Brewster Science on the Streets, Cape and Islands Boy Scouts STEM event, MA Youth Sustainability Summit, MV Solar Car Race, Falmouth Energy Camp and lessons at the annual ASLP program held at MA Maritime Academy. More than 2,000 students were reached.



Lots of student energy at the Forestdale School

# POWER SUPPLY

## Stability, Security, Choice and Green Power Options

The Compact is constantly working to ensure that its power supply customers benefit from fair prices, and advantages in contract terms and conditions. Much depends on timing and market forces, but the Compact was proud to offer stable, competitive prices in 2014. The Cape Light Compact's Basic Service prices were lower than NSTAR's for the first 11 months of the year. As the fall and winter approached, the market shifted and everyone's focus turned to the new electricity price increases occurring statewide.

For Cape Light Compact residential customers, the winter price went from 8.892 cents per kilowatt-hour to 15.371 cents, starting with December meter reads. Even at this rate the Compact was competitive with the region's utilities. The Compact's price compared to an increase from 9.379 cents to 15.046 cents for NSTAR and an increase to 16.2 cents for National Grid residential customers. The Compact's commercial customer price of 14.3 cents remained just below the NSTAR price of 14.501 cents, but that offered little consolation for small businesses struggling to get by during the winter off-season.

The underlying problem is that an increasing number of our electric generating plants are fueled by natural gas and Massachusetts is at the end of the pipeline. During the winter when there is a high demand for natural gas for heating as well as electric generation, constraints in pipeline capacity limit supply and prices climb rapidly. In summer, with less demand for heating, prices fall back to lower levels.

Pipeline owners and developers have proposed expansions, but concerns about local impacts along the pipeline route could stall expansions. In the meantime, efforts have been launched to see what immediate steps might reduce the level of winter price spikes. The Cape Light Compact participated in these discussions in 2014 as part of its consumer advocacy efforts. To help consumers control high bills, the Compact also launched its "Chill Your Bill" energy efficiency campaign.

Following some surprising results in the wholesale market this past winter, there is hope that the winter 2015/2016 prices may not be as high. In the midst of these challenges, the Compact will work to continue offering stable and secure Basic Service electric supply at competitive rates.

### GREEN POWER OPTION

For consumers looking beyond Basic Service to "Green" power supply, *Cape Light Compact Green*<sup>SM</sup> provides an option to support local renewable energy development and reduce the environmental impacts of electricity generation. Twenty schools and other municipal buildings on the Cape and Vineyard have solar systems supported in part by the purchase of *Cape Light Compact Green*<sup>SM</sup>. Additionally, another eighty or more small solar and wind systems have been engaged in supplying the program. This means that customers can feel good about their electricity and help build a new future as well.

When a customer chooses *Cape Light Compact Green*<sup>SM</sup>, the Compact matches 50% or 100% of the electricity they use each month with energy from solar, wind, hydro and landfill gas generating sources. The small premium cost above the Basic Service price is 100% tax-deductible from federal income taxes.



Solar Panels installed on the Eastham Elementary School and 19 other school and town buildings are supported in part by *Cape Light Compact Green*<sup>SM</sup>.

### Basic Service and CLC Green Prices in 2014

Cents/kilowatt hour	Jan-Jun	Jul-Aug	Sep-Nov	Dec
<b>Residential Basic</b>	9.090	9.090	8.892	15.371
<b>Commercial Basic</b>	9.090	9.090	8.892	14.300
<b>Industrial Basic</b>	11.270	7.950	7.752	20.070
<b>CLC Green 50%</b>				
Residential	9.990	9.990	9.792	16.271
Commercial	9.990	9.990	9.792	15.200
Industrial	12.170	8.850	8.652	20.970
<b>CLC Green 100%</b>				
Residential	10.690	10.690	10.492	16.971
Commercial	10.690	10.690	10.492	15.900
Industrial	12.870	9.550	9.352	21.670



# CONSUMER ADVOCACY

## Committed to Consumer Interests

Energy issues can be complex, and decisions made by legislators or state regulators can have far-reaching impacts for consumers, which is why the Compact considers this such an important component of its work. The impacts can range from direct effects on electricity costs to broader questions of ensuring consumer protection and creating energy-related opportunities for communities. The Compact monitors issues under consideration, and participates when there is clearly something at stake for the region. The Compact's work in this arena helped to secure the return of more than \$25 million from the sale of the Canal Electric Plant in 1999, and more than \$10 million in additional avoided costs and savings since that time.

