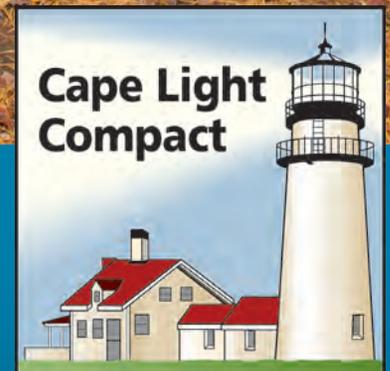
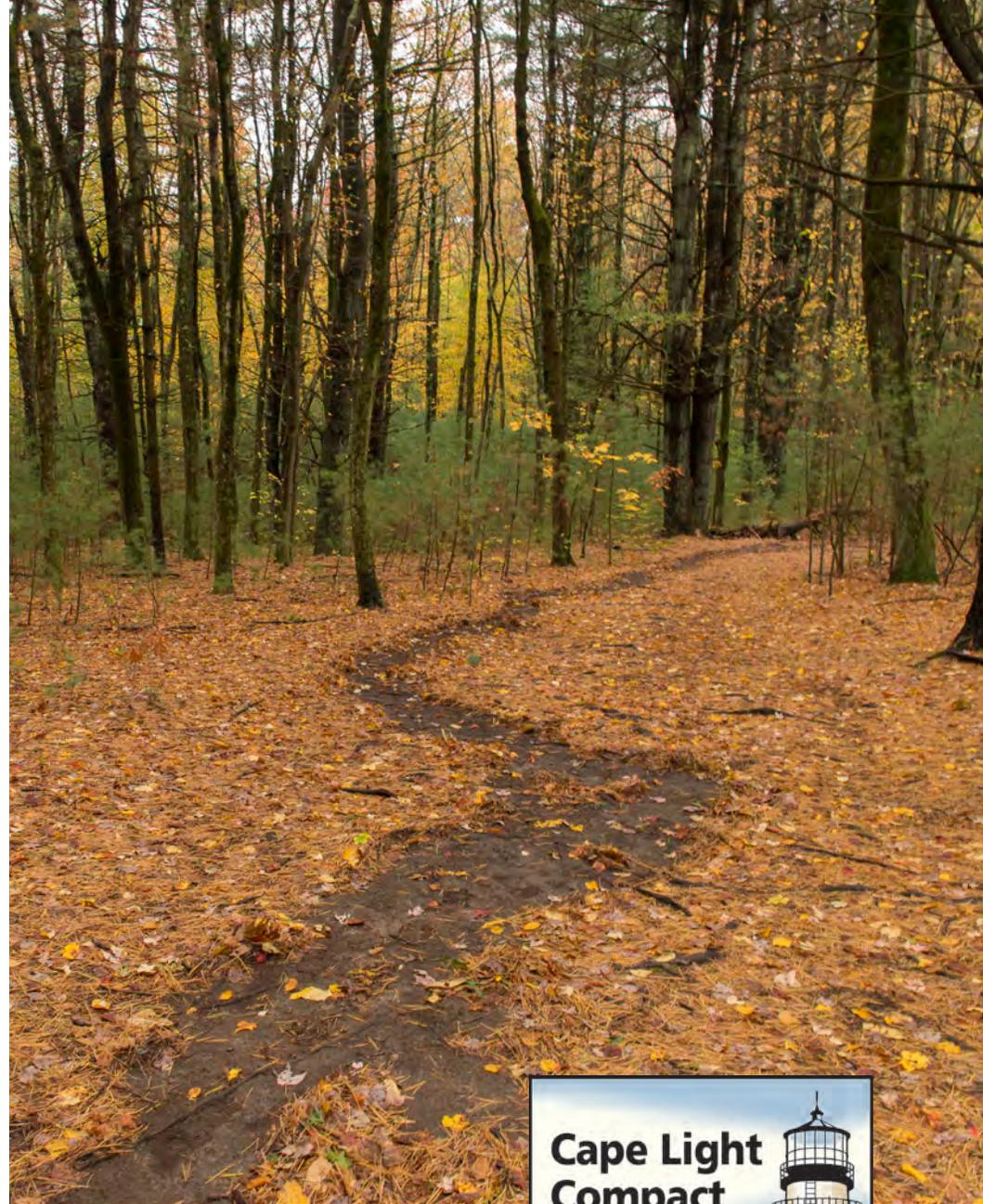


