

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, April 8, 2026**

The Cape Light Compact JPE Board of Directors met on Wednesday, April 8, 2026, at 2:00PM at 261 Whites Path, Unit 4, South Yarmouth, MA. 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. David Anthony, Chair/Executive Committee, Barnstable
2. Robert Schofield, Executive Committee, Bourne
3. Colin Odell, Vice Chair/Executive Committee, Brewster
4. Tom McNellis, Secretary/Executive Committee, Eastham
5. Valerie Bell, Executive Committee, Harwich
6. David Jacobson, Executive Committee, Orleans
7. Chris Palmer, Truro
8. Joyce Flynn, Executive Committee, Yarmouth

Participating Remotely Were:

1. Bill Doherty, Bourne Alternate
2. Brian Miner, Chatham
3. Tristan Israel, Dukes County
4. Alan Strahler, Edgartown
5. Nathaniel Mayo, Provincetown
6. Nicola Blake, Executive Committee, West Tisbury

Absent Were:

1. Forrest Filler, Aquinnah
2. Tim Carroll, Chilmark
3. Brad Crowell, Dennis
4. Scott Mueller, Falmouth
5. Wayne Taylor, Mashpee
6. Peter Meleney, Oak Bluffs
7. Leanne Drake, Sandwich
8. Russ Hartenstine, Tisbury
9. Suzanne Ryan-Ishkanian, Wellfleet

Legal Counsel Participating Remotely:

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

Staff Participation In-Person:

Dan Schell, Technical Services Manager
Margaret Song, Chief Administrative Officer, incoming
Mariel Marchand, Power Supply Planner

Staff Participating Remotely:

Angela Hurwitz, Senior IT Services & Data Management Analyst
Anneliese Haskell, Data Services Coordinator
Jason Bertrand, Marketing & Communications Coordinator
Kim Grant, Town Energy Coordinator
Laura Selmer, Energy Efficiency Analyst
Maggie Downey, Chief Administrative Officer
Melissa Allard, Senior Administrative Coordinator
Miranda Skinner, Regulatory & Strategy Analyst
Phil Moffitt, Chief Financial Officer
Stephanie Spadoni, Energy Efficiency Analyst
Stephen McCloskey, Senior Residential Energy Efficiency Analyst
Tatsiana Nickinello, Energy Efficiency Analyst

Public Participants:

None.

David Anthony called the meeting to order at 2:06PM.

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 Open Session Meeting Minutes of March 11, 2026.

Colin Odell stated that under participation, he needs to be listed as Vice-Chair. David Jacobson stated he needs to be listed as Executive Committee. David Anthony stated that staff should review and update membership of Executive Committee and Officers of the Board.

Chris Palmer stated that he abstained on the vote to approve the January 14, 2026, meeting minutes.

Robert Schofield moved the Board to accept the minutes as amended and to release them, seconded by Joyce Flynn.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Chris	Palmer	Truro	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

CHAIRMAN’S REPORT, DAVID ANTHONY:

David Anthony stated that at the end of the month there is the Big Blue Conference in Falmouth. He stated that there is a slot open for a Board Member if they want to go. He stated that if anyone is interested in taking the spot, talk to Margaret Song. He stated that he is planning to attend both days to represent the Compact.

David Anthony stated that as a reminder Margaret Song started her role as Chief Administrator Officer, with Maggie Downey supporting her until her last day, April 17th. He stated that he and Colin Odell met with Margaret Song to establish her first set of goals for the year. He stated it was a very successful meeting. He stated that if there are goals people would like to see but they are uncomfortable bringing it up at a Board meeting, to reach out to an Executive Committee member, and they will carry it forward.

Tristan Israel joined the meeting at 2:15PM.

CONTINUED DISCUSSION OF ADMINISTRIAL CHANGES TO CAPE LIGHT COMPACT JOINT POWERS AGREEMENT, AUDREY EIDELMAN KIERNAN, KO LAW:

Audrey Kiernan reviewed the Additional Clarifying Changes to the Cape Light Compact JPE Joint Powers Agreement PowerPoint. She stated that there are a few minor additional changes to the Joint Powers Agreement for consideration shown in green on the document in the Board Packet. She stated that these are revisions that were responsive to the conversation and deliberation from last month's board meeting.