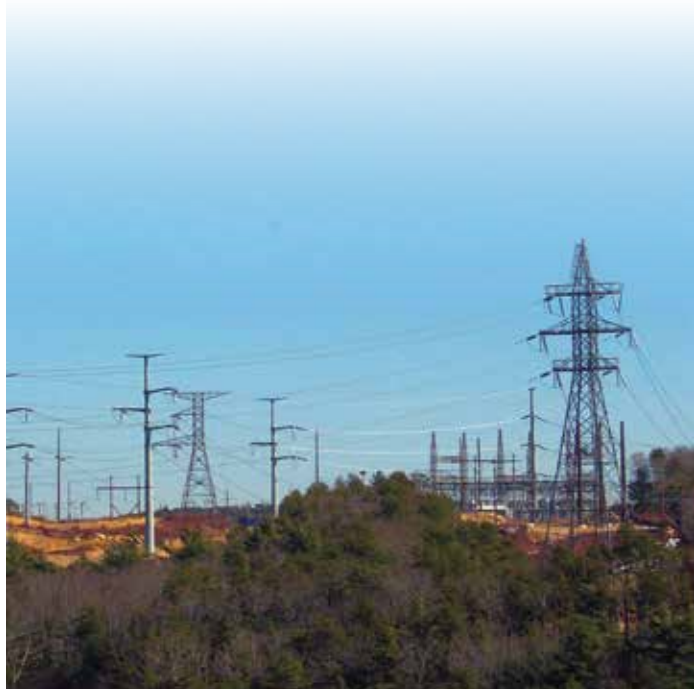
The largest focus of the Compact's work at the state level in 2014 was the filing of an updated Aggregation Plan. This is a state-required plan related to the Compact's organization, operations and funding. The original plan was approved by the Department of Public Utilities (DPU) in 2000. Changes that had occurred over more than a decade in energy markets, state rules and a local company that no longer existed (Commonwealth Electric) had to be addressed in the update and presented for public comment. The updated plan was approved by the DPU in 2015.

The Compact also participated in several other proceedings, such as one concerning service quality and the frequent power outages we experience in our region. The Compact promoted mechanisms that hold distribution companies, such as NSTAR accountable for service quality (mainly reliability), including strong incentives aimed at encouraging continual improvement.

Electricity consumers experienced a dramatic increase in independent marketers calling them, sending out advertisements and even going door-to-door. The Compact participated in a proceeding at the DPU that focused on issues related to Massachusetts' competitive retail market and the practices of independent marketers. While the Compact addressed a number of different issues in this proceeding, it pushed hardest for common-sense safeguards to protect consumers. Many of these focused on transparency, ensuring that customers are provided with straightforward, accurate information. The Compact also advocated stricter controls for power suppliers engaging in door-to-door marketing, following reports Compact

staff received from residents who felt they had received misleading information from such marketers.

A priority issue that will continue to unfold over the next few years and have far-reaching effects on consumers is what is known as "Modernization of the Grid," or "Grid Mod." This concept is focused on development of a new "smart grid" that will combine data communications with electricity supply, and is intended to produce an overall transformation in how electricity is generated, delivered, and consumed. At stake locally are reliability, greater control over costs, and the amount of independent power generation from homeowners and businesses (in systems such as rooftop photovoltaic panel installations) that will be accepted onto the distribution system. Consumers are viewed as a vital part of this transformation. The Department of Public Utilities is proposing an "opt-out" program for all consumers to have "smart meters" installed that will enable time-of-use pricing and other innovations. The Compact has been engaged in this issue since it was announced in 2012. In 2014 the DPU issued an order requiring all utilities, including Eversource, to file ten-year plans. The plans are due in August 2015, and will be reviewed carefully by the Compact for next steps for protecting the interests of Cape and Vineyard consumers.