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# LEADING — THE WAY — FORWARD

2019 Annual Report

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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



## WELCOME TO OUR 2019 ANNUAL REPORT

This year marked the beginning of Cape Light Compact's most recent Three-Year Energy Efficiency Plan. The three-year planning cycle allows the energy efficiency Program Administrators to adapt and improve upon the success of the previous three-year plan. This Plan offers new opportunities to participate in our energy efficiency programs including fuel switching incentives to help get customers to switch from oil, propane, and electric resistance heat to energy efficient cold-climate heat pumps, as well as, demand response programs for both residents and businesses with smart thermostats and battery storage systems. We've also proposed an innovative strategic electrification program called the Cape and Vineyard Electrification Offering, which will provide an opportunity for 250 income-eligible households to combine cold-climate heat pumps, solar photovoltaic systems, and battery storage. **The new plan strives to ensure that Cape and Vineyard residents and businesses are lowering their energy usage, reducing their carbon footprint, and keeping more money in their pockets.**

The success of the Compact's programs continues to be noticed nationwide. This year alone, the Compact received the ENERGY STAR® Partner of the Year – Sustained Excellence Award and the Advanced Rooftop Unit (RTU) Campaign Award for Commercial and Industrial HVAC programs from the EPA. Even so, we're not resting on our laurels. **Over the course of the year, residential customers participated in our energy efficiency programs 285,235 times, saving them almost 27 million kWh this past year. We also helped 1,357 businesses lower their energy usage and saved them nearly 12 million kWh on their annual electric bills.**

In addition to these developments in our energy efficiency offerings, we also continue to advance our power supply program. **To better support local renewable generation, we developed CLC Local Green<sup>SM</sup> which allows customers the option to have an additional 50 or 100% of their annual electricity usage matched with MA Class 1 Renewable Energy Certificates.** This means that our customers can opt-in to invest in our local renewable infrastructure through their electric bill, for a small premium. Our basic rate supply remains 100% renewable all while keeping our rates competitive with the utility's basic service rate.

The 2019 results provided a good foundation for the Compact's activities as planned for 2020. In the following pages, we outline some additional highlights from 2019 and provide a broad overview of the 2020 plan for the Cape Light Compact. We look forward to continuing work with all our customers through our energy efficiency and power supply programs, and we count ourselves lucky to be the Cape and Vineyard's trusted, local energy resource.

**Ron Zweig**

*Chair, Cape Light Compact Governing Board*

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South Yarmouth, MA 02664

**Energy Efficiency**  
800.797.6699

**Power Supply**  
800.381.9192

[www.capelightcompact.org](http://www.capelightcompact.org)

# 2019 BOARD MEMBERS

Aquinnah	Michael Hebert
Barnstable	David Anthony (Secretary)
Barnstable	Peter Doyle (Alternate)
Bourne	Robert Schofield (Executive Committee)
Bourne	Thomas Guerino (Alternate)
Brewster	Colin Odell
Brewster	Mark Forest (Alternate)
Chatham	Peter Cocolis (Executive Committee)
Chatham	Jillian Goldsmith (Alternate)
Chilmark	Robert Hannemann
Chilmark	Timothy Carroll
Dennis	Brad Crowell
Dukes County	Erik Peckar
Eastham	Fred Fenlon
Edgartown	Alan Strahler
Falmouth	Ron Zweig (Chair)
Falmouth	Julian Suso (Alternate)
Harwich	Valerie Bell
Mashpee	Wayne Taylor
Oak Bluffs	Richard Toole (Executive Committee)
Orleans	Martin Culik (Executive Committee)
Orleans	Chris Galazzi (Alternate)
Provincetown	Nate Mayo
Sandwich	Leanne Drake
Tisbury	Kirk Metell
Tisbury	Jay Grande (Alternate)
Truro	Jarrold 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 (Vice-Chair)
Yarmouth	Daniel Knapik (Alternate)



# 2019 BY THE NUMBERS



**285,235**

Number of residential customers who participated in our energy efficiency programs



**1,357**

Number of commercial and industrial (C&I) customers who participated in our energy efficiency program



**38,636**

Total Number of Annual MWh saved (26,967 by residential and Income Eligible, 11,669 by C&I)

The impact of 2019 energy efficiency programs is equal to:



**5,902**

Number of equivalent cars removed from the road for one year



**3,073,838**

Gallons of gasoline not consumed for energy



**35,675**

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

## Lifetime benefits from 2019 Energy Efficiency Programs



**\$102,313,642**

Total lifetime savings realized by residential, commercial, and industrial customers due to energy efficiency measures



**\$42,548,838**

Total cost reinvested by Cape Light Compact for energy efficiency measures



**300,870 MWh**

Lifetime MWh savings from energy efficiency measures

## Green Communities Update

Beginning in 2017, Cape Light Compact has assisted Cape Cod and Martha's Vineyard towns in 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.

