

Cape Light Compact JPE Executive Committee & Governing Board Meeting

DATE: Wednesday, September 10, 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. 2025, c. 2, which extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to June 30, 2027. 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, September 9th, 2025, and should follow the public comment protocol below. Written public comments received after the September 9th deadline will be distributed prior to the Compact's next Board meeting

Telephone dial-in: +1 (646) 558-8656
Meeting ID: 844-2261-7499
Passcode: 983344

AGENDA

1. Public Comment
2. Approval August 13, 2025, Open Session Minutes
3. Chairman's Report, David Anthony
 - a. ??
4. Presentation on 2022-2024 Energy Efficiency Term Report, Compact Staff
5. Update from Screening Committee, Chair, Colin Odell
6. Administrator's Report, Maggie Downey
7. 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**
(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, August 13, 2025**

The Cape Light Compact JPE Board of Directors met on Wednesday, August 13, 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. 2025, c. 2, which, among other things, extends the temporary provisions pertaining to remote meetings of public bodies under the Open Meeting Law to June 30, 2027.

Participating In-Person Were:

1. Robert Schofield, Executive Committee, Bourne
2. Colin Odell, Executive Committee, Brewster
3. Tom McNellis, Executive Committee, Eastham
4. Olav Hegland, Eastham Alternate
5. David Jacobson, Orleans
6. Nathaniel Mayo, Provincetown
7. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Participating Remotely Were:

1. Bill Doherty, Bourne Alternate
2. Brian Miner, Chatham
3. Tim Carroll, Chilmark
4. Tristan Israel, Dukes County
5. Alan Strahler, Edgartown
6. Scott Mueller, Falmouth
7. Nicola Blake, Executive Committee, West Tisbury

Absent Were:

1. Forrest Filler, Aquinnah
2. David Anthony, Chair / Executive Committee, Barnstable
3. Brad Crowell, Dennis
4. Peter Meleney, Oak Bluffs
5. Valerie Bell, Harwich
6. Wayne Taylor, Mashpee
7. Leanne Drake, Sandwich
8. Russ Hartenstine, Tisbury
9. Bob Higgins-Steele, Truro Alternate
10. Suzanne Ryan-Ishkanian, Wellfleet
11. Jarrod Cabral, Truro

Legal Counsel Participating Remotely:

Audrey Eidelman Kiernan, Esq., KO Law, P.C.
Erin O'Toole, Esq., KO Law, P.C.

Staff Participation In-Person:

Maggie Downey, Chief Administrative Officer

Staff Participating Remotely:

Angela Hurwitz, Senior IT Services & Data Management Analyst
Anneliese Conklin, Data Services Coordinator
Briana Kane, Implementation Manager
Dan Schell, Senior Analyst - Retail and Demand Response
David Maclellan, Senior Analyst
Kate Coleman, Outreach Specialist
Kim Grant, Town Energy Coordinator
Lindsay Henderson, Senior Analyst – Small Business
Mariel Marchand, Power Supply Planner
Margaret Song, Evaluation, Strategy, and Policy Manager
Melissa Allard, Senior Administrative Coordinator
Miranda Skinner, Strategy & Regulatory Analyst
Phil Moffitt, Chief Financial Officer
Tatsiana Nickinello, Energy Efficiency Analyst

Consultants:

Bernard Lynch, Community Paradigm Associates, LLC
Sharon Flaherty, Community Paradigm Associates, LLC

Public Participants:

None.

Joyce Flynn called the meeting to order at 2:02PM.

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 July 9, 2025, Open Session Meeting Minutes.

Robert Schofield moved the Board to accept the minutes and to release them, seconded by Tom McNellis.

Sean	Hogan	Barnstable	Yes
Robert	Scofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Tristan	Israel	Dukes County	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes

Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Scott Mueller joined the meeting at 2:05PM.

VICE CHAIRMAN'S REPORT, JOYCE FLYNN:

1. Nominations and Potential Vote for Board Secretary

Joyce Flynn stated that the Board needs to vote to elect a new secretary for the remainder of David Anthony's term.

