

Cape Light Compact JPE Executive Committee & Governing Board Meeting

DATE: Wednesday, March 12, 2025
LOCATION: Cape Light Compact Offices – Martha’s Vineyard Conference Room
261 Whites Path, Unit 4, South Yarmouth
TIME: 2:00 – 4:30 p.m.

Note: The meeting will be held as a hybrid meeting (in-person and through remote participation) pursuant to St. 2023, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to March 31, 2025. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. Written public comments should be submitted to Maggie Downey, Compact Administrator, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, March 11, 2025, and should follow the public comment protocol below. Written public comments received after the March 11th deadline will be distributed prior to the Compact’s next Board meeting

Telephone dial-in: +1 (646) 558-8656
Meeting ID: 872-7987-7003
Passcode: 119793

AGENDA

1. Public Comment
2. Approval of January 8, 2025 and February 19, 2025, Open Session Minutes
3. Chairman’s Report, Martin Culik
 - a. Solar Loan Press Conference Recap
 - b. Discuss Hiring Process for Compact Administrator Position
4. Continued Discussion on Marketing Effort for Cape Light Compact Power Supply Offering, Mariel Marchand and Jason Bertrand
5. Update on Main Streets Initiative 2024 and 2025, Lindsay Henderson
6. Green Communities Grants Update, Laura Selmer
7. Presentation and Discussion on the MA Department Public Utilities Order (DPU 24-146) on the Compact’s Three-Year Energy Efficiency Plan for 2025-2027, Compact Staff
8. Administrator’s Report, Maggie Downey
 - a. Reminder: Open Meeting Law allowing remote meetings set to expire March 31, 2025
 - b. Follow-up on Board Review/Input on Revisions to Cape Light Compact Website
 - c. Options for Additional Funds for Cape & Vineyard Solar Loan Program
9. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)

**Cape Light Compact Public Comment Protocols
for Governing Board Meeting
Cape Light Compact Public Comment Protocols
for Governing Board Meeting
(June 2023)**

The Cape Light Compact Governing Board has adopted the following protocols to assist the public in effective participation in its Governing Board meetings, where some Board Members, staff and members of the public may be participating remotely:

1. Members of the public are welcome to address the Compact Board during the public comment section of the meeting or in writing.
2. Members of the public addressing the Compact Board at the meeting must state their name, and if appropriate the name of the organization the person is representing. Oral comments must be limited to three minutes.
3. Members of the public may also submit written comments. Written comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at mdowney@capelightcompact.org by 2 p.m. on the Tuesday before a scheduled Compact Governing Board meeting (or such other time as may be established by the Compact Administrator). Written comments must include a person's name and, if appropriate, the name of the organization the person is representing. Public comments received after the deadline will be distributed prior to the Compact's next Board meeting.
4. Members of the public addressing the Compact Board may not use fighting words, slander, unreasonably loud or repetitive speech, or speech so disruptive of the Compact Board meeting that the deliberative process is substantially interrupted or impaired. Speakers may not disrupt others. Speech must be peaceable and orderly.
5. All written public comments submitted in advance consistent with these protocols shall be included in the Compact's Board meeting packet.
6. Board members and staff cannot respond to public comments for topics not on the current agenda during the Board meeting. The Cape Light Compact Board may respond to comments either by putting them on the agenda of a subsequent meeting or by requesting the administrator or staff to respond to the comment.
7. Copies of the Board meeting packet will generally be made available to members of the public in advance of the meeting at the Cape Light Compact JPE's web site at www.capelightcompact.org Documents exempt from disclosure pursuant to the Public Records Law or protected by the attorney-client privilege shall not be included.

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

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

Participating In-Person Were:

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

Participating Remotely Were:

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

Absent Were:

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

Legal Counsel Participating Remotely:

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

Staff Participation In-Person:

Maggie Downey, Chief Administrative Officer
Dan Schell, Senior Analyst - Retail and Demand Response
Jason Bertrand, Marketing & Communications Coordinator
Kate Coleman, Outreach Specialist
Mariel Marchand, Power Supply Planner

Staff Participating Remotely:

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

Public Participants:

None.

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

Public Comment:

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

APPROVAL OF MINUTES:

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

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

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

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

Leanne Drake joined the meeting at 2:03pm.

ELECTIONS FOR 2025 OFFICERS, MAGGIE DOWNEY:

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

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

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

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

ELECTIONS FOR 2025 EXECUTIVE COMMITTEE MEMBERS, MAGGIE DOWNEY:

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

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

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

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

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

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

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

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

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

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

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

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

Jason Bertran reviewed the low-cost options. He stated that for paid social media it is very cost effective and there are parameters that can be set to target certain audiences. He stated that the issue with social media is that it invites discussion which can cause confusion. He stated that another option is paid digital newsletters which are affordable, high reach, and come from a trusted source, but working with a different organization's mailing list makes it difficult to target our specific audience.

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

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

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

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

Wayne Taylor joined the meeting at 3:15pm.

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

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

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

Dan Schell stated that the Compact also has the Cape & Vineyard Solar Loan. It is a loan to the Compact from USDA, Rural Utility Service (RUS), Rural Energy Savings Program (RESP), to administer low interest solar financing. He stated that the total funding is \$4.9 million with \$2.2M in first year. He stated that the Compact's program was launched on December 2, 2024, and the Compact received the USDA funds on December 26,

2024. The loans are serviced by Cape Cod 5 and applications receive a technical review by Self-Reliance. He stated that the interest rate is 2.75% for 10 years, and up to \$50,000. He is estimating that the Compact should be able to finance 50-80 projects for the first year depending on the average loan amount. He stated that there have been 16 applications to date, six that are currently under technical review, 2 missing information, 2 ineligible and 6 that are working with Cape Cod 5. Martin Culik asked if most of these were initiated through solar vendors. Dan Schell answered yes, he believes that many are using it as a sales technique.

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

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

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

Kate Coleman stated that there have been 63 inquiries so far. She stated that 12 were referred to the Cape & Vineyard Solar Loan or Heat Loan. She stated that 12 applications have been approved to move forward and sent to work with Abode. She stated that two were found ineligible by Abode, five were given their decarbonization plans, 4 are in process with Abode, and one was handed back and is working with lender.

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

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

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

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

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

Leanne Drake left the meeting at 3:48pm.

ADMINISTRATOR'S REPORT:

1. Update on Review and Release of Executive Session Minutes

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

2. Quarterly Updates to Select Boards and Town Council

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

3. Summary of 2024 Massachusetts Climate Law

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

4. Documents Sent to CLC Board via Email

Maggie Downey stated that she sent two emails to the Board with a lot of documents to review. She stated that the only thing that needs to be returned to her is the Office of Attorney General Open Meeting Law Guide signed. She stated that all the documents are required to be distributed to the Board annually. She stated that the

Draft Minutes subject to correction, additions and Committee/Board Approval

Board should also be receiving a conflict-of-interest training email from the State that needs to be completed online.

ADJOURNMENT:

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

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

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

Respectfully submitted,

Tatsiana Nickinello

LIST OF DOCUMENTS AND EXHIBITS:

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

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, February 19, 2025**

The Cape Light Compact JPE Board of Directors met on Wednesday, February 19, 2025, at 2:00 p.m. The meeting was held as a hybrid meeting (in-person and through remote participation) through a Zoom videoconference for members of the Board with audio call-in available for members of the public, pursuant to St. 2023, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to March 31, 2025.

Participating In-Person Were:

1. Sean Hogan, Barnstable Alternate
2. Robert Schofield, Executive Committee, Bourne
3. Colin Odell, Executive Committee, Brewster
4. Brad Crowell, Dennis
5. Valerie Bell, Harwich
6. David Jacobson, Orleans Alternate
7. Nathaniel Mayo, Provincetown
8. Bob Higgins-Steele, Truro Alternate
9. Suzanne Ryan-Ishkanian, Wellfleet
10. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Participating Remotely Were:

1. Bill Doherty, Bourne Alternate
2. Brian Miner, Chatham
3. Gary Senecal, Eastham Alternate
4. Alan Strahler, Edgartown
5. Scott Mueller, Falmouth
6. Wayne Taylor, Mashpee
7. Leanne Drake, Sandwich
8. Russ Hartenstine, Tisbury
9. Nicola Blake, Executive Committee, West Tisbury

Absent Were:

1. Forrest Filler, Aquinnah
2. David Anthony, Secretary/Executive Committee, Barnstable
3. Timothy Carroll, Chilmark
4. Tristan Israel, Dukes County
5. Tom McNellis, Eastham
6. Peter Meleney, Oak Bluffs
7. Martin Culik, Chair/Executive Committee, Orleans
8. Jarrod Cabral, Truro

Legal Counsel Participating Remotely:

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

Staff Participation In-Person:

Dan Schell, Senior Analyst - Retail and Demand Response
Jason Bertrand, Marketing & Communications Coordinator
Mariel Marchand, Power Supply Planner

Staff Participating Remotely:

Angela Hurwitz, Senior IT Services & Data Management Analyst
Anneliese Conklin, Data Services Coordinator
Briana Kane, Implementation Manager
David Maclellan, Senior Analyst
Kate Coleman, Outreach Specialist
Kim Grant, Town Energy Coordinator
Laura Selmer, Energy Efficiency Analyst
Maggie Downey, Chief Administrative Officer
Miranda Skinner, Strategy and Regulatory Analyst
Phil Moffitt, Chief Financial Officer
Stephen McCloskey, Energy Efficiency Analyst

Public Participants:

None.

Joyce Flynn called the meeting to order at 2:00PM.

Public Comment:

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

CONTINUED DISCUSSION ON CAPE LIGHT COMPACT POWER SUPPLY OFFERING, MARIEL MARCHAND & JASON BERTRAND:

Mariel Marchand reviewed the Power Supply Marketing PowerPoint. She stated that this is a follow up to last month's Board Meeting discussion. She stated that based on the conversation at the meeting, there were a few follow up questions, mostly around the customers that aren't on our supply, what their load is and what the associated Mil adder revenue would be from serving those customers.