Major changes in how electricity is delivered and metered will affect all consumers.

**Cape Light Compact**  
**Combining Statement of Net Position by Program**  
for the year ended December 31, 2014

	Energy Efficiency Fund	Power Supply Reserve	Operating	Green Program	TOTAL
<b>ASSETS</b>					
Current assets:					
Cash and cash equivalents	\$ 7,675,510	\$ 743,467	\$ 675,429	\$ 191,817	\$ 9,286,223
Receivables, net of allowance for uncollectible amounts					
Energy efficiency	403,978				403,978
Energy efficiency reconciliation factor	2,517,772				2,517,772
Mil-adder		72,833			72,833
Green program				20,033	20,033
Intergovernmental (RGGI)	485,287				485,287
Other	97,103	4,701			101,804
Intangible assets		64,017			64,017
Total Assets	11,179,650	885,018	675,429	211,850	12,951,947
<b>LIABILITIES</b>					
Current liabilities:					
Accounts payable and accrued expenses	8,713,765		50,492		8,764,257
Accrued payroll	39,828		8,422		48,250
Compensated absences.	6,372		3,294		9,666
Total Current Liabilities	8,759,965		62,208		8,822,173
Noncurrent liabilities					
Compensated absences	57,345		29,646		86,991
Due to Barnstable County	485,446		82,269		567,715
Total noncurrent liabilities	542,791		111,915		654,706
Total Liabilities	9,302,756		174,123		9,476,879
<b>NET POSITION</b>					
Unrestricted	\$ 1,876,894	\$ 885,018	\$ 501,306	\$ 211,850	\$ 3,475,068

Information from the Cape Light Compact Independent Auditors' Report on Financial Statement and  
Additional Information for the Year Ended December 31, 2014.





**Cape Light Compact**  
**Combining Statement of Revenues, Expenses and Change in Net Position by Program**  
**for the year ended December 31, 2014**

	Energy Efficiency Fund	Power Supply Reserve	Operating	Green Program	TOTAL
<b>OPERATING REVENUES</b>					
Energy efficiency	\$ 4,977,316				\$ 4,977,316
Energy efficiency reconciliation factor	24,971,214				24,971,214
Mil-adder		\$ 956,198			956,198
Green program				\$ 93,931	93,931
Intergovernmental (RCCI)	1,913,809				1,913,809
<b>Total Operating Revenues</b>	<b>31,862,339</b>	<b>956,198</b>		<b>93,931</b>	<b>32,912,468</b>
<b>OPERATING EXPENSES</b>					
Salaries and benefits	1,487,096		\$ 317,942		1,805,038
Energy efficiency programs					
Residential programs	18,017,390				18,017,390
Low income programs	2,393,998				2,393,998
Commercial and industrial programs	13,992,737				13,992,737
Other programs	212,284				212,284
Grants to Cape & Vineyard Electric Cooperative			403,455		403,455
Legal	432,205		414,210		846,415
Other professional services			99,272		99,272
Marketing	115,416		38,444		153,860
Other operating	231,055	3,000	149,405		383,460
<b>Total Operating Expenses</b>	<b>36,882,181</b>	<b>3,000</b>	<b>1,422,728</b>		<b>38,307,909</b>
<b>Operating Income (Loss)</b>	<b>(5,019,842) *</b>	<b>953,198</b>	<b>(1,422,728)</b>	<b>93,931</b>	<b>(5,395,441)</b>
<b>NONOPERATING REVENUES (EXPENSES)</b>					
Forward capacity market	1,106,467				1,106,467
Renewable energy certificates		361,526		(119,343)	242,183
Investment income		8,553			8,553
Interest expense	9,057	1,989			11,046
<b>Total Nonoperating Revenues (Expenses), Net</b>	<b>1,115,524</b>	<b>372,068</b>		<b>(119,343)</b>	<b>1,368,249</b>
<b>Income (Loss) Before Transfers</b>	<b>(3,904,318)</b>	<b>1,325,266</b>	<b>(1,422,728)</b>	<b>(25,412)</b>	<b>(4,027,192)</b>
<b>TRANSFERS</b>					
Transfers in		16,756	1,684,872		1,701,628
Transfers out		(1,684,872)	(16,756)		(1,701,628)
<b>Total Transfers</b>		<b>(1,668,116)</b>	<b>1,668,116</b>		
<b>CHANGE IN NET POSITION</b>	<b>(3,904,318)</b>	<b>(342,850)</b>	<b>245,388</b>	<b>(25,412)</b>	<b>(4,027,192)</b>
<b>NET POSITION AT BEGINNING OF YEAR</b>	<b>5,781,212</b>	<b>1,227,868</b>	<b>255,918</b>	<b>237,262</b>	<b>7,502,260</b>
<b>NET POSITION AT END OF YEAR</b>	<b>\$ 1,876,894</b>	<b>\$ 885,018</b>	<b>\$ 501,306</b>	<b>\$ 211,850</b>	<b>\$ 3,475,068</b>