Nate Mayo nominated Tom McNellis to serve as secretary for the remainder of David Anthony's term through January 2026 Board Meeting. Seconded by Robert Schofield.

Sean	Hogan	Barnstable	Yes
Robert	Scofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tim	Carroll	Chilmark	Yes
Tristan	Israel	Dukes County	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Scott	Mueller	Falmouth	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

CONTINUED DISCUSSION ON SUCCESSION PLANNING FOR COMPACT ADMINISTRATOR POSITION:

Joyce Flynn stated that she would like to introduce Bernard Lynch from Community Paradigm Associates. She stated that he will be working with the Screening Committee and the Board in hiring the next Chief Administrative Officer. Bernie Lynch stated that he and his colleague Sharon Flaherty will be working on this project. He stated that his background is primarily in municipal government. He stated that he has served in a number of positions, most notably as the Town Manager of Chelmsford, Massachusetts for about 20 years and the City Manager of Lowell, Massachusetts for about 8 years. He stated that he has been working with municipalities on a variety of public management projects including recruiting. He stated that over the last 10 years there has been a tremendous transition in Town Manager/Administrator positions in municipalities across the Commonwealth. He stated that his company serves as a recruiter search firm and has helped with 125 Town Manager/Town Administrator searches. He stated that Sharon Flaherty's background is communications and journalism. He stated that she does all the research work on the candidates and prepares the recruitment documents. He stated that she is putting together a position statement that will outline what the Compact is,

what the challenges and opportunities are, and what the Compact is looking for in the next Chief Administrative Officer.

Joyce Flynn stated that the Compact's existing position description had been distributed to the Board after last month's meeting. She asked the Board if there was anything they'd like to discuss. Bill Doherty stated that he has a few things he would like to note. He stated that he would like to make sure that academic qualifications are being verified and that there is demonstrated knowledge in communication skills, organizational skills, and political savvy. He stated that there is also the housing issue (living on Cape Cod) that needs to be considered as well. He also asked Bernard Lynch if he has ever followed up after someone has been hired. Bernard Lynch stated that they haven't done a formal process but have kept in touch with the people that they have placed and do maintain relationships with most of the communities in which they have served. He stated that some of the individuals that they have placed have been in their positions for 8 or 9 years now. He stated that when it comes to housing availability on Cape Cod, he agrees that it is very much an issue. David Jacobson asked if there are any kind of moving expenses or housing assistance available. Maggie Downey stated that the answer is that the Compact has not budgeted for it in the current calendar year budget. She stated that in the past when the Compact hired employees the Compact has not provided financial assistance either for traveling to the interview or relocating. She stated that it is something that would require more discussion and the Compact would have to budget for it. David Jacobson asked if under Massachusetts General law, is there any prohibition when hiring a public employee of covering moving costs. Audrey Kiernan Eidelman stated that she would have to get back to the Board on this issue.

Maggie Downey asked the Board if there is anything else they wanted to add about what it is they are looking for as the next Chief Administrative Officer. Colin Odell stated that the job description should note the relationship and responsibilities that the Chief Administrative Officer has with the Board. Tom McNellis stated that the candidate should be skilled at building trust-based relationships. Maggie Downey stated that Board Members can email her if they come up with anything after this meeting.

Bernie Lynch stated that he hopes to get the job description to the screening committee by middle of September and then meet to discuss it. Colin Odell noted that the Brewster Town Manager requested that Bernie Lynch reach out to the Town Managers. Bernie Lynch stated that he would follow up with the Brewster Town manager. David Jacobson asked if he plans to get input from staff. Bernie Lynch stated that they often do talk to staff, and he can work with Maggie Downey to set something up. It was decided that a survey would be sent out to staff.

Colin Odell stated that the Screening Committee should have an organizational meeting to elect a Chair and other positions that may be necessary. The organizational Screening Committee Meeting is scheduled for August 18, 2025, at 9:00AM.