In 2019, Cape Light Compact received a Regional Energy Planning Assistance grant. The funds from this grant will allow the Compact to provide technical assistance during the application process to the towns who are seeking the Green Communities designation, as well as providing procurement assistance to towns who have already received their designation and associated grant funds. Five towns—Dennis, Brewster, Chatham, Aquinnah, and Chilmark—submitted Green Communities designation applications in 2019. Grant awards will be made in 2020.

To earn the 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 the designation, it receives access to funding and technical guidance designed to accelerate the implementation of energy efficiency and clean energy projects. There are currently nine Cape and Vineyard towns that are Green Communities: Mashpee, Provincetown, Tisbury, Truro, Wellfleet, West Tisbury, Orleans, Harwich, and Yarmouth.

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.

## Benefits of Being a Green Community



Cut municipal energy costs and strengthen local economies



Access grants for clean, affordable, and resilient energy projects; enjoy economic development benefits



Reduce greenhouse gas emissions



Promote energy-efficient building construction that drives the market for better built and lower cost homes



Foster renewable energy and clean energy technologies



Become a clean energy leader and a better place to live, work, and play

## Renovations and Additions Path

In January 2019, the Compact joined fellow Mass Save® Sponsors to launch a new program path specifically designed to support residential customers undertaking additions and renovations. Additions include construction that extends your existing structure. Qualifying renovations include home improvement projects, such as a kitchen or bathroom remodel, but exclude gut renovations, which fall under the Compact's new construction program.

For many years, the Compact offered incentives for gut renovations but lacked a distinct path for customers interested in completing other renovations or adding on additions to their homes. After

launching a successful pilot program in 2018, the Compact decided to establish a permanent program to meet this customer demand.

Support for renovations and additions is open to all residential customers residing in Cape Cod or Martha's Vineyard and applies to single-family and multi-family homes that are three stories or less. For customers qualifying for this program path, there are several eligible savings opportunities: for instance, if you were completing a kitchen remodel, you may receive incentives for more efficient lighting, window upgrades, or improved insulation.

One of the appeals of this program is that incentives are allocated on a "pay-for-performance" basis. In other words, the more energy your upgrades save, the greater the incentive you receive. The program is quite popular; after launching the program at the start of 2019, over 300 customers called statewide within the first month. Customers are also excited that the program can utilize the Mass Save® HEAT Loan, an interest-free loan of up to \$25,000 for qualifying energy-efficient upgrades. Oftentimes residents are making decisions about whether to complete a renovation or addition based on budget, so being able to finance the improvement at no cost can help significantly with the decision to incorporate more energy-efficient approaches.



## Cape and Vineyard Electrification Offering

As part of the new Three-Year Energy Efficiency plan, Cape Light Compact proposed a strategic electrification program known as the Cape and Vineyard Electrification Offering (CVEO) that would allow 250 income-eligible customers to pair solar photovoltaic (solar PV) systems and battery storage with cold climate heat pumps. The program was designed to reduce the region's reliance on oil and propane while also increasing renewable energy generation. In 2019, in accordance with the Department of Public Utilities' (DPU) Order regarding CVEO, the Compact did further stakeholder engagement and revised its CVEO proposal.

The redesigned CVEO focuses on the following:

- Consistency with the 2018 amendments to the Green Communities Act and advancing the goals and objectives of these amendments while providing cost-effective energy savings and reducing greenhouse gas emissions.
- Serves low-and-moderate income members of the Cape and Vineyard community, a population that faces economic barriers to installing the three technologies proposed under CVEO.
- Address the economic barriers such as the high up-front costs and inability to qualify for a loan.



Through the installation of cold climate air source heat pumps, CVEO also advances the Commonwealth's goal of beneficial strategic electrification and the greening of the building sector. The revised CVEO proposal is currently under review by the DPU.