\* Approximately 90% (or \$34,616,409) of the Compact's operating expenses relate directly to energy efficiency programs. Approximately 75% of the Compact's original three-year (2013-2015) energy efficiency budget of \$83,586,651 had been spent through December 31, 2014. The energy efficiency budget is funded via energy efficiency and energy efficiency reconciliation factor charges over the three-year period. As a result, annual differences can exist for recognized revenues and expenses.

During 2015, the DPU approved a mid-term modification increasing the Compact's 2013-2015 energy efficiency budget to \$103,382,379.

## 2014 Board Members



Front L to R:

Richard Toole, Tom Mayo, Peter Cocolis, Sue Hruby, Joyce Flynn, Ron Zweig, Fred Fenlon, Barry Worth, Peter Cabana, Deane Keuch, Peter Fontecchio

Back L to R:

Brad Crowell, David Anthony, Tom Donegan, Everett Horn, Robert Schofield, Richard Elkin

## 2014 Board Members

Aquinnah	Michael Hebert	Mashpee	Tom Mayo
Barnstable	David Anthony	Oak Bluffs	Richard Toole
Barnstable County	William Doherty	Orleans	Chris Galazzi
Bourne	Robert Schofield (Vice Chairman)		Ray Castillo (Alternate)
	Liz Caporelli (Alternate)	Provincetown	Thomas Donegan
Brewster	Deane Keuch	Sandwich	Everett Horn
Chatham	Peter Cocolis (Treasurer)		Bud Dunham (Alternate)
Chilmark	Timothy Carroll	Tisbury	Vacant
Dennis	Brad Crowell	Truro	Peter Fontecchio
Dukes County	Peter Cabana (Member at Large)	Wellfleet	Richard Elkin
Eastham	Fred Fenlon		Marcus Springer (Alternate)
Edgartown	Paul Pimentel	West Tisbury	Sue Hruby
Falmouth	Ronald Zweig		Jen Rand (Alternate)
Harwich	Barry Worth (Secretary)	Yarmouth	Joyce Flynn (Chairman)
	Valerie Bell (Alternate)		



# Cape Light Compact Staff



**Maggie Downey**  
Compact Administrator



**Margaret Song**  
Residential Program  
Manager



**Gail Azulay**  
EM&V Analyst



**Stephan Wollenburg**  
Senior Power Supply Planner



**Briana Kane**  
Senior Residential  
Program Coordinator



**Lindsay Henderson**  
Communications &  
Data Analyst



**Meredith Miller**  
Commercial & Industrial  
Program Manager



**Matthew Dudley**  
Residential Program  
Coordinator



**Karen Loura**  
Administrative  
Assistant



**Vicki Marchant, CEM**  
Commercial & Industrial  
Program Analyst



**Debbie Fitton**  
Energy Education  
Administrator



**Kim Deisher**  
Customer Service  
Coordinator



**Nicole Price Voudren, CEM**  
Commercial & Industrial  
Program Planner



**Phil Moffitt**  
EM&V Manager

Not shown:

**Kathy Stoffle,**  
Customer Service Coordinator

# Frequently Asked Questions

## What is the Cape Light Compact?

The Compact is an award-winning energy services program 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 Barnstable and Dukes Counties 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.