She stated that it was clarified that the Executive Committee must be physically present for a quorum unless remote participation is otherwise authorized by applicable law. She stated the agreement clarifies that Exhibit B (Weighted Voting) is illustrative as of the effective date of the agreement and may be updated by the Administrator without need for amendment. She stated that the provisions regarding removal of a Director for failure to attend Board Meetings was changed from an automatic “shall” to “may” upon a determination by the Board. She also stated that the web link to the Ethics Commission website was removed as that website no longer exists.

Audrey Kiernan stated that the next step would be for Margaret Song to send out the proposed amendment to the Joint Powers Agreement to the member Towns, alerting them to the changes. She stated that 30 days after that, the Board can vote to approve the amended agreement. Colin Odell suggested that when Margaret Song sends out the notice, she should include contact information for the Compact Board representatives in case the members have questions.

ELECTRIC SUPPLY UPDATE – MARIEL MARCHAND

Mariel Marchand reviewed the Cape Light Compact Electricity Supply Update PowerPoint. She stated that the Compact is currently contracted with NextEra to provide electricity supply services to our customers on Cape Cod and Martha’s Vineyard. She stated that the Compact’s program offers competitive electric prices with terms and conditions that protect our customers. She stated that one of the key consumer protections within our contract is that customers can opt out at any time without a termination fee, which is unlike the majority of other competitive supply contracts. She stated that the Compact’s rate is fixed for six-month terms for residential and commercial and three-month terms for industrial customers.

Mariel Marchand stated that the Compact is serving 136,249 residential customers, 14,340 small commercial customers, and 36 industrial customers. In total the Compact is serving 150,625 customers, which is our highest customer count to date.

Mariel Marchand stated the Compact has three power supply products: standard product, CLC Local GreenSM 50, and CLC Local GreenSM 100. She stated that all the products are 100% renewable using voluntary renewable energy certificates (RECs). She stated that the standard product is the one most of our customers are on and it uses voluntary RECs above the state mandated requirements. She stated that the standard product is using voluntary RECs that are generated by facilities that are currently generated by facilities located outside of New England.

She stated that the CLC Local GreenSM 50 and CLC Local GreenSM 100 products are products using Massachusetts Class 1 RECs at the customer's choice of either 50% or 100% match. She stated that the funds that are generated by purchasing the voluntary EarthEra RECs are deposited into a trust called the EarthEra Renewable Energy Trust.

Mariel Marchand stated that the original competitive supply agreement (CESA) with NextEra was from December 2018 to December 2023 and then it was extended through December 2026 after a discussion with the Board in September 2021. She stated that the Compact staff negotiated a new CESA with NextEra based on discussion with the Board in July 2024. She stated that this new CESA is from January 2027 through January 2030 and it includes an option to extend an additional two years. She stated that both the current and new CESA with NextEra include a pricing strategy. This is different from most other aggregations in Massachusetts because they issue an RFP for a fixed price rate for a set number of years. She stated that the goal of the pricing strategy is to be competitive with the Eversource Basic Service price. She stated that the current market conditions and timing of energy procurements impact price.

Mariel Marchand stated that there are number of factors that drive supply prices. She stated that in New England our prices are driven by natural gas prices. Nearly 50% of our electricity is generated by natural gas. She stated that there is a limited amount of natural gas that can get into New England and in the winter natural gas is prioritized for heating customers before electricity generating plants. She stated that this explains why we see an increase in prices during the winter. She stated that other factors are 1) geopolitical events, such as the war in Ukraine and the Middles East, 2) market mechanisms like the new Day-Ahead Ancillary Services Initiative by ISO New England, and 3) public policy like the renewable portfolio standards.