## Maushope Housing Community

The Maushope Housing Community is a 24-unit housing complex located on Harry Kemp Way in Provincetown. The complex offers one-bedroom units and common spaces for seniors and those with disabilities. In 2019, Cape Light Compact (Compact) partnered with the Provincetown Housing Authority (PHA), who manages the complex, to install energy efficient measures that will help save the PHA energy and money and make living spaces and adjacent office spaces more comfortable for both residents and staff, respectively.

Through the Compact's Income-Eligible Multi-Family (IEMF) program, PHA and the Maushope Housing Complex received heating, ventilation, air conditioning, appliance, and lighting fixture upgrades totaling \$350,000 in incentives. These improvements are estimated to save the PHA almost 100,000 kWh of electricity annually. The details of the project are listed below:

*"The energy work we had done by Cape Light Compact at Maushope had a positive impact not only on our energy consumption, but also on the comfort of our residents, who for the first time were able to have consistent temperatures in their units year round. The Cape Light Compact did an amazing job."*

*Kristin Hatch, Director Provincetown Housing Authority*

### New HVAC

**26** mini-split heat pumps were installed to replace electric baseboard heat and window air conditioning at a cost of **\$292,000** and estimated annual electric savings of more than **43,000 kWh**.

### Appliance Upgrades

**18** inefficient refrigerators were replaced at a cost of **\$14,000** with estimated annual savings of **5,940 kWh**.

### Lighting Fixture Upgrades

**297** new high efficiency LED lighting fixtures were installed in the apartment units and common areas at a cost of **\$43,000** and an estimated annual savings of **50,000 kWh**.



Pictured left to right: Timothy Seaton, PHA Maintenance; Steve Hines, Rise Engineering; Maggie Downey, Cape Light Compact

This project involved a few key partners who helped manage the project from planning to Implementation. RISE Engineering designed and managed the installation of the cold climate heat pumps systems. The Housing Assistance Corporation handled all the fixture and appliance updates, and Crane Appliance installed the new refrigerators for the complex. The project was truly a collaborative and team effort.

The extensive 2019 project work at Maushope builds upon previous work done by the Compact including insulation, air sealing, ventilation, and lighting upgrades. These IEMF projects help to ensure that our most vulnerable customer populations can reap the benefits of energy efficiency through increased comfort and savings on energy bills.



## Bourne Intermediate School

In September of 2019, the new Bourne Intermediate School was completed and opened for students. The project offered a great opportunity for the Compact to partner with the building team to ensure the construction of a comfortable and energy efficient building for the town's students. The Compact worked with five different vendors on this project including architects from Flansburg and mechanical engineers from GGD, SMMA, and Brait Builders. Through the \$77,158.00 in incentives that the Compact provided, the school is projected to save 167,154 kWh a year--21.3% less energy than a code compliant Mass Save baseline. A full list of installed measures is provided below.

- High Efficiency Condensing Boilers
- DOAS and Induction Units
- Exterior and Interior Lighting
- Displacement Ventilation in classrooms
- Demand Control Ventilation
- High Performance Building Envelope – Roof
- High Performance Chiller
- High Performance Energy Recovery
- High Performance DX RTUs
- High Performance Split Systems
- CHW/HW Pump VFDs
- Variable Speed Kitchen Hood Exhaust



# POWER SUPPLY

During 2019, the Compact served all residential, commercial, and industrial Cape Light Compact power supply customers through an agreement with NextEra Energy Services of Massachusetts (NextEra). The Compact is pleased that our residential price in 2019 was lower than the utility's basic service price for most of the year, while also being 100% renewable.

The Compact became a green aggregation in January 2017, meaning 100% of the Compact's power supply customers' annual electricity usage is met with renewable energy certificates (RECs). Each REC represents the generation of 1 megawatt-hour (1,000 kilowatt-hours) of electricity produced by a renewable resource, such as wind or solar. By retiring RECs to match the Compact's customers' usage, Compact customers are financially supporting renewable energy resources, including resources located on Cape Cod and southeastern Massachusetts. In addition, NextEra pledged to deposit all premiums paid for voluntary RECs, plus their supplier and retail fees (approx. \$3 million per year), into an irrevocable trust fund to be used solely for the development of new renewable energy resources. In December 2018, the Compact also announced that it had entered into a long-term power purchase agreement (PPA) for both energy and RECs from a solar facility under development in Farmington, Maine, which is scheduled to begin delivering energy to Compact customers in 2021. By purchasing electricity through the Compact, all Compact power supply customers are supporting renewable energy and acting locally to combat climate change.