Mariel Marchand presented the current number of customers in the Compact's territory and the estimated number of customers on competitive supply and basic service. For residential customers there is an estimated 30,622 on competitive supply and 17,133 on basic service.

Mariel Marchand reviewed the missing load estimates. She stated that for the residential customers on the Compact's power supply the load is 838,000 MWh and the Mil adder is \$838,000 and for commercial customers the load is 154,000 MWh and the Mil adder is \$154,000. She stated compared to the customers on competitive supply or basic service we can see that the residential load is less, and the commercial load is more. She stated as a reminder it is harder to get commercial customers to join the Compact's power supply because most of them are looking for longer term contracts. She stated therefore it's the residential customer base that presents the biggest area for growth.

Mariel Marchand stated that she worked with NextEra to get industry standard information about customer acquisition costs. She stated that acquiring new customers can be costly and time consuming. According to industry standards, it costs approximately \$25 to \$100 per customer to acquire a new retail electric customer. She stated that the competitive supply rule of thumb is that customers tend to switch if rates are about 1 cent per kWh below what they are currently paying. However, even with lower rates, customers are generally only switching if they're being aggressively marketed to.

Mariel Marchand stated that with the help of NextEra, back in 2017 when we signed that original contract with them, the focus of the campaign was more about the 100% renewable aspect of the product offering than the rates. She stated that it was a six-week campaign with 168 radio spots and about 18,000 direct mailings that cost \$22,000. She stated that NextEra's call center tracked that only 36 customers opted in to the Compact's power supply based on the campaign. She stated that she did look back at the monthly customer numbers over the time frame in which we were running that marketing campaign, and the Compact did gain over 1,500 customers over that time. Therefore, she believes there were more than the 36.

Jason Bertrand continued the review of the PowerPoint. He stated that at the last Board Meeting he presented a lot of different options, and this time staff has narrowed it down to what we thought would be most effective. He stated that for direct mail the cost estimate is \$1 to \$1.50 per piece. He stated that it would cost about \$31,000 to \$46,500 for mailing to competitive supply customers, and about \$17,000 to \$25,500 for mailing to Basic Service customers. He stated that the other option is increasing our presence on local radio. He stated that it would go from April to October and would cost about \$21,000. The cost is based on the energy efficiency marketing campaign that the Compact did in 2023. He stated that it is still a bit expensive but has a wide reach.

Maggie Downey stated that staff are looking for a sense of the Board before bringing back a supplemental budget request for a vote. Robert Schofield stated that the Compact should do the direct mail and do a test market and see what kind of return it gets from customers. Valerie Bell stated that the more targeted we are, the better feedback we are going to get. She stated that she doesn't open most of the mail she gets as most of it is just junk mail. Nate Mayo stated that how it is presented matters. Colin Odell suggested a post card therefore customers would see all the information upfront.

Nate Mayo asked what happens once a customer receives the mailing and decides to switch to the Compact's power supply. Mariel Marchand stated that the customers would have to call NextEra and ask to enroll with the Compact. She stated that the customer needs to have their Eversource electric account number and their service reference number, which is new as of June. Nate Mayo asked if there was an online form. Mariel Marchand stated that there is, but it is just to sign up to receive a phone call from NextEra to set up the account.

Brad Crowell asked if this was in response to the fact that our market share is eroding, or just anecdotal evidence of people getting slammed by competitive suppliers, or both. Mariel Marchand stated that this started because we presented on our rates, and our rates are lower than basic service and continue to be lower than basic service. She stated that at the same time, the number of Compact customers has been slowly declining over the past year or so. She stated that the thinking is that the Compact should market to customers making sure they are aware there may be a lower price option for them.

Brad Crowell stated that he knows people who have ended up in very adverse deals because they've been tricked on the phone. He asked if there is something that the Compact can do with the Attorney General's Office to advocate for better restrictions around some of these operations. Audrey Eidelman Kiernan stated that there have been times in the past where the Department of Public Utilities (DPU) does investigate these issues of competitive supply. She stated that the Compact has been very vocal in those proceedings. She stated that the

Compact was involved in a 2014 exercise, and again in 2019 when the DPU looked at rules and regulations for competitive suppliers. She stated that the Compact has participated in those dockets when the DPU brings them up, and in the establishment of the competitive supply website, so that customers can see what all of their options are, including municipal aggregation.

Maggie Downey asked for a sense of the Board. The sense of the Board is that they are interested in taking some form of action on marketing to try and increase the number Compact power supply customers.

Nate Mayo stated that direct mail is expensive. He stated that maybe there is a way to put something out and get some feedback to see whether the Compact should do a larger mailing. Dan Schell stated that his suggestion would be to mail to the customers on basic serve as we know that we have a lower rate. He stated that for the customer on competitive supply, there isn't a guarantee that we would be helping them save on their bill. Valerie Bell asked if customers on basic service are charged a fee for leaving. Mariel Marchand answered no, they are not. Valerie Bell stated that therefore it would be easy for them to switch. Colin Odell suggested doing 1,000 pieces and splitting it between basic service and competitive supply and see what the response is between the two. Valerie Bell stated that she agrees. Nicola Blake stated that it seems like a good time to do this campaign with rising costs and the Compact being lower than basic service.

Nate Mayo asked if there are legal restrictions on what can be said on the mailings. Maggie Downey stated that we have to comply with DPU regulations. She stated that we can state that we are currently lower than basic service and use historical data. Audrey Eidelman Kiernan stated that that Compact can't state a guarantee of the savings overtime.

Valerie Bell stated that since the Compact is already putting ads on the radio, that maybe one of the ads is switched to talk about power supply. She stated that it wouldn't be an extra radio ad, just a different message. Bob Schofield agrees.

The sense of the Board was to have staff bring back the cost of a limited mailing to customers at the March Board meeting.

UPDATE ON CAPE AND VINEYARD SOLAR LOAN PROGRAM, DAN SCHELL:

Dan Schell reviewed the Cape and Vineyard Solar Loan Update PowerPoint. He stated that since the application opened on December 2, 2024, the Compact has received 41 applications. Two are under review and 29 have been approved, 3 denied, 1 withdrawal and 6 on-hold. .

Dan Schell stated that the approved loan total so far is \$1,146,487 and on hold is \$188,023. This leaves \$865,490 left of the funds. He estimates about 44 days of funding left based on the current rate. Therefore, it should be fully expended by the end of March or early April. He stated that we should be able to fund about 55 loans in total. He stated that we will not know if we will be receiving more funds until after October 1st 2025.

COMPACT MARKETING UPDATE, JASON BERTRAND:

Jason Bertrand reviewed the Cape Light Compact Marketing and Website PowerPoint. He stated that the Compact's marketing strategies fall under three categories: paid marketing, earned media, and presentations and events.

Jason Bertrand stated that the Compact has a significant paid marketing budget at both the statewide and local level. The total 2024 Mass Save statewide budget was \$4,700,000 and the Compact's share of that was \$302,000. He stated that the 2025 Compact marketing budget is \$750,000 for energy efficiency and \$105,000 for power supply. He stated that the Compact attended 21 community events and did 36 presentations in 2024. He stated that a majority of the presentations this year focused on a general overview of the Compact and our Energy Efficiency Programs.

Jason Bertrand stated that the Compact's press releases are sent to all daily and weekly papers on the Cape and Vineyard, as well as online only publications, radio station, and community organizations and chambers as appropriate. He stated that in 2024 there were three press releases. They were for a Power Supply Rate Announcement, Energy Education Presentation, and the E-Bike Incentive Program. He stated that the Compact is having a press release for the Cape & Vineyard Solar Loan next week on February 28th. He stated that the Board should have received an email about it and are welcome to attend. He stated that some other upcoming press releases are for the Energy Saver Home Loan and the new website launch. He stated that Mass Save Statewide press releases are also sent to papers on the Cape and Vineyard. These cover the larger announcements for our Energy Efficiency programs.

Jason Bertrand stated that development on the Compact's new website has begun. He stated that we are hoping to do final testing and launch in the spring. He stated that the vendor working with the Compact on the new website is Tomo360, they are a digital marketing and web development company based in Lowell, MA. He stated that they have previously worked with other Cape based organizations including Barnstable County and Housing Assistance Corporation.

Jason Bertrand stated that the Compact is looking to modernize the look and feel of the website and optimize for mobile and ensure the website is ADA compliant. He stated that we are looking to redesign program pages to present content more clearly and simplify user journey on the website and best direct customers toward programs that are the best fit for them. Tools would be added to help users find the content that they are looking for. He stated that another goal is to increase the number of translated website pages.

Jason Bertrand stated that staff have started reviewing program pages. Some pages will have to wait until after the three-year plan approval at the end of February. He stated that once the program pages are created, staff will complete a round of reviews and revisions and then the core program pages will be translated into Spanish and Portuguese.

Colin Odell asked if the Board would get a chance to review before the website launches. Jason Bertrand answered yes that the Board would be able to review closer to the launch. Dan Schell stated that we can send a staging link to the Board. He stated that the Board can write down and send any small edits they may have and set aside some time at a future Board Meeting for any larger issues.

OVERVIEW OF COMPACT PARTICIPATION IN MA DEPARTMENT OF PUBLIC UTILITIES DOCKETS, AUDREY EIDELMAN KIERNAN:

Maggie Downey stated that this is just a quick summary of the DPU dockets that the Compact is currently participating in. She stated that if there are any the Board Members would like more information on, we will bring it back for further discussion at a future Board Meeting.