ADMINISTRATOR'S REPORT:

1. OneCape

Maggie Downey stated that the OneCape Conference, which is put on by the Cape Cod Commission is on September 16th and 17th. She stated that Board Members can send their registration to her and the Compact will pay, or they can pay and get reimbursed.

2. Decarbonization Report

Maggie Downey stated that the Massachusetts decarbonization report is finished and is in the Board packet. She stated that not much has changed. She stated that they are recommending the hybrid Mass Save model where they recommend removal of the gas Program Administrators from the next three-year plan for energy efficiency.

3. Heat Pump Rate FAQ

Maggie Downey stated that Jason Bertrand and Dan Schell put together a Heat Pump Rate FAQ and it has been put on our website. She stated that she would send it out to the Board as well.

Brian Miner left the meeting at 2:58PM.

ADJOURNMENT:

Motion to adjourn was made at 3:00 PM moved by Robert Schofield, seconded by Colin Odell.

Sean	Hogan	Barnstable	Yes
Robert	Scofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Tristan	Israel	Dukes County	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Scott	Mueller	Falmouth	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- July 9, 2025, Draft Open Session Meeting Minutes
- Community Paradigm Associates, LLC Packet



**Cape Light
Compact**

Your Trusted, Local Energy Resource

2022 - 2024 Energy Efficiency Term Report (DPU 25-126)

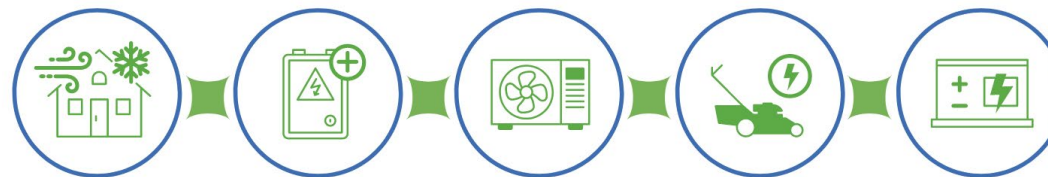
**Miranda Skinner
Strategy and Regulatory Analyst**

September 10th, 2025

Overview

- In 2022-2024 the Compact achieved

- 141% of its lifetime energy savings goal
- 85% of its total benefit goal
- spent 99% of its planned budget



- Over the three-year term, the Compact achieved:

- Cost-effective programs with a benefit-cost ratio of 1.55
- Program costs of \$197 million
- Net benefits of \$119 million
- Total benefits of \$333 million
- Annual energy savings of 30 GWh
- Lifetime energy savings of 296 GWh
- Avoided CO₂ emission reductions of over 27,000 metric tons in 2030



Significant Variances in Residential Programs Compared to Plan Goals

Residential New Homes & Renovations

- Total Program Costs were 13% lower and Total Resource Benefits were 35% lower due to project completion dates being pushed

Residential Coordinated Delivery

- Total Program Costs were 34% lower, lifetime savings were 51% lower, and Total Benefits were 50% lower. These variances were driven by lower adoption of weatherization and air sealing (envelope measures)

Residential Conservation Services

- Total Program Costs were 41% lower due to fewer home energy assessments than originally planned

Residential Retail

- Total Program Costs were 14% higher due to greater demand for heat pump hot water heaters than expected

Residential Active Demand Response

- Total Program Costs were 14% lower due to sales, technical, and training (STAT) costs being lower than originally planned



Significant Variances in Income-Eligible Programs Compared to Plan Goals

Income
Eligible
Coordinated
Delivery

Total Program Costs were 112% higher due to the increasing cost and demand of heat pumps

Income
Eligible
Active
Demand
Reduction

Total Program Costs were 100% lower due to no costs being assigned to this initiative to stay consistent with the other PAs