In 2019, the Compact launched its newest power supply offering, CLC Local Green<sup>SM</sup>, which allows customers to opt-in to match an additional 50 or 100% of their energy usage with Massachusetts Class 1 RECs, allowing them to further their investment in local renewable energy generation. The success of the Compact's power supply program offerings is evidenced by the steadily increasing number of customers, currently around 143,000, that participate in the Compact's power supply program.

## 2019 Power Supply Rates

### Residential



### Commercial



### Industrial



**Dec. 2018 -  
March 2019**

13.699  
cents/kWh

13.299  
cents/kWh

16.259  
cents/kWh

**March 2019 -  
June 2019**

13.460  
cents/kWh

13.299  
cents/kWh

10.446  
cents/kWh

**June 2019 -  
Sept. 2019**

10.699  
cents/kWh

10.399  
cents/kWh

9.556  
cents/kWh

**Sept. 2019 -  
Dec. 2019**

10.699  
cents/kWh

10.399  
cents/kWh

10.244  
cents/kWh

# INFORMATION ON COMPETITIVE SUPPLIERS



Shopping for an electricity supply contract 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 an 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 are 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.



## 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.

# LOOKING AHEAD

In the past year, the Compact has been able to make significant strides in meeting the goals of the Three-Year Energy Efficiency plan. In 2020, we hope to build on that success through refining our existing programs and through new offerings. Next year we will begin rolling out our commercial and residential demand response programs which will offer customers incentives for either reducing energy use through thermostat setbacks or through battery storage systems offsetting grid load during peak demand events. This program will help reduce our reliance on nonrenewable energy sources and help reduce the cost of grid infrastructure.

While the Cape and Vineyard Electrification Offering still awaits final approval, the Compact is hopeful that it will receive approval in 2020 and can begin recruiting for the program. In addition to the CVEO program we have several exciting and large commercial projects that will be finalized in 2020. These include the new Cape Cod 5 building in Hyannis and the installation of fuel cells at the region's Stop & Shop grocery stores. All these projects will offer significant energy savings to the region.

In 2020 we will also be adjusting programs to expand our offerings and better serve our customers. In the residential program, the Compact is looking to expand the incentives

for heat pump water heaters to cover transitioning from delivered fuels so homes can completely transition away from fossil fuels. In addition, the Compact is partnering with stores to offer "instant" incentives on already incentivized products, so customers receive the rebate directly off the purchase price, eliminating the need to wait for a rebate to be mailed. On the commercial side, the HVAC program will be restructured so that the small commercial heat pump program and incentives mirror the existing residential heat pump program. This will allow businesses to receive the incentive directly when they opt to install heat pumps to warm their facility.

## Building on Success for the Future



**ASSETS**

**Current Assets:**

	Energy Efficiency	Power Supply Reserve	OPEB/ Pension Reserve Fund	Operating	Green / Solar Program	Total
Cash and Cash Equivalents	\$10,430,319	\$898,628	\$3,731,375	\$369,144	\$117,397	\$15,546,863
Receivables, Net of Allowance for Uncollectible Amounts:						
Energy Efficiency	439,182	-	-	-	-	439,182
Energy Efficiency Reconciliation Factor	2,395,529	-	-	-	-	2,395,529
Mil-Adder	-	76,641	-	-	-	76,641
Green Program	-	-	-	-	502	502
Forward Capacity Market	468,334	-	-	-	-	468,334
Intergovernmental (RGGI)	203,838	-	-	-	-	203,838
Other	36,881	-	-	-	-	36,881
Prepaid Expenses	7,200	-	-	300	322,832	330,332
<b>Total Current Assets</b>	<b>13,981,283</b>	<b>975,269</b>	<b>3,731,375</b>	<b>369,444</b>	<b>440,731</b>	<b>19,498,102</b>
<b>Noncurrent Assets</b>						
Capital Assets Not Being Depreciated	308,372					308,372
<b>Total Assets</b>	<b>14,289,655</b>	<b>975,269</b>	<b>3,731,375</b>	<b>369,444</b>	<b>440,731</b>	<b>19,806,474</b>