Audrey Eidelman Kiernan reviewed the Current Cape Light Compact JPE participation and advocacy in DPU Dockets PowerPoint. She stated as a reminder, that the way the DPU numbers its dockets is that the first two

numbers are of the year that the docket was opened. Therefore, the Board can see that some of these dockets have been going on a few years, and some have just started.

Audrey Eidelman Kiernan stated that DPU 21-80 is the Eversource Grid Modernization Plan for 2022-2025. She stated that it was adjudicated and approved in 2022, and the parties have engaged in what is called an Advanced Metering Infrastructure Working Group, which filed a report in August of 2024. They are now awaiting guidance from the DPU on the next procedural steps. She stated that the next docket is DPU 23-50 which is the DPU's investigation into modifications to the way basic service is procured and priced particularly to avoid any future failed solicitations by the electric distribution companies. As well as to try and minimize the differences in the way basic service prices occur and are procured across the distribution companies.

Audrey Eidelman Kiernan stated that DPU 23-67 began with an overhaul of the municipal aggregation guidelines. She stated that it is now in the second phase, working through the implementation of alternative low-income community shared solar projects by municipal aggregations. Next is DPU 23-84. She stated that this docket is on the electric vehicle time of use rates. She stated that this stems from the 2022 Clean Energy Act that required the electric distribution companies to propose time of use rates for charging electric vehicles and for electric vehicles supply equipment. She stated that hearings are taking place on the docket next month.

Audrey Eidelman Kiernan stated DPU 24-10 is the Eversource electric sector modernization plan. She stated that this also stems from the 2022 Clean Energy Act, where the legislature required electric distribution companies to file these types of plans every five years. She stated that the DPU is currently considering metrics and reporting requirements in this docket for Eversource. Also, the distribution companies are working on developing long term system planning. Next is DPU 24-15, the energy burden investigation. She stated the DPU is exploring how to reduce the energy burden for customers, specifically looking at tiered discount rates and how to address recovery of any revenue shortfalls that come from discount rates. She stated that the DPU is also looking at how to develop a moderate-income customer discount rate.

Audrey Eidelman Kiernan stated DPU 24-104 is on Eversource's own low-income community shared solar program. She stated that it stems from the SMART program and DPU's review of Eversource's SMART tariff. She stated that the next docket is DPU 24-195 and Eversource has asked for midterm modifications to its electric vehicle infrastructure program. She stated that the Compact is monitoring a request from Eversource for a pilot program to consider whether Compact customers could also participate in the program. Lastly there is docket DPU 25-10. She stated that in January the DPU and the Department of Telecommunications and Cable issued a joint order and they're exploring utility pole attachments, conduit access, double poles, a related database, and other similar matters. She stated that the Compact is coordinating internally and with the towns on this to consider double pole issues for comment in this proceeding.

ADMINISTRATOR'S REPORT:

1. MA DPU 25-10 Update: Double Utility Poles

Maggie Downey stated as Audrey Eidelman Kiernan just stated, a docket opened in January and the DPU sent a letter to all the Massachusetts cities and towns, as well as the utilities. She stated that they are asking very specific questions of the towns. They are seeking input on double poles. She stated that this is an issue that the Compact has commented on in several proceedings. She stated that the DPU has asked cities and towns to coordinate and consolidate comments, if possible. She stated that she presented to the former Select Board and Councilors Association and sent an update to the Town Managers. She stated that Kevin Galligan and Mariel

Marchand created a survey that she also sent out. She stated that the survey responses are due back to the Compact on March 4, 2025.

2. Refrigerator Recycling

Maggie Downey stated that the refrigerator recycling program is back. She stated that there is a flyer in the Board packet with the information of the new vendor that customers can reach out to schedule a free home pick up of their working but inefficient refrigerators. Customers would then be eligible for a \$75 rebate.

3. Executive Orders – Potential Impacts to MA Programs

Maggie Downey stated that she wanted to give a quick update on the executive orders coming through at the federal level. She stated that there have been some inquiries from the public. She stated that the Mass Save programs are funded by ratepayers, so they are not impacted. She stated that federal funds such as the HERS and HEAR funds are likely to be impacted. She stated that these are outside funds that we use as leverage to offset ratepayer funds.

4. Multi-Factor Authentication

Maggie Downey stated that Board Members who use a Compact email address will be receiving an email to set up their multi-factor authentication from our vendor Retrofit to set up a time to have someone walk through the process. She stated those with their laptop today can stay and Angela Hurwitz the Compact's Senior IT Services & Data Management Analyst can walk through Board Members through it after the meeting, or before or after next month's meeting.

Bill Doherty left the meeting at 3:52PM.

Alan Strahler left the meeting at 3:58PM.

ADJOURNMENT:

Motion to adjourn made at 4:00PM moved by Robert Schofield, seconded by Colin Odell.

Sean	Hogan	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brad	Crowell	Dennis	Yes
Gary	Senecal	Eastham	Yes
Scott	Mueller	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Russ	Hartenstine	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Susan	Ryan-Ishkanian	Wellfleet	Yes

Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- January 8, 2025, Draft Open Session Meeting Minutes
- Power Supply Marketing PowerPoint
- Cape and Vineyard Solar Loan Update PowerPoint
- Cape Light Compact Marketing and Website PowerPoint
- Current Cape Light Compact JPE participation and advocacy in DPU Dockets PowerPoint

Draft Minutes subject to correction, additions and Committee/Board Approval

Public Body Checklist for Preliminary Screening Committees Meeting in Executive Session

Issued by the Massachusetts Office of the Attorney General's Division of Open Government
November 2024

Executive session Purpose 8, G.L. c. 30A, § 21(a)(8), permits a preliminary screening committee, often called a search committee, to enter executive session to consider or interview applicants for employment or appointment. This is a slightly different executive session purpose than the other nine, as it anticipates that a public body will create a subcommittee—the preliminary screening committee—for this purpose.

- The preliminary screening committee need not contain any members of the parent public body, but, if it does, it must contain less than a quorum. Other individuals may also be members of the preliminary screening committee.
- Before entering executive session, the chair must declare that an open meeting will have a detrimental effect in obtaining qualified candidates, and this statement should then be reflected in the meeting minutes. G.L. c. 30A, § 21(a)(8).
- The preliminary screening committee may perform the initial work of **considering**, such as reviewing written **applications** or **resumes**, and **interviewing** applicants in executive session. See OML 2020-147; OML 2019-100.
- Once there are finalists—meaning at least two individuals to proceed onto the next level of consideration—any further consideration, review, or **interviewing** by the screening committee or the parent public body must take place in open session. See OML 2024-30; OML 2021-70; OML 2016-105.
- The screening committee may not narrow the pool of candidates to a **single** finalist in executive session.
- The preliminary screening committee may not enter executive session to prepare questions to ask candidates or to discuss the review process. See OML 2021-152; OML 2019-7; OML 2016-105. Such discussions must **occur** in open session.
- The preliminary screening committee must create and approve minutes of all meetings, including executive sessions. G.L. c. 30A, § 22(a).

Note that this checklist is intended as an educational guide, and does not constitute proof of compliance with the Open Meeting Law. Checklists are updated periodically, so please confirm that you are using the most current version. For questions, please contact the Attorney General's Division of Open Government at 617-963-2540 or via email at openmeeting@mass.gov. For more information on the Open Meeting Law, please visit www.mass.gov/ago/openmeeting.

**CAPE LIGHT COMPACT
CHIEF ADMINISTRATIVE OFFICER**

DEFINITION

Professional, technical, management and administrative work overseeing the operations of the Cape Light Compact and ensuring that all regulatory policies are implemented, and finances and personnel are effectively managed; all other related work as required.

ESSENTIAL FUNCTIONS

The essential functions or duties listed below are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.

- Responsible for development and implementation of the Cape Light Compact's Energy Plan. Ensures that all information the Department of Public Utilities required by the Department of Public Utilities is submitted in accordance with required regulations on a three-year cycle.
- Responsible for budget development and management of the Compact's rate payer energy efficiency budget and annual operating budget. Coordinates with regulatory officials on matters pertaining to the Compact's energy efficiency budget and programs.
- Oversees, with subordinates, energy efficiency planning efforts for Cape Cod and Martha's Vineyard including providing technical support for cooperative research investigations, analyzing, interpreting and delivering results of highly complex scientific information, and delivering energy services to towns; all other energy services activities, as required.
- Serves as designated representative for the Compact at statewide level energy efficiency program group. Represents Compact on the Massachusetts Energy Efficiency Advisory Council.
- Responsible for Compact power supply procurement for Compact's 200,000+/- electric customers including; issuing RFP, negotiating contracts and agreements concerning power supply purchases; serves as the Compact's Chief Procurement Officer.
- Responsible for execution of all contract documents on behalf of the Compact.
- Manages the Compact's participation in the Independent System Operator New England (ISONE) Forward Capacity Market (FCM) including monthly time sensitive reporting, and the mandated Monitoring and Verification Plan.
- Participates in public forums, workshops and conferences for local, state, and national energy efficiency interests. Works closely with various joint program efforts and energy efficiency market actors including Northeast Energy Efficiency Partnerships, EPA Energy Star and business trade allies.

- Serves as Human Resources Manager for the Compact. Responsible for hiring, evaluating, and if required terminating employees of the Compact. Oversees annual performance evaluations of all staff.
- Develops and maintains working relationships with local, regional, state and federal officials and electric and gas utility representatives. Identifies and reviews regulatory filings, pleadings and supporting exhibits to formulate positions the Compact and legal counsel establish to advance the mission of the organization.
- Performs other related job duties as required.

SUPERVISION RECEIVED

Under policy direction, the employee works from policies, goals, and objectives; establishes short-range plans and objectives and organization performance standards and assumes direct accountability for organization's results; consults with the supervisor only where clarification, interpretation, or exception to policy may be required or as requested by the supervisor. The employee exercises control in the development of organizations' policies, goals, objectives, and budgets and is expected to exercise whatever means are necessary to resolve conflict.