Mariel Marchand reviewed the electric supply rate history with NextEra. She stated that the chart goes back to 2018 and shows the price comparison between the Compact's contract with NextEra and Eversource's Basic Service. She stated that the Compact has been consistently below Eversource Basic Service for the past ten pricing terms. She stated that the Compact can't guarantee that we will always be below Eversource Basic Service, but that is the goal.

Mariel Marchand stated that the Compact acts as agent for municipal entities on Cape Cod and Martha's Vineyard to negotiate a CESA on their behalf. She stated that the current municipal CESA includes 42 municipal entities and over 1,500 accounts. The current rate is 12.963 cents/kWh through July 2026 meter reads and the next rate will be 12.758 cents/kWh for July 2026 through July 2028 meter reads. She stated that it is a fixed price contract with passthrough provision for winter reliability programs that have since ended. She stated that typically the Compact issues an RFP for a supplier for the municipal CESA, but for the upcoming rate change in July 2026 the towns agreed to negotiate an extension of the current contract with NextEra.

Nicola Blake asked how the Compact could incorporate more local green products. Mariel Marchand stated that we have had discussions with developers about the possibility of signing a power purchase agreement (PPA). She stated that the Compact does have a power purchase agreement with Farmington Solar for a 5-megawatt slice of a 65-megawatt solar facility located in Maine. She stated that one of the challenges of signing a long-term PPA is that the Compact would need credit support, which means the towns either need to put their full faith and credit behind that contract, which they will not do, or the Compact needs a letter of credit, which is expensive.

CALL CENTER UPDATE – DAN SCHELL

Dan Schell reviewed the Call Center Updates PowerPoint. He stated that the Compact has managed an internal call center since 2008. He stated that staffing levels have fluctuated over the past few years and the Compact currently has one full-time staff member in the call center. He stated that since 2022 the calls have decreased for several reasons. He stated that one of the reasons is that the Department of Public Utilities (DPU) ordered the Compact to no longer serve mutual customers, therefore natural gas customers are routed to a vendor to register for home energy assessments. He stated that another reason is that the Compact's and Mass Save's website has been revamped and we have the online enrollment form, so people do not need to call in to get registered for a home energy assessment.

Dan Schell stated that the DPU directed the Compact to stand down most of our call center and integrate into the statewide call center. He stated that following Plan approval, the other PAs issued an RFP and contracted with a call center company, AnswerNet and the Compact has been engaged with the process. The Mass Save Solutions Center launched in November 2025. He stated that the call center runs weekdays from 8:00AM to 6:00PM and Saturdays 8:00AM to 1:00PM, which will provide an extension of available coverage for our customers. He stated that there are dedicated Spanish-speaking agents available and he believes they have Portuguese now as well. He stated that there is also a Mass Save email they are handling and they plan to add a chat function to the Mass Save website.

Dan Schell stated that starting Monday, April 13th the Compact is standing down its call center, and calls will be routed towards the statewide call center. He stated that we will continue to maintain our 1-800 number, with a phone tree menu that will in turn route customers out either to the Mass Save Solution Center or to one of our vendors. He stated that there will also be a staff directory and an option to hit zero to reach someone in the Compact's office.

Valerie Bell asked whether AnswerNet has indicated whether they are interested in AI. She stated that it seems many call centers are converting to that technology. Dan Schell answered that they don't seem interested in that currently. He stated that there are AI optimizations happening on the back end. He stated that you can use an AI agent to review all calls, grade the calls, and determine whether they are good. That's not happening currently, but he thinks that it is the next phase.

Tom McNellis asked if the Compact has lost anything in the process. Dan Schell stated that that's a tough question. He stated that he was reluctant to adopt a statewide call center, but that experience so far with AnswerNet has been great, and the agents are well trained. He stated that the Compact is still trying to get them up to the level that our agents are at. He stated that the one thing the Compact is losing is the call center expertise for the Compact's programs.

David Anthony suggested that we need to pay attention to the feedback we hear over the next 30, 60 days as this rolls out and to get that information back to staff. Tom McNellis asked if AnswerNet is doing surveys. Dan Schell stated that they are doing customer satisfaction surveys already, and the Compact gets that data. He

stated that if anyone does hear about customers being frustrated with the process, that they should reach out to staff so we can help as well as keep track of any issues.