**DEFERRED OUTFLOWS**

Related to Pensions	843,393	-	-	13,580	-	857,519
Related to OPEB	514,015	-	-	17,792	-	531,807
<b>Total Deferred Outflows</b>	<b>1,357,954</b>	<b>-</b>	<b>-</b>	<b>31,372</b>	<b>-</b>	<b>1,389,326</b>

**LIABILITIES**

**Current Liabilities:**

Accounts Payable and Accrued Expenses	8,198,987	13,410	-	41,658	-	8,254,055
Accrued Payroll	43,034	-	-	17,345	-	60,379
Compensated Absences, Current	6,268	-	-	443	-	6,711
<b>Total Current Liabilities</b>	<b>8,248,289</b>	<b>13,410</b>	<b>-</b>	<b>59,446</b>	<b>-</b>	<b>8,321,145</b>

**Noncurrent Liabilities:**

Compensated Absences, Net of Current	56,409	-	-	3,988	-	60,397
Total OPEB Liability	2,309,503	-	-	79,940	-	2,389,443
Net Pension Liability	3,375,434	-	-	54,313	-	3,429,747
<b>Total Noncurrent Liabilities</b>	<b>5,741,346</b>	<b>-</b>	<b>-</b>	<b>138,241</b>	<b>-</b>	<b>5,879,587</b>
<b>Total Liabilities</b>	<b>13,989,635</b>	<b>13,410</b>	<b>-</b>	<b>197,687</b>	<b>-</b>	<b>14,200,732</b>

**DEFERRED INFLOWS**

Related to Pensions	318,852	-	-	5,131	-	323,984
Related to OPEB	173,725	-	-	6,013	-	179,738
<b>Total Deferred Inflows</b>	<b>492,578</b>	<b>-</b>	<b>-</b>	<b>11,144</b>	<b>-</b>	<b>503,722</b>

**NET POSITION**

Net Investment in Capital Assets	308,372	-	-	-	-	308,372
Unrestricted	857,024	961,859	3,731,375	191,985	440,731	6,182,974
<b>TOTAL NET POSITION</b>	<b>\$1,165,396</b>	<b>\$961,859</b>	<b>\$3,731,375</b>	<b>\$191,985</b>	<b>\$440,731</b>	<b>\$6,491,346</b>

Combining Statement of Revenues, Expenses and Change in Net Position by Program Year Ending December 31, 2019