SUPERVISION EXERCISED

The Administrator is accountable for the direction and success of programs accomplished through others. The Administrator is responsible for analyzing program objectives, determining the various organizational work operations needed to achieve them, estimating the financial and staff resources required, allocating the available funds and staff, reporting periodically on the achievement and status of the program objective, and recommending new goals. The Administrator typically formulates or recommends program goals and develops plans for achieving short and long-range objectives and determines organizational structure, operating guidelines, and work operations.

JUDGMENT AND COMPLEXITY

Guidelines only provide limited guidance for performing the work, which may be in the form of administrative or organizational policies, general principles, regulations, legislation, or directives that pertain to a specific functional area. Extensive judgment and ingenuity are required to develop new, or adapt existing, methods and approaches for accomplishing objectives or to deal with new or unusual requirements within the limits of the guidelines or policies. The employee is recognized as the authority in interpreting the guidelines and in determining how they should be applied.

NATURE AND PURPOSE OF CONTACTS

Employee has constant interaction with local, state, and federal government officials, community leaders, and any other individuals to protect and promote the organization's overall interest. Employee must possess a high degree of diplomacy and judgment and must be able to work effectively with, and influence, all types of persons. Duties require a well-developed sense of strategy and timing in representing the organization effectively in critical and important situations that may influence the well-being of the organization.

CONFIDENTIALITY

The employee has access to confidential information, including official personnel files, lawsuits, criminal records/investigations, client records, and department records, as well as medical and psychological records.

EDUCATION AND EXPERIENCE

Master's degree in public or business administration, environmental engineering or related field, and 8 to 10 years of related experience; or any equivalent combination of education training, certification, and experience, of which five should be in a supervisory capacity.

Valid Massachusetts motor vehicle operator's license

KNOWLEDGE, ABILITY, AND SKILLS

Knowledge: Extensive knowledge of the purposes and responsibilities of Massachusetts energy efficiency programs. Thorough knowledge of the Cape Light Compact and role of municipal aggregators under the Massachusetts Restructuring Law. Knowledge of state and federal energy laws and regulations as they relate to the above specialties and energy services in general.

Abilities: Ability to manage a complex variety of services and functions. Ability to interpret complex technical and scientific information and translate for public officials and the general public to guide informed decision making for planning and delivering the energy efficiency needs of the region. Ability to plan, organize, analyze problems, formulate recommendations, and prepare reports; ability to establish and maintain effective working relationships with a variety of public and private groups including local, state, and federal elected officials. Ability to prepare and administer budgets and to prepare financial reports.

Skills: Superior management and organizational skills. Superior communication skills, both oral and written. Excellent analytical, organizational, and negotiation skills, resourcefulness and discretion.

WORK ENVIRONMENT

The majority of work is performed in an office setting.

PHYSICAL, MOTOR, AND VISUAL SKILLS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential function of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Physical Skills

Minimal physical demands are required to perform most of the work. The work principally

involves sitting, with intermittent periods of stooping, walking, and standing. May be required to lift objects such as files, boxes of papers, office supplies, and office equipment weighing up to 30 pounds.

Motor Skills

Duties require motor skills for activities such as moving objects and using office equipment, including but not limited to telephones, personal computers, handheld technology, and other office equipment.

Visual Skills

Visual demands require routinely reading documents for general understanding and analytical purposes. Frequent computer use.

APPENDIX

This is set forth in JPA (Article IX(K)):

A. The Cape Light Compact JPE Administrator.

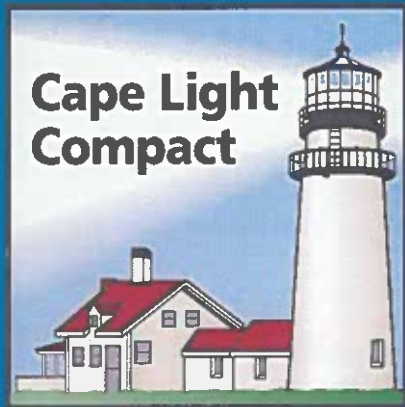
The Governing Board shall appoint a JPE Administrator who shall be an employee of the Cape Light Compact JPE. In general, the Cape Light Compact JPE Administrator shall serve as the chief administrative and operating officer and supervise, direct and be responsible for the efficient administration of the business of the Cape Light Compact JPE.

More specifically, the Cape Light Compact JPE Administrator shall be responsible for:

- (i) Implementing the goals and carrying out the policies of the Cape Light Compact JPE Governing Board;
- (ii) Maintaining the complete and full records, reports and filings associated with the financial and administrative activity of the Cape Light Compact JPE;
- (iii) Planning and directing all administrative and operational functions of the Cape Light Compact JPE consistent with budgets approved by the Governing Board;
- (iv) Managing the hiring process, supervising and directing the work of all staff consistent with budgets and strategic goals approved by the Governing Board;
- (v) Consulting and advising the Governing Board as to the business, operational and strategic concerns of the Cape Light Compact JPE including fiscal affairs, legal and operational issues, and major program initiatives;
- (vi) Regularly attending all Governing Board meetings and answering all questions addressed to him or her;
- (vii) Managing the Cape Light Compact JPE's legal affairs, including directing the Cape Light Compact JPE's participation in regulatory and judicial proceedings, consistent with relevant budgets approved by the Governing Board;
- (viii) Managing the Cape Light Compact JPE's energy efficiency program in accordance with all applicable laws and the rules and regulations of the DPU, or any successor entity;
- (ix) Negotiating and executing contracts for power supply procurement, renewable energy certificates, energy efficiency contracts, contracts for professional services and legal services in order to achieve the strategic goals and business purposes of the governing board; and
- (x) Perform such other duties as may be directed by the Governing Board from time to

time, or as may be necessary or advisable to fulfill the Cape Light Compact JPE's objectives.

The Governing Board may elect to expand, limit or otherwise amend the foregoing responsibilities by replacing this Article IX(K) with a list of responsibilities set forth in Exhibit C.



**Cape Light
Compact**

Your Trusted, Local Energy Resource

Power Supply Marketing

Cape Light Compact Governing Board
March 12, 2025



Direct Mailing Costs

Test Mailing – 1,000 Pieces

- 500 Basic Service and 500 Competitive Supplier
- Total Cost: **\$1,050.95**

All Basic Service Customers – 16,633 Pieces

- Total Cost: **\$9,282.72**

All Competitive Supply Customers – 30,122 Pieces

- Total Cost: **\$15,720.46**

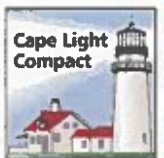
All Basic Service and Competitive Supply Customers – 46,755 Pieces

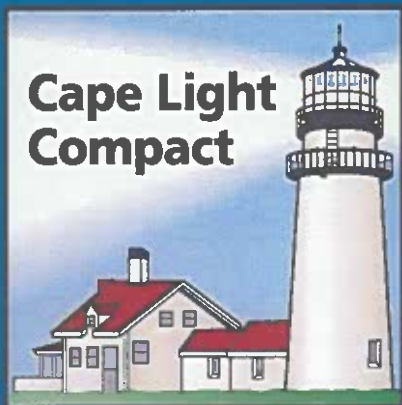
- Total Cost **\$23,913.67**



Board Vote & Next Steps

- **Sense of the Board:** to support expending \$1,050.95 from existing operating budget to proceed with the test mailing group
- **Staff Proposal:** if we receive 40 responses (4%) by May 1, we intend to come back to the Board with an appropriation request to mail to the remaining Basic Service and Competitive Supply customers at the May Board meeting
 - Standard direct mail response rate is between 2.5% – 4.5%





**Cape Light
Compact**

*Your Trusted, Local
Energy Resource*

2025 Main Streets & Small Business Updates

Lindsay Henderson



What is Main Streets

- CLC will be working with RISE and NRM (refrigeration vendor), targeting customers in selected towns who have not participated in an energy assessment within last two years
- Vendors will do advanced outreach to schedule assessments
- Partners in this effort:
 - Chambers of Commerce and Merchant Associations
 - Selected towns to promote effort and partnering with the town on marketing materials
 - Vineyard Power



Logistics

- Incentives
 - Offering up to 100% incentive for all Small Businesses who have measures installed through an energy assessment
- Direct mail letters/flyers being sent out to the targeted customers in advance of the Main Street effort in the applicable town
- Advanced outreach in person will also occur
- Engaging the local Chambers of Commerce/Business Associations to help with outreach to the businesses

Save the Date!



Cape Light Compact will be in

Falmouth on May 17th - 19th

to meet with businesses about ways to save energy and lower operating costs through energy efficiency upgrades.

The Compact is offering increased incentives up to 100% on select lighting, refrigeration, and other eligible electric energy-efficiency upgrades as part of this event. Meet with us for a no-cost energy assessment to learn more and make your energy efficiency plan!

Appointments are optional. If you'd like to schedule one, please call

1-855-872-5291

CapeLightCompact.org/MainStreets

Also check out our programs for renters, landlords, and residential and income-eligible customers.

*Qualifying businesses that use less than 1.5 million kWh per year and be located on Cape Cod or Martha's Vineyard



Recap from 2024

- 13 Main Streets* held
 - 331 assessments performed
 - 293 projects installed
 - 1,155,357 kWh annual savings
 - 235 MMbtu annual savings
 - \$1,741,729 in incentives paid

Save the Date!

Cape Light Compact will be in
Orleans
October 7th - 11th

to meet with businesses about ways to reduce energy use and lower operating costs through energy efficiency upgrades.