Nicola Blake asked how it will impact the services to Martha's Vineyard in terms of our community first partnership and the services that they offer. Dan Schell stated that it shouldn't impact anything. He stated that Vineyard Power was taking calls and entering online enrollments. He stated that they have direct staff contact information for any issues.

DPU 24-15 ENERGY BURDEN DISCUSSION – CAPE LIGHT COMPACT STAFF

Mariel Marchand stated that DPU docket 24-15 began back in 2024, and the Compact has submitted three rounds of comments. She stated that the reason she is bringing this up today is because the towns were contacted by the DPU asking for comments on specific questions, mainly around phase two of the docket. She stated that phase one focused on tiered discount rates and phase two focuses on income verification and outreach and implementation. She stated that the Compact is looking for a sense from the Board on whether they would like to comment or not.

Mariel Marchand stated that she and Briana Kane have been attending the Energy Burden Working Group meetings, which focus on the phase two implementation and verification questions. She stated that she also attended a technical session that the DPU held yesterday with the utility companies and stakeholders such as the Attorney General's Office and the community action agencies who enroll customers on the discount rates. She stated that she had an internal discussion with staff before the technical session and that the concerns staff have are mainly about how customers can apply and the extra burden on customers to provide documentation from a program they are already enrolled in, like SNAP, to the utility. She stated that it would be ideal to have one platform for enrollment, and was one of the discussion subjects at the technical session that the utility and the state are working to implement. She stated that at the meeting it was also felt important that the customers can access the platform in many ways like online, in person, etc. She stated that from the working group meeting and the technical session she feels that their concerns are being addressed, and she does believe necessary for the Compact to submit comments unless the Board felt otherwise.

David Anthony stated that he thinks this is an area where he knows he relies on staff's opinion, and that he agrees with the recommendation. Colin Odell stated that he doesn't see it affecting the Compact on the power supply side, but his concern is that it is a step closer for things being consolidated under the utilities on the energy efficiency side. He stated that it could seriously impact our income eligible programs. Margaret Song stated that most of the comments have been about outreach, education, and marketing for the program. She stated that we are always mindful about potential problems or issues that could come to us and that is why staff have been involved in extensive conversations for years, at least on this docket.

ADMINISTRATOR'S REPORT:

1. Letter to support Cape Cod Commission

Margaret Song stated that she signed a letter of support for the Cape Cod Commission congressionally directed spending request. She stated that they are looking to provide planning assistance for resiliency to help with the extreme weather events we have been seeing.

2. Upcoming Big Blue Conference, April 28-29, Falmouth High School

Margaret Song reiterated what David Anthony stated earlier in the meeting. The Big Blue Conference takes place on April 28th and 29th at Falmouth High School. She stated that you do need to register beforehand.

3. Mass Save Annual Impact Report

Margaret Song stated that an annual report on the impacts of Mass Save programs is required to be completed and sent to legislators. She stated that the numbers in the report are statewide.

4. Mass Save Community Insights

Margaret Song stated that recently Mass Save launched a newsletter called Community Insights that will be sent directly to the legislators and towns. She stated that they are proposing to do it quarterly. She stated that if there were things the Board would like to see in the newsletter, we can send the information along to our contacts.

ADJOURNMENT:

Motion to adjourn was made at 3:36PM moved by Robert Schofield, seconded by Colin Odell.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brian	Miner	Chatham	Yes
Tom	McNellis	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Valerie	Bell	Harwich	Yes
David	Jacobson	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Chris	Palmer	Truro	Yes
Nicola	Blake	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Respectfully submitted,

Tom McNellis, Secretary of the Board

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- March 11, 2026, Open Session Meeting Minutes
- Additional Clarifying Changes to the Cape Light Compact JPE Joint Powers Agreement PowerPoint
- Draft Joint Powers Agreement
- Cape Light Compact Electricity Supply Update PowerPoint
- Call Center Updates PowerPoint