## Why was the Cape Light Compact formed?

Soaring electric rates in the late 1980s and early 1990s drove an interest in developing more energy efficiency for the region. Restructuring of the electric industry in Massachusetts in 1997 created an opportunity to pursue that energy efficiency, use the market leverage of the region's customers for competitive power supply, and undertake important consumer advocacy measures.

## 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 is the Aggregation Plan?

The Aggregation Plan is a document required by state law for public aggregation of electric consumers. It includes information on the purposes of the organization and its structure, services, operations and funding. The Compact prepared its original Aggregation Plan in cooperation with the Massachusetts Department of Energy Resources. It was subject to local public review and comment and approved by the Department of Public Utilities in August 2000 in a state proceeding that included participation of the Massachusetts Attorney General and NSTAR.

In August 2013, the Department of Public Utilities sent a letter to the Compact asking that the Compact review its original Aggregation Plan and to update elements that no longer accurately described the program and market as they had evolved. The Compact proceeded to prepare an updated plan to file with the DPU.

## 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 NSTAR Electric 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.

## How does a consumer receive services from the Cape Light 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.

## How is the Cape Light Compact governed?

The Compact's Governing Board is made up of one representative appointed by each of the member municipalities and the two counties. 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 Cape Light Compact funded?

The Compact 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.



# Frequently Asked Questions

## 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.

## 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 sign up for a free energy efficiency assessment or learn more about energy savings opportunities available to me?

Detailed information on the Compact Energy Efficiency Programs and savings for consumers can be found on the Compact website, or through a call to the Energy Efficiency phone line 1-800-797-6699.

## How does the Compact contract for electricity supply?

The Compact uses a competitive bidding process to select a power supplier or suppliers. With the support of technical and legal consultants, the staff and board members work to ensure that the Compact secures contracts that are in the best interest of Compact customers. In addition to "Basic Service" supplied by a mix of New England generating plants, the Compact also secures "Green" power supply from renewable energy sources on Cape Cod and Martha's Vineyard and in Massachusetts and the New England region.