Cape Light Compact
A member of **ma's save**
CapeLightCompact.org/MainStreets

- *Hyannis, Provincetown, Bourne, Tisbury, Falmouth, Wellfleet, Mashpee, Eastham, Dennis, Edgartown, Orleans, Yarmouth, Marstons Mills



Looking Ahead to 2025

- 4 Main Streets
 - Town of Barnstable (all villages) – 5/5-5/16 - 10 days
 - Sandwich – 5/28-6/6 - 8 days
 - Martha's Vineyard (all Towns) – 9/15-9/19 – 5 days
 - Brewster & Orleans – 9/29-10/8 – 8 days
- Selected based off of # of customers that haven't participated within last 2 years, and those that have been harder to reach with regular outreach efforts
- Will be developing more comprehensive proposals for customers



Looking Ahead to 2025 (cont'd)

- Will be working to develop renter and non-profit specific outreach and marketing to promote new offers available to them
- Will be meeting with Chambers of Commerce throughout the year to see how we can partner with them to reach more businesses



Small Business Updates for 25-27

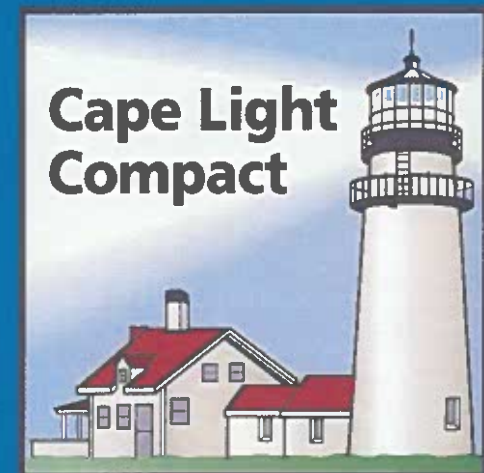
- Non-Profit Offer
 - Eligible entities 501 (c) (3), (8), (10), (19), (23) or a House of Worship
 - Organization must have been in operation for at least 1 year
 - Up to 100% for all measures except for heat pumps
- Renter Offer
 - Building Owner must attest that 50% or more of the facility is leased
 - Building Owner must not be affiliated with the renter or have a stake in the renter business
 - Up to 100% for all measures except for heat pumps



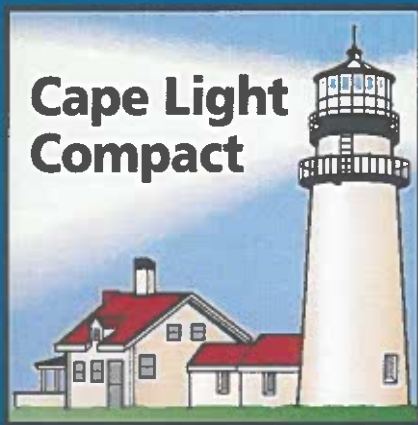
Questions?

Lindsay Henderson

lhenderson@capelightcompact.org



*Your Trusted, Local
Energy Resource*



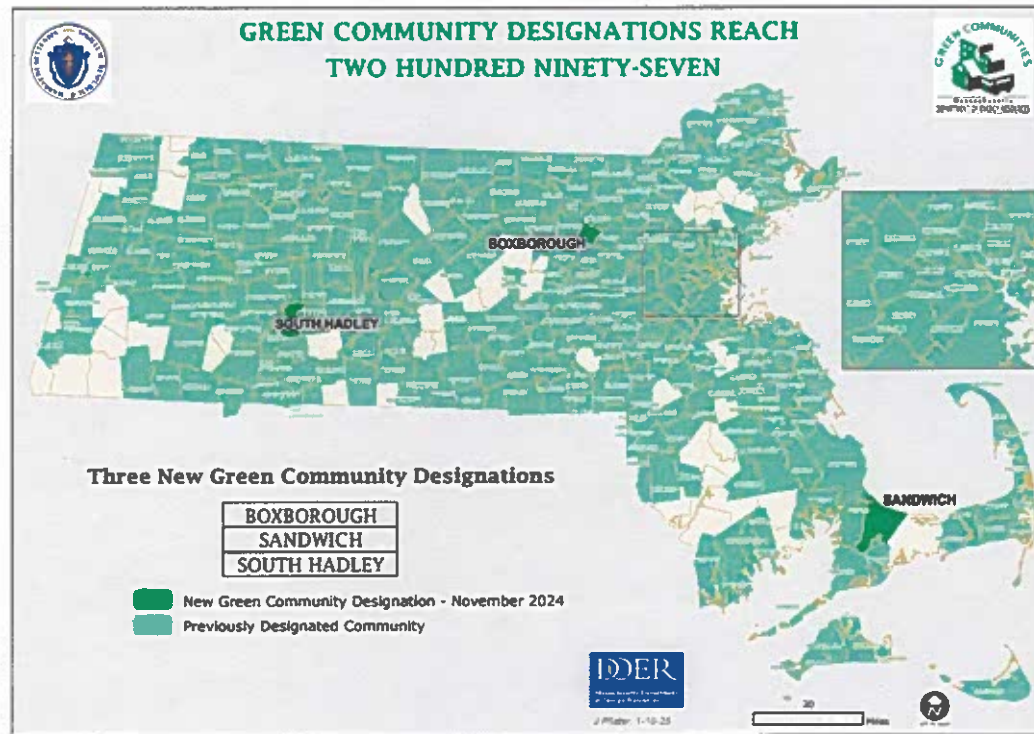
**Cape Light
Compact**

Your Trusted, Local Energy Resource

Green Communities Update

3.12.2025
Laura Selmer

Statewide Green Communities



REPA- Regional Energy Planning Grants

- REPA offered in 2 year cycles.
- Pays for CLC time to prepare and submit annual reports for all GCs in CLC territory.
- Pays for CLC time to prepare competitive applications, designation requests, and grant reporting.
- Caps on hours per task.



Green Communities Stages



Green Communities YTD Grant Totals

	Designation	Competitive	Combined
TOTAL	\$3,259,886.00	\$3,199,214.00	\$6,459,100.00

- Some Towns became Green Communities without CLC assistance.
- Includes all towns in CLC territory plus Gosnold and Nantucket.
- Does **not** include META, GAP, or EECBG



Town	Designation	Competitive
Aquinnah	\$125,562	
Bourne	\$171,000	
Brewster	\$143,381	
Chatham	\$134,040	
Chilmark	\$126,430	\$177,741
Dennis	\$160,170	
Eastham	\$139,000	
Edgartown	\$132,000	\$217,674
Falmouth	\$188,214	
Gosnold	\$130,930	
Harwich	\$152,910	\$296,340
Mashpee*	\$170,124	\$600,195
Nantucket	\$139,340	\$338,148
Oak Bluffs	\$144,000	
Orleans	\$134,709	
Provincetown*	\$143,600	\$397,558
Sandwich	\$167,500	
Tisbury*	\$140,925	\$131,558
Truro*	\$141,200	\$369,316
Wellfleet*	\$140,000	\$458,184
West Tisbury*	\$143,250	\$12,500
Yarmouth	\$191,601	\$200,000**
TOTAL	\$3,259,886.00	\$3,199,214

DOER Competitive Municipal Programs

Green Communities

- Competitive grants up to \$225,000 for energy efficiency projects for designated communities.
- Up to \$500,000 for Decarbonization projects.

Climate Leaders

- Grants up to \$1,000,000 for designated communities.
- Funding can be used for renewables.



Green Communities

Competitive Grants (Fall)

- Approved by DOER March 4th
 - Harwich - VRF HP
 - Edgartown - HPs and DHW
 - Chilmark - Wx and Town Hall HP
 - Provincetown - Airport Decarb
- **Total : \$722,930.00**



Green Communities

Spring Applications- April 2025

- Falmouth
- Chatham
- Dennis
- Tisbury

Fall Applications- Oct. 2025

- Brewster
- Nantucket
- West Tisbury
- Mashpee



Green Communities

Open Designations

- Eastham
- Gosnold
- Oak Bluffs
- Sandwich
- Orleans



Climate Leaders

Technical Assistance Awarded

- Aquinnah
- Eastham
- Orleans
- Wellfleet
- West Tisbury

Application Submitted

- Truro
 - Completed decarbonization roadmap and awaiting designation.



META- Municipal Energy Technical Assistance

Submitted 3/7

- West Tisbury for HVAC design



Contact Us

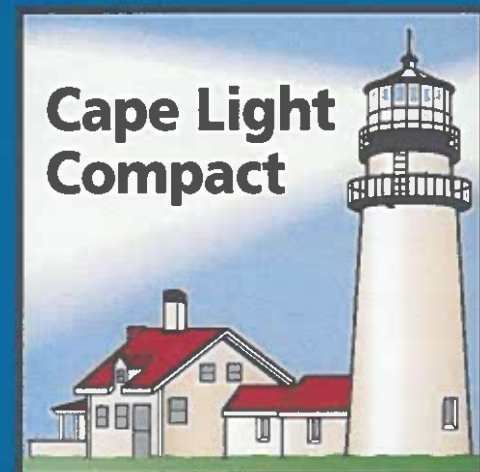


For more information, please visit
www.capelightcompact.org

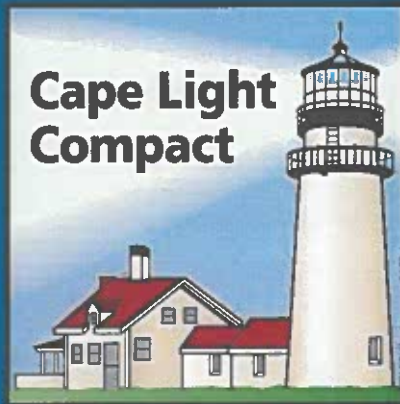


Energy Efficiency
774-994-0368

Laura Selmer
Laura.selmer@capelightcompact.org



*Your Trusted, Local
Energy Resource*



**Cape Light
Compact**

Your Trusted, Local Energy Resource

2025-2027 Energy Efficiency Plan Order

Cape Light Compact Governing Board
March 12, 2025

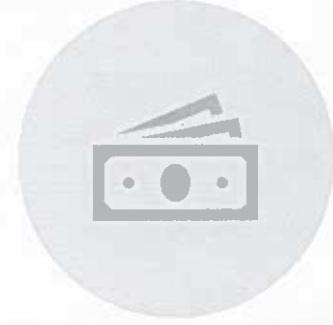
Overall



**TONE IS POSITIVE AND
APPRECIATIVE**



**ENERGY AFFORDABILITY
CONSIDERATIONS**



**FOCUS ON BUDGETING
AND COST CONTROLS**





THE BIG CHANGES

Residential Budget Cut and MTMs

Residential budget cut



\$500M reduction (50% gas, 50% electric); proportionate by budget





EES limit year-over-year of no more than 15% increase


EES = Energy Efficiency Surcharge




CLC portion of reduction


 Total planned statewide residential electric budget = \$1,728,763,962

 Total planned Cape Light Compact residential electric budget = \$168,070,909

 % of statewide budget = 9.72%

 Applied to \$250M = \$24,305,069 (or roughly \$8.1M/year)