<b>OPERATING REVENUES</b>	Energy Efficiency	Power Supply Reserve	OPEB/ Pension Reserve Fund	Operating	Green / Solar Program	Eliminations	Total
Energy Efficiency	\$4,909,450	\$ -	\$ -	\$ -	\$ -	\$ -	\$4,909,450
Energy Efficiency Reconciliation Factor	23,146,259	-	-	-	-	-	23,146,259
Mil-Adder	-	928,831	-	-	-	-	928,831
Green Program	-	-	-	-	2,792	-	2,792
Intergovernmental (RGGI)	759,079	-	-	-	-	-	759,079
Intergovernmental (SMART)	-	-	-	-	3,434	-	3,434
Intergovernmental (Other)	36,881	-	-	5,297	-	-	42,178
Other	-	10,000	-	1,933	-	-	11,933
<b>Total Operating Revenues</b>	<b>28,851,669</b>	<b>938,831</b>	<b>-</b>	<b>7,230</b>	<b>6,226</b>	<b>-</b>	<b>29,803,956</b>
<b>OPERATING EXPENSES</b>							
Salaries and Benefits (Excluding Pension and OPEB)	2,161,502	-	-	78,594	-	-	2,240,096
Pension and OPEB	346,842	-	-	(202,621)	-	-	114,221
Energy Efficiency Programs:							
Residential Programs	27,161,035	-	-	-	-	-	27,161,035
Low Income Programs	3,411,145	-	-	-	-	-	3,411,145
Commercial and Industrial Programs	8,463,985	-	-	-	-	-	8,436,985
Other Programs	593,757	-	-	-	-	-	593,757
Legal and Related Consulting Services	532,366	-	-	102,230	-	-	634,596
Other Professional Services	103,365	-	-	2,743	-	-	106,108
Marketing	360,640	-	-	113,200	-	-	473,840
Other Operating	553,804	-	-	261,305	6,760	-	821,869
Depreciation	154,186	-	-	-	-	-	154,186
<b>Total Operating Expenses</b>	<b>43,815,627</b>	<b>-</b>	<b>-</b>	<b>355,451</b>	<b>6,760</b>	<b>-</b>	<b>44,177,838</b>
<b>Operating Income (Loss)</b>	<b>(14,963,958)</b>	<b>938,831</b>	<b>-</b>	<b>(348,221)</b>	<b>(534)</b>	<b>-</b>	<b>(14,373,882)</b>
<b>NONOPERATING REVENUES (Expenses)</b>							
Forward Capacity Market	6,492,056	-	-	-	-	-	6,492,056
Renewable Energy Certificates	-	-	-	-	4,496	-	4,496
Investment Income	173,531	15,083	12,855	19,361	-	-	220,830
<b>Total Nonoperating Revenues (Expenses), Net</b>	<b>6,665,587</b>	<b>15,083</b>	<b>12,855</b>	<b>19,361</b>	<b>4,496</b>	<b>-</b>	<b>6,717,382</b>
<b>Income (Loss) Before Transfers</b>	<b>(8,298,371)</b>	<b>953,914</b>	<b>12,855</b>	<b>(328,860)</b>	<b>3,962</b>	<b>-</b>	<b>(7,656,500)</b>
<b>TRANSFERS</b>							
Transfers In	-	135	333,084	848,693	-	(333,219)	848,693
Transfers Out	(321,940)	(848,693)	-	(11,144)	(135)	333,219	(848,693)
<b>Total Transfers</b>	<b>(321,940)</b>	<b>(848,558)</b>	<b>333,084</b>	<b>837,549</b>	<b>(135)</b>	<b>-</b>	<b>-</b>
<b>CHANGE IN NET POSITION</b>	<b>(8,620,311)</b>	<b>105,356</b>	<b>345,939</b>	<b>508,689</b>	<b>3,827</b>	<b>-</b>	<b>(7,656,500)</b>
Net Position - Beginning of Year (As Restated)	9,785,707	856,503	3,385,436	(316,704)	436,904	-	14,147,846
<b>NET POSITION (DEFICIT) - END OF YEAR</b>	<b>\$1,165,369</b>	<b>\$961,859</b>	<b>\$3,731,375</b>	<b>\$191,985</b>	<b>\$440,731</b>	<b>\$ -</b>	<b>\$6,491,346</b>

# FREQUENTLY ASKED QUESTIONS

## What is the Cape Light Compact?

The Compact is an award-winning energy services organization formed in 1997, as authorized by votes of each town's town meeting or town council. It is operated under a joint powers agreement as authorized by each town's board of selectmen or town council, and the Dukes County Commissioners. The Compact consists of 21 towns and Dukes County and serves 205,000 customers on Cape Cod 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 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.

## How does a customer receive services from the Compact?

All new electric consumers are automatically enrolled in the Cape Light Compact's power supply program. Consumers are free to "opt-out" of this automatic enrollment and contract for their own power supply or receive basic service supply from the utility. 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 from that being charged to other Compact customers. All electric consumers are eligible for energy efficiency services regardless of whether they receive their power supply through the Compact.

## 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. More recently, the Compact has helped prevent more than \$10 million in charges from being added to residential consumer delivery charges on monthly bills through participation in Eversource's latest rate case.





### **How is the Compact governed?**

The Compact's Governing Board is made up of at least one representative appointed by each of the member municipalities and county. The Compact Governing Board, representing the towns and county, is responsible for establishment of policies and oversight of Compact budgets. The Compact programs are also subject to oversight by and input from various regulatory bodies such as the Massachusetts Department of Public Utilities and the Department of Energy Resources. All Compact 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 and was upheld in DPU 14-69.

### **Who oversees the Cape Light Compact's budget?**

The Compact's operating and energy efficiency budgets are reviewed and approved by the Compact's Governing Board. The Massachusetts Department of Public Utilities also reviews and approves energy efficiency budgets. Although it is not required, the Compact also files each of its power supply contracts with the Department of Public Utilities and Attorney General's Office.

### **How are public records made available?**

The Compact has focused on making all public documents available in accordance with Massachusetts Public Records Law. 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](http://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 website at [www.capelightcompact.org/power-supply](http://www.capelightcompact.org/power-supply).

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