## 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](http://www.capelightcompact.org/power-supply).

## What choices do I have for energy supplier?

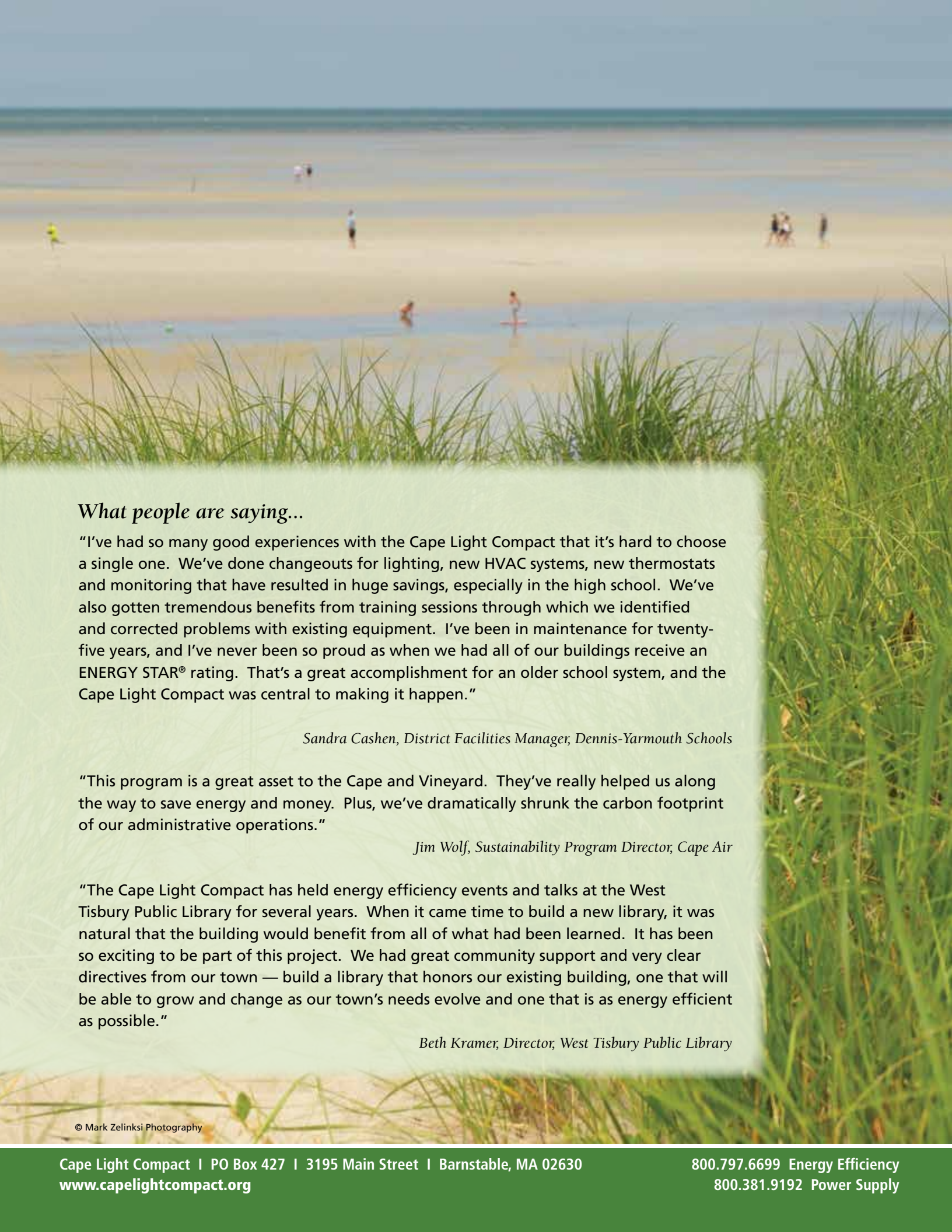
Every electric customer on the Cape and Vineyard has the option to "opt out" of Compact energy supply and choose their own supplier. However, it is important to review the terms of individual power supply offers carefully. Always ask for written literature and never sign up over the phone. In written documents make sure of the length of the contract, short-term promotional rates, entrance or exit fees, and other terms that may affect the overall price. Consumers may also want to ask for documentation on where the power is generated and by what types of sources.

## What support does the Compact provide for renewable energy?

Consistent with its original goals, the Cape Light Compact has supported development of solar on school rooftops in the region, and through the purchase of locally generated Solar Renewable Energy Credits, and most significantly through support of the Cape and Vineyard Electric Cooperative (CVEC), an organization of nearly all towns in the region. The Compact has invested \$3.4 million in CVEC over a seven year period. This support has resulted in 28 megawatts of solar facilities being installed. This is the largest amount of solar developed by a group of small towns anywhere in the United States. The Compact's investment will yield a return of more than \$64 million to the towns, and through them to all residents, over a period of 20 years.

## 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.



### *What people are saying...*

"I've had so many good experiences with the Cape Light Compact that it's hard to choose a single one. We've done changeouts for lighting, new HVAC systems, new thermostats and monitoring that have resulted in huge savings, especially in the high school. We've also gotten tremendous benefits from training sessions through which we identified and corrected problems with existing equipment. I've been in maintenance for twenty-five years, and I've never been so proud as when we had all of our buildings receive an ENERGY STAR® rating. That's a great accomplishment for an older school system, and the Cape Light Compact was central to making it happen."

*Sandra Cashen, District Facilities Manager, Dennis-Yarmouth Schools*

"This program is a great asset to the Cape and Vineyard. They've really helped us along the way to save energy and money. Plus, we've dramatically shrunk the carbon footprint of our administrative operations."

*Jim Wolf, Sustainability Program Director, Cape Air*

"The Cape Light Compact has held energy efficiency events and talks at the West Tisbury Public Library for several years. When it came time to build a new library, it was natural that the building would benefit from all of what had been learned. It has been so exciting to be part of this project. We had great community support and very clear directives from our town — build a library that honors our existing building, one that will be able to grow and change as our town's needs evolve and one that is as energy efficient as possible."

*Beth Kramer, Director, West Tisbury Public Library*