 Unknown: EES is both residential and low-income, so 15% year-over year (YOY) could affect cuts

 Unknown: Statewide decisions that may affect Cape Light Compact



Mid-term modifications

Change to sector

Change to 5%,
both under and
over

Pool is statewide
mid-term
modification
(MTM)

Notice to DPU at
least 4 months in
advance

Can discuss with
EEAC prior

New quarterly
budget report with
“pipeline”

EEAC = Energy Efficiency Advisory Council









6



An abstract geometric composition on a light gray background. The left side is divided into several colored and patterned sections: a green triangle with diagonal lines at the top left; a yellow square with white concentric arcs; a green horizontal bar; a blue square with green concentric arcs and a gray semi-circle at the bottom; a dark blue triangle with diagonal lines; a light blue triangle with diagonal lines; a white triangle with a brown dot pattern; a solid blue triangle at the bottom right; and a solid orange rectangle at the bottom center. A dark blue horizontal line with a circular dot at its right end extends from the yellow square towards the center. The text 'SMALLER ITEMS' is centered in the gray area to the right of these shapes.

SMALLER ITEMS

Quick approvals

-  Heat pump O&M measure for low-income
-  Electrification pool
-  Refrigerant leaks
-  Single potential study statewide
-  Remove “non-controllable costs” from sector-based cost-effectiveness; include in portfolio
-  Custom gas electrification split (62% for electric/38% for gas) approved
-  Social cost of carbon at \$415 per short ton CO₂e (2022-2024 was \$128 per short ton CO₂e)
-  Application of low-income NEIs to moderate income

O&M = Operating and Maintenance

NEIs = Non-Energy Impacts



Follow-up Studies



Heat pump incentive levels



HEAT Loan study



Non-participant study (again)



Rental electrification
qualitative study



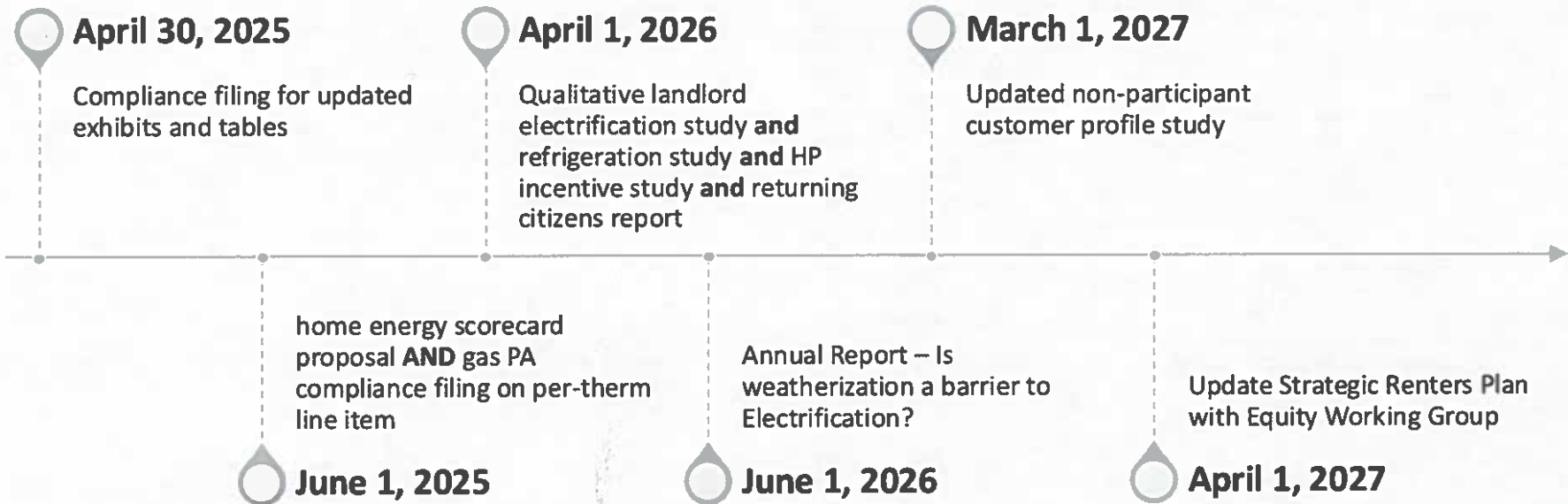
Measurable impacts of
renter electrification
agreement on landlord
participation



Refrigerants study



Statewide Deadlines



Other To-do's

Plain language renter
electrification
agreement

Work with Attorney
General on potential
HEAT Loan cuts

Coordinate from
NEGPA on ground
source heat pump
data

Track individual AND
pool electrification

- New bi-annual reporting on prescriptive electrification

RGGI reallocation –
new EERF tariffs –
within 30 days

EERF = Energy Efficiency Reconciliation Factor
RGGI = Regional Greenhouse Gas Initiative

NEGPA = New England Geothermal Professional Association



For Annual Reports



REFRIGERANT
MEASURE METRICS



MARKET
TRANSFORMATION
DATA



ADMINISTRATIVE
COST METRICS



COMMUNITY FIRST
PARTNERSHIP DATA
SHARING



STATEWIDE CALL
CENTER UPDATES





CLC SPECIFIC

CLC-specific items



CVEO – ok to continue project completions into 2025-2027



93% EE/7% Operating split for shared costs – ok



Legal and financial services should follow split



Continue reporting of actual costs for shared costs



CLC required to join statewide call center with transition report – include in 2025 Annual Report



Interest rate proposal not approved – monthly

CVEO = Cape and Vineyard Electrification Offering



CLC deadlines



APRIL 30, 2025 – COMPLIANCE FILING WITH REDUCTIONS, INTEREST RATE ADJUSTED AND UPDATED SHARED COSTS



JUNE 1, 2026 – ANNUAL REPORT WITH COMMUNITY FIRST PARTNERSHIP AND STATEWIDE COST CONSISTENCY AND TRANSITION PLAN FOR CALL CENTER



Board Direction Requested



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- Priorities for residential budget cuts
- Reminder on statewide nature of programs
- Balancing policy objectives and DPU order



Residential Programs at a glance



Priorities

- What are the key areas where staff should advocate to keep?
- What are key areas where cuts or removal may be acceptable?