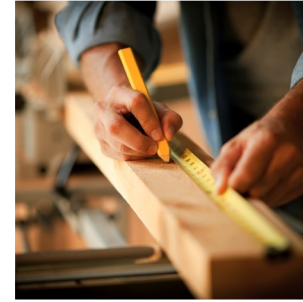


Significant Variances in Commercial Programs Compared to Plan Goals



C&I New Buildings & Major Renovations

- Total Program Costs were 39% lower due to lower than planned for STAT and marketing costs
- Total Benefits were 48% lower because of evaluation results which found the estimated savings to be lower than anticipated for 2023 and 2024



C&I Existing Building Retrofit

- Total Program Costs were 29% lower
- Total Resource Benefits were 20% lower
- These variances were due to fewer participants than expected

Significant Variances in Commercial Programs Compared to Plan Goals



C&I Active Demand Reduction

- Total Resource Benefits were 63% lower
- These variances were caused by issues recruiting new customers and due to the low number of participants, there were fewer benefits than planned



C&I New & Replacement Equipment

- There were no significant variances to report

Cost-Effectiveness

2022-2024 Evaluated Total Resource Cost Test (2022\$)	
Program	Benefit-Cost Ratio
A - Residential	1.66
A1 - Residential New Buildings	1.64
A2 - Residential Existing Buildings	1.99
B - Income Eligible	1.19
B1 - Income Eligible Existing Buildings	1.22
C - Commercial & Industrial	1.58
C1 - C&I New Buildings	2.91
C2 - C&I Existing Buildings	1.62
Grand Total	1.55



Questions?



*Your Trusted, Local
Energy Resource*

Cost-Effectiveness Across the State

2022-2024 Evaluated Benefit Cost Ratio					
Program	Cape Light Compact	Eversource Electric	National Grid Electric	Unitil Electric	Statewide Electric
A - Residential	1.66	2.04	2.19	1.96	2.07
A1 - Residential New Buildings	1.64	4.38	6.75	5.56	4.85
A2 - Residential Existing Buildings	1.99	2.37	2.41	2.11	2.35
B - Income Eligible	1.19	2.05	1.91	1.59	1.88
B1 - Income Eligible Existing Buildings	1.22	2.11	1.95	1.65	1.93
C - Commercial & Industrial	1.58	2.32	1.90	2.00	2.08
C1 - C&I New Buildings	2.91	3.03	3.55	1.83	3.17
C2 - C&I Existing Buildings	1.62	2.34	1.89	2.18	2.08
Grand Total	1.55	2.15	2.04	1.91	2.04



2022-2024 compared to 2025-2027

	2022-2024 Evaluated (2022\$)				2025-2027 Planned (2025\$)			
Program	Total Program Costs	Lifetime Electric Energy (MWh)	Lifetime Electric Energy, no Fuel Switching or ADR (MWh)	Total Benefits	Total Program Costs	Lifetime Electric Energy (MWh)	Lifetime Electric Energy, no Fuel Switching or ADR (MWh)	Total Benefits
A - Residential	111,669,772	44,659	328,734	212,939,067	168,416,740	(213,505)	223,359	399,319,852
B - Income Eligible	42,214,032	26,076	61,689	49,233,623	78,215,499	22,663	75,820	105,403,393
C - Commercial & Industrial	43,230,133	225,803	238,897	71,225,490	49,402,168	121,735	161,527	126,661,472
Grand Total	197,113,936	296,537	629,320	333,398,179	296,034,407	(69,106)	460,706	631,384,717



How to find out more

1. Go to <https://www.capelightcompact.org/>
2. Go to the About tab
3. Click on Reports
4. Scroll down to Other Reports and Documents
5. Click on Annual Reports on Energy Efficiency Activities
6. 2022-2024 Term Report on Energy Efficiency Activates is the narrative portion
7. Appendix A is the Compact's BCR Models
8. Statewide Appendices brings you to the Statewide Data Tables



Cape Light Compact

Three-Year Energy Efficiency and Decarbonization Plan Executive Summary



The 2025-2027 Energy Efficiency and Decarbonization Plan builds on more than two decades of customer investment in energy efficiency and electrification on Cape Cod and Martha's Vineyard. This new Plan builds on the momentum of the last plan and continues to drive energy efficiency and decarbonization for buildings and homes through weatherization and the electrification of space and water heating. It includes increased support and incentives for vulnerable and underserved communities, including non-English speakers, moderate-income customers, and renters.

By the Numbers

What We've Done Since 2013, we have:	What We're Going To Do Under the 2025-2027 Plan, we aim to:	
Supported the installation of heat pumps in over 17,000 homes and businesses, including 600 low-income households.	Support the installation of heat pumps in an additional 3,000 households and business, including over 1,300 low-income households.	
Weatherized approximately 25,000 homes, including 1,800 low-income households.	Weatherize more than 7,500 homes, including over 600 low-income households and more than 550 rental units.	
Reduced lifetime greenhouse gas (GHG) emissions by 1.2 million metric tons of carbon dioxide equivalent (CO ₂ e), the same as taking 17,000 cars off the road for a year	Reduce lifetime GHG emissions by 542,000 metric tons of CO ₂ e, equivalent to 7,845 cars off the road for a year.	
Delivered over 4.4 million lifetime megawatt-hours (MWh) in energy savings, as well as \$1.3 billion in total benefits to customers.	Deliver 444,000 MWh in lifetime energy savings and \$548 million in total benefits to customers, including more than \$208 million in equity benefits.	
Invested \$70 million in improvements that lower energy bills and improve health, safety, and comfort for low-income households.	Invest \$90 million in equity-related efforts, including \$58 million in incentives paid for low-income customers and over \$10 million for renters.	
Provided \$400 million in customer incentives.	Provide over \$190 million in customer incentives.	

How We Are Going To Do It



Reduce greenhouse gas emissions, energy use, and customer costs

1. Drive electrification of new and existing buildings, including by supporting the installation of heat pumps in 3,000 homes and businesses
2. Weatherize over 8,000 homes and small businesses, including significant enhancements to help small businesses access and benefit from available programs
3. Support GHG reductions for commercial and industrial (C&I) customers via decarbonization planning and existing building commissioning
4. Identify new offers and innovative approaches specifically designed to reduce GHG emissions in commercial buildings
5. Introduce a coordinated approach to joint electrification funding and customer engagement between electric and gas Mass Save Sponsors
6. Reduce the costs of the programs to customers by pursuing outside funding and other cost control measures

Accelerate program access for vulnerable and underserved customers

1. Increase electrification and continue to expand access to weatherization for low-income customers
2. Increase moderate-income customer participation by reducing barriers to qualification, expanding the offer to moderate-income renters (in addition to homeowners), eliminating out-of-pocket costs for weatherization and electrification, resolving health and safety barriers, and improving the customer experience
3. Increase participation for residential renters and rental properties, with a particular focus on designated equity communities
4. Expand participation pathways for small business renters, leased properties, and landlords
5. Support energy efficiency and electrification improvements in schools across the Commonwealth, with a particular focus on environmental justice communities
6. Continue to partner and invest in communities as a foundational strategy for reaching underserved customers
7. Enhance support for customers who prefer to be served in a language other than English (LOTE customers)

Deliver and improve customer experience

1. Provide holistic, multilingual support for all customers via the creation of a statewide contact center
2. Ensure timely rebate processing and continuous improvement in the rebate processing experience
3. Improve the customer experience for electrification, starting with low- and moderate-income customers and renters in designated equity communities
4. Standardize the C&I custom project pathway tools and requirements to create a consistent customer experience
5. Invest in digital enhancements and improved reporting

Strengthen and diversify the workforce

1. Collaborate with the Massachusetts Clean Energy Center to increase workforce diversity, doubling annual funding to \$24 million per year statewide.
2. Increase supplier diversity, including through adoption of an aspirational benchmark to spend 15% of dollar volume of direct Mass Save contracts with diverse suppliers
3. Expand and strengthen a robust heat pump installation workforce via the Heat Pump Installer Network and ensure delivery of high-quality installations in both homes and businesses via contractor management and training
4. Expand C&I training opportunities, with a focus on integrating building controls and electrification