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APPENDIX

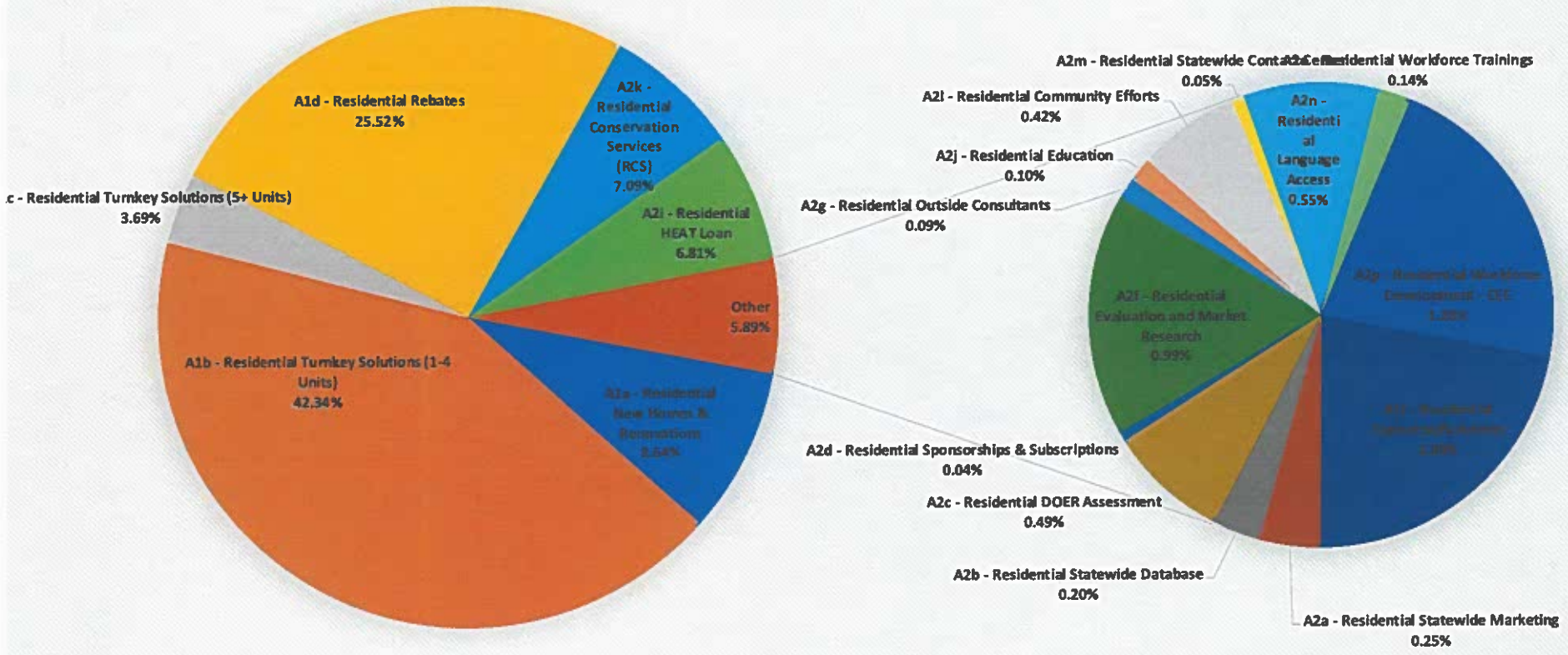
2025-2027 Planned values

2025-2027 Planned Residential Budgets

A - Residential	\$ 168,416,740.49
A1 - Residential Offerings	\$ 137,261,897.89
A1a - Residential New Homes & Renovations	\$ 14,551,671.38
A1b - Residential Turnkey Solutions (1-4 Units)	\$ 71,315,809.48
A1c - Residential Turnkey Solutions (5+ Units)	\$ 6,219,217.25
A1d - Residential Rebates	\$ 42,982,762.59
A2k - Residential Conservation Services (RCS)	\$ 11,947,493.31
A2i - Residential HEAT Loan	\$ 11,475,317.88
A1f - Residential ConnectedSolutions	\$ 2,192,437.19
A2- Residential Hard-to-Measure	\$ 31,154,842.61
A2a - Residential Statewide Marketing	\$ 422,995.11
A2b - Residential Statewide Database	\$ 329,751.97
A2c - Residential DOER Assessment	\$ 832,386.93
A2d - Residential Sponsorships & Subscriptions	\$ 66,605.07
A2f - Residential Evaluation and Market Research	\$ 1,661,631.79
A2g - Residential Outside Consultants	\$ 150,782.58
A2j - Residential Education	\$ 165,000.00
A2l - Residential Community Efforts	\$ 704,473.14
A2m - Residential Statewide Contact Center	\$ 85,500.00
A2n - Residential Language Access	\$ 932,955.67
A2o - Residential Workforce Trainings	\$ 228,609.20
A2p - Residential Workforce Development - CEC	\$ 2,151,339.96



Total Planned Residential Costs 2025-2027



Greenhouse Gas Savings (Planned)

2025-2027 Avoided CO2e (Metric Tons)			
Program	2030	First Year	Lifetime
A - Residential	32,994	25,140	434,319
A1 - Residential Offerings	32,994	25,140	434,319
A1a - Residential New Homes & Renovations	2,703	3,122	64,611
A1b - Residential Turnkey Solutions (1-4 Units)	7,720	6,094	108,836
A1c - Residential Turnkey Solutions (5+ Units)	288	702	9,909
A1d - Residential Rebates	22,283	15,222	250,963





ATTORNEYS AT LAW

The Firm has attorneys also admitted to practice in District of Columbia and New Hampshire.

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VIA ELECTRONIC MAIL ONLY

MEMORANDUM

TO: Cape Light Compact JPE Board of Directors
FROM: KO Law, P.C./AEK
DATE: March 7, 2025
RE: Summary of D.P.U. 24-140 through D.P.U. 24-149 Three-Year Plans Order

I. INTRODUCTION

The Cape Light Compact JPE (the “Compact”) Administrator recently requested that KO Law, P.C. (the “Firm”) prepare a high-level summary of highlights from the Department of Public Utilities (“DPU” or the “Department”) February 28, 2025 order (the “Order”) regarding the joint electric and gas energy efficiency and decarbonization investment plan for 2025-2027 (the “Joint Plan”).¹ The discussion section below provides highlights of the Order on the Joint Plan applicable to all program administrators of energy efficiency (“Program Administrators”), as well as those aspects of the Order specific to the Compact’s 2025-2027 plan (the “Compact’s Plan”).

Please note that this Memorandum is not intended to provide a detailed summary of the Order or undertake a legal analysis of the Department’s findings with respect to the Compact’s Plan.²

II. DISCUSSION

A. Highlights of the Order.

1. Conditional Approval

The Department approved the Joint Plan, subject to certain conditions and modifications. The Department noted its appreciation for the Program Administrators’ efforts to work with stakeholders to produce a Joint Plan with novel and significant approaches for driving

¹ This plan was adjudicated for each Program Administrator in dockets D.P.U. 24-140 through D.P.U. 24-149. The Compact’s docket is D.P.U. 24-146.
² Should the Compact desire a detailed legal analysis of any aspect of the Order or findings related to the Compact’s Plan, the Firm is available to do so.

greenhouse gas (“GHG”) emissions reductions³ and addressing longstanding barriers to participation.

2. Residential Budget Cut

The Department supports the Program Administrators’ efforts but notes in the Order the increasing burden on ratepayers and the need to balance climate and equity goals against energy affordability. To this end, the Department directed the Program Administrators to reduce the total residential sector budget by \$500 million⁴, divided equally between gas and electric Program Administrators and allocated in proportion to each Program Administrator’s originally filed budget.

3. Statewide Electrification Pool

The Department approved the Program Administrators’ cost-sharing proposal for a statewide electrification pool (to pool and apportion to each gas and electric Program Administrator the statewide costs, savings and benefits associated with the funding and delivery of prescriptive electrification measures). The pool is intended to drive electrification in pursuit of GHG emissions reductions targets and uptake of heat pumps. The Program Administrators’ proposal for pooling costs, savings and benefits in this manner was a matter of first impression for the Department and therefore it had to determine that the pool was permissible under existing law before considering the specifics of the proposal.

The Order requires the Program Administrators to track costs and measures associated with the electrification pool to help determine whether adjustments may be needed to the approach in the future. The Order also authorizes a joint Program Administrator mid-term modification (“MTM”) approach for changes to the electrification pool budget.

4. Ratepayer Burden Considerations

Citing energy affordability and bill impact concerns, the Department made changes to the process by which a Program Administrator requests a modification (referred to as an MTM) to its approved energy efficiency budget. The Order establishes a 5% customer sector level threshold (the customer sectors are income eligible, residential and commercial & industrial) for MTMs. This MTM threshold is based on a Program Administrator request to either increase or decrease sector level spending compared to the Department’s approved budget. The Department also required the Program Administrators to submit MTMs for approval four months in advance of their requested implementation. Further, in any MTM sector budget increase request, the Department will require the Program Administrators to describe at least one alternative to the MTM that would not increase spending and/or bill impacts and would minimize sudden program

³ As required by law, the Secretary of Energy and Environmental Affairs established an overall goal for the Program Administrators in this Joint Plan to reduce GHG emissions by one million metric tons by 2030, with an assumed budget of less than \$5 billion.

⁴ The total budget proposed by the Program Administrators was \$4.99 billion; the Department’s directive represents a 10% budget cut to address bill impact concerns.

disruptions to the greatest extent possible (e.g., planned and coordinated adjustments to program spending to stay within budgets).

Moreover, the Department directed that when establishing annual budgets for the 2025-2027 term, the Program Administrators must limit the year-over-year energy efficiency surcharge (“EES”) increase associated with a change in annual budget to no more than 15 percent (15%).

5. Equity Considerations

The Department approved the Program Administrators’ strategies for ensuring equitable access to energy efficiency programs, including addressing barriers to program participation for historically underserved customers. In particular, the Department approved the identification of 21 designated equity communities where the Program Administrators will roll out new or enhanced offerings. These communities were selected by the Program Administrators in coordination with the Equity Working Group of the Energy Efficiency Advisory Council (“EEAC”). The Department determined that the criteria used to select these communities was reasonable. The Department also acknowledged the modified criteria the Compact needed to use (given the unique demographics on Cape Cod and Martha’s Vineyard) to select two communities to participate in this statewide effort and found such criteria to be reasonable.

B. Compact Specific Directives.

1. Participation in the Statewide Call Center

The utility Program Administrators proposed to establish a statewide call center (“SWCC”) for residential and small business customers as part of the Joint Plan. The Compact elected to opt-out of participation in the SWCC given its existing call center operations.⁵ The Department rejected the Compact’s proposal. The Department believes that all customers, including Compact customers, should be able to access the single point of entry the SWCC will provide. The Department will require the Compact to undertake a transition of energy efficiency call center operations to the SWCC after the SWCC is fully operational (a date which has yet to be determined as the SWCC is still in the early stages). However, the Department understands that the Compact will still retain an individual call center for joint energy efficiency and municipal aggregation purposes.

2. Cape & Vineyard Electrification Offering (“CVEO”)

The Department approved the Compact’s request to finish CVEO technology installations in 2025. The Compact proposed to complete CVEO within the budget the Department approved for the offering in D.P.U. 22-137 and within the timeline set for reporting out on the CVEO evaluation in that proceeding.

⁵ Instead, the Compact proposed to offer substantially similar services through its internal call center and to support interactive voice response technology to have the SWCC route incoming calls from Compact customers to the Compact’s internal call center.

3. Community First Partnership (“CFP”) Program Implementation

The CFP Program involves local community-based outreach and engagement strategies to promote awareness about Mass Save[®] services. The Department approved the Compact’s request for a different approach to implementing its CFP program. Unlike the other Program Administrators who utilize a lead vendor to undertake certain activities in coordination with their CFP, the Compact proposed to have Compact staff do so directly at no additional cost because the Compact staff already undertake such activities on a day-to-day basis. The Department directed the Compact to identify in its 2025 annual report, with respect to the CFP program: (1) how the Compact is ensuring statewide consistency and implementation of quality programs for customers; and (2) how the Compact is coordinating with the Program Administrators to ensure consistency and quality.

4. The Compact’s Shared Costs

The Compact’s shared costs are those internal costs that the Compact allocates to both its energy efficiency and operating budget (*e.g.*, legal services, employee salaries, office space, IT support, financial services, *etc.*). Since the 2019-2021 three-year energy efficiency plan order was issued on January 29, 2019, the Department has routinely reviewed and regulated the Compact’s shared cost allocation methods and cost allocation factors. As part of the Compact’s Plan filing, the Department required the Compact to present a detailed study of its shared cost drivers together with a proposal for shared costs methods and factors. The Department found that most of the Compact’s proposal was reasonable, while directing the Compact to modify a few elements. Except for legal services (which, for the most part will be directly assigned to a budget based on the subject matter of the service provided), the Compact’s shared costs for the Compact’s Plan will be allocated based on a 6-year average of time spent by employees on energy efficiency activities or municipal aggregation activities. Thus, the percentage allocation approved for the Compact’s Plan is 93% to the energy efficiency budget and 7% to the operating budget.

5. Interest Rate Calculation for the Compact’s EES Filings

In prior Compact EES proceedings, the Department noted that the interest rates the Compact used in its filings were not consistent with NSTAR Electric Company d/b/a Eversource Energy’s (“Eversource”) EES tariff, which is applicable to municipal aggregators implementing energy efficiency in Eversource’s service territory. The Department consolidated consideration of this issue with the Compact’s Plan and the Compact, the Department and the Office of the Attorney General (“AGO”) explored various issues (including certain municipal finance law restrictions) related to requiring the Compact to use the interest rate defined in the Eversource tariff. The AGO proposed an alternative approach to the interest rate calculation as part of its brief on the Compact’s Plan and the Compact did not object to the AGO’s proposal. The Department adopted the AGO’s proposal and directed Eversource to revise its EES tariff consistent with the Department’s directives.

6. Mutual Customers of the Compact and Massachusetts Electric Company d/b/a National Grid (“National Grid”)

In approving the Compact’s 2022-2024 energy efficiency plan, the Department issued an interim order to address a longstanding conflict between the Compact and National Grid regarding the provision of energy efficiency services to the Compact’s energy efficiency customers on Cape Cod that are also natural gas customers of National Grid (“Mutual Customers”). The Department determined in that interim order that the Compact should follow the statewide *utility* Program Administrator protocol, which is that where there are overlapping utility service territories, the energy efficiency customer should be served based on its home heating source (*i.e.*, Mutual Customers should be served by National Grid because they heat their homes with natural gas). Given that interim order, and the structure of the statewide electrification pool approved by the Department in this Order, the Department determined that the adjudication of any remaining issues related to the Mutual Customer conflict (documented in D.P.U. 16-169) is moot.

7. Longstanding Compact Dockets

The Department found that where it had long delayed approving prior Compact energy efficiency dockets (*e.g.*, several energy efficiency plan term reports) due to issues related to the Compact’s shared costs, those issues were now sufficiently resolved by the Department’s findings in this Order and the Department’s approval of shared cost allocation methods and allocation factors.

III. NEXT STEPS/COMPLIANCE FILINGS/ADDITIONAL STUDIES

The Program Administrators continue to review and consider the Order on the Joint Plan. Under the Department’s rules, the Program Administrators have 20 days from the date of the Order to file requests for clarification, reconsideration or petitions for appeal with respect to any aspect of the Order.

On or before April 30, 2025, each Program Administrator must submit a compliance filing to the Department containing updated statewide exhibits and tables incorporating its modified residential budgets. Each electric Program Administrator must also include with its compliance filing a revised EES for effect July 1, 2025, based on its updated residential budget.

In the Order, the Department also required the Program Administrators to undertake several evaluations and studies during the 2025-2027 term, including, but not limited to, studies on HEAT loan offerings, heat pump incentives, and an update to the Residential Non-Participant Study with a specific focus on designated equity communities.

IV. CONCLUSION

Please let me know if you have any questions on the information presented in this Memorandum and/or if you desire the Firm to provide a more detailed legal analysis on any of the Compact specific matters discussed above.

2025 Operating Budget Expense Report Thru 3.11.2025

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	\$ 150,150.00	\$ 150,150.00	\$ 40,154.71	\$ 109,995.29	26.70
01001	5119	OP-SALARY RESERVE	\$ 15,400.00	\$ 15,400.00	\$ -	\$ 15,400.00	0.00
01001	5171	OP-RETIREMENT	\$ 26,000.00	\$ 26,000.00	\$ -	\$ 26,000.00	0.00
01001	5173	OP-GROUP INSURANCE	\$ 22,000.00	\$ 22,000.00	\$ -	\$ 22,000.00	0.00
01001	5174	OP-MEDICARE/OTHER TAXES	\$ 2,100.00	\$ 2,100.00	\$ 594.58	\$ 1,505.42	28.30
01001	5175	STATE UNEMPLOYMENT INSURANCE	\$ 300.00	\$ 300.00	\$ 118.16	\$ 181.84	39.40
01001	5179	OP-MISC FRINGES	\$ 150.00	\$ 150.00	\$ 3.50	\$ 146.50	2.30
01001	5181	OP-OPEB LIABILITY	\$ 8,300.00	\$ 8,300.00	\$ -	\$ 8,300.00	0.00
01001	5210	OP-UTILITIES	\$ 150.00	\$ 150.00	\$ 23.01	\$ 126.99	15.30
01001	5270	OP-MISC RENTALS	\$ 850.00	\$ 850.00	\$ 85.01	\$ 764.99	10.00
01001	5272	OP-RENT	\$ 6,210.00	\$ 6,210.00	\$ 1,207.50	\$ 5,002.50	19.40
01001	5290	OP-CUSTODIAL SERVICES	\$ 2,450.00	\$ 2,450.00	\$ 294.00	\$ 2,156.00	12.00
01001	5301	OP-ADVERTISING	\$ 45,000.00	\$ 45,000.00	\$ 6,055.72	\$ 38,944.28	13.50
01001	5302	OP-PUBLIC MARKETING SUPPORT	\$ 25,000.00	\$ 25,000.00	\$ 2,211.25	\$ 22,788.75	8.80
01001	5309	OP-IT SERVICES	\$ 3,500.00	\$ 3,500.00	\$ 393.86	\$ 3,106.14	11.30
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	\$ 5,000.00	\$ 5,000.00	\$ 6,303.60	\$ (1,303.60)	126.10
01001	5314	OP-PAYROLL SERVICES	\$ 275.00	\$ 275.00	\$ 53.59	\$ 221.41	19.50
01001	5315	OP-LEGAL SERVICES	\$ 361,000.00	\$ 361,000.00	\$ 61,047.46	\$ 299,952.54	16.90
01001	5316	OP-AUDIT FEES	\$ 15,000.00	\$ 15,000.00	\$ 10.08	\$ 14,989.92	0.10
01001	5318	OP-TREASURY SERVICES	\$ 8,500.00	\$ 8,500.00	\$ 792.08	\$ 7,707.92	9.30
01001	5319	OP-CONTRACTUAL	\$ 45,000.00	\$ 45,000.00	\$ 407.00	\$ 44,593.00	0.90
01001	5320	OP-OUTREACH/MARKETING CONTRACT	\$ 35,000.00	\$ 35,000.00	\$ 2,053.50	\$ 32,946.50	5.90
01001	5341	OP-POSTAGE	\$ 8,000.00	\$ 8,000.00	\$ 1,575.57	\$ 6,424.43	19.70
01001	5343	OP-TELEPHONES	\$ 1,800.00	\$ 1,800.00	\$ 244.47	\$ 1,555.53	13.60
01001	5344	OP-INTERNET	\$ 2,000.00	\$ 2,000.00	\$ 170.31	\$ 1,829.69	8.50
01001	5345	OP-PRINTING	\$ 13,000.00	\$ 13,000.00	\$ 2,652.02	\$ 10,347.98	20.40
01001	5400	OP-SUPPLIES	\$ 1,000.00	\$ 1,000.00	\$ -	\$ 1,000.00	0.00
01001	5430	BUILDING RENOVATIONS	\$ 1,500.00	\$ 1,500.00	\$ -	\$ 1,500.00	0.00
01001	5490	OP-FOOD SUPPLIES	\$ 6,500.00	\$ 6,500.00	\$ 1,124.71	\$ 5,375.29	17.30
01001	5710	OP-TRAVEL IN STATE	\$ 9,500.00	\$ 9,500.00	\$ 1,915.63	\$ 7,584.37	20.20
01001	5720	OP-TRAVEL OUT STATE	\$ 10,000.00	\$ 10,000.00	\$ 1,700.91	\$ 8,299.09	17.00
01001	5730	OP-SPONSORSHIPS	\$ 65,000.00	\$ 65,000.00	\$ 15,117.88	\$ 49,882.12	23.30
01001	5731	OP-SUBSCRIPTIONS	\$ 35,000.00	\$ 35,000.00	\$ 12,762.50	\$ 22,237.50	36.50
01001	5732	OP-SOFTWARE LICENSES	\$ 4,000.00	\$ 4,000.00	\$ 287.41	\$ 3,712.59	7.20
01001	5741	OP-INSURANCE	\$ 6,000.00	\$ 6,000.00	\$ -	\$ 6,000.00	0.00
01001	5789	OP-UNPAID BILLS	\$ 500.00	\$ 500.00	\$ -	\$ 500.00	0.00
01001	5850	OP-MISC EQUIPMENT	\$ 1,200.00	\$ 1,200.00	\$ 276.60	\$ 923.40	23.10
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	\$ 3,900.00	\$ 3,900.00	\$ -	\$ 3,900.00	0.00
		Expense Total	\$ 946,235.00	\$ 946,235.00	\$ 159,636.62	\$ 786,598.38	16.90

YTD 2025 Mil Adder Revenue: \$89,248