

**Cape Light Compact
Governing Board
Open Session Meeting Minutes
Wednesday, December 9, 2015**

The Cape Light Compact Governing Board met on Wednesday, November 18, 2015 in the Innovation Room, Open Cape Building, 3195 Main Street, Barnstable MA 02630 at 2:00 p.m.

PRESENT WERE:

1. Dr. Joyce Flynn, Chairwoman, Yarmouth
2. Robert Schofield, Vice-Chair, Bourne
3. Sheila Lyons, Barnstable County @ 2:20 p.m.
4. Peter Cocolis, Treasurer, Chatham
5. Barry Worth, Secretary, Harwich
6. David Anthony, Barnstable
7. Deane Keuch, Brewster
8. Brad Crowell, Dennis
9. Frederick Fenlon, Eastham
10. Paul Pimentel, Edgartown
11. Ronald Zweig, Falmouth
12. Thomas Mayo, Mashpee
13. Richard Toole, Oak Bluffs remotely by phone
14. Raymond Castillo, Orleans
15. Joshua Peters, Sandwich
16. Richard Elkin, Wellfleet
17. Susan Hruby, W. Tisbury

ABSENT WERE:

18. Michael Hebert, Aquinnah
19. Timothy Carroll, Chilmark
20. Dukes County - vacant appointee needs swearing in
21. Thomas Donegan, Provincetown
22. Tisbury – vacant.
23. Joseph Buteau, Truro

Members Physically present: 16
Members Participating by phone: 1

LEGAL COUNSEL

Audrey Eidelman, Esq., BCK Law, PC

STAFF PRESENT:

Austin Brandt, Power Supply Planner
Phil Moffitt, EM&V Manager
Lindsay Henderson, Marketing & Data Analyst
Karen Loura, Administrative Assistant

Chr. Flynn called the meeting to order at 2:00 p.m. stating the meeting notice/agenda had been duly posted on the Cape Light Compact website in accordance with the Open Meeting Law.

She stated Cape Light Compact Management staff is not present since they are attending Energy Efficiency Plan Hearings with the DPU in Boston this week. She noted there were no members of the public present and that R. Toole is participating remotely by telephone.

PUBLIC COMMENT

There were no members of the public present.

CONSIDERATION OF MEETING MINUTES

B. Worth presented the November 18, 2015 Meeting Minutes. D. Anthony offered corrections to typographical errors. *B. Schofield moved the Board vote to accept the minutes as amended, seconded by R. Elkin and voted by roll call vote as follows:*

- | | | | |
|--------------------------------|-------------|--------------------------|-----|
| 1. R. Schofield, Bourne | Yes | 10. B. Worth, Harwich | Yes |
| 2. S. Lyons, Barnstable County | Not present | 11. T. Mayo, Mashpee | Yes |
| 3. D. Anthony, Barnstable | Yes | 12. R. Toole, Oak Bluffs | Yes |
| 4. D. Keuch, Brewster | Yes | 13. R. Castillo, Orleans | Yes |
| 5. P. Cocolis, Chatham | Abs | 14. J. Peters, Sandwich | Yes |
| 6. B. Crowell, Dennis | Yes | 15. R. Elkin, Wellfleet | Yes |
| 7. G. Fenlon, Eastham | Yes | 16. S. Hruby, W. Tisbury | Yes |
| 8. P. Pimentel, Edgartown | Abs | 17. J. Flynn, Yarmouth | Yes |
| 9. R. Zweig, Falmouth | Yes | | |
- Motion carried in the affirmative (14-0-2)*

POWER SUPPLY PROGRAM OVERVIEW, AUSTIN BRANDT

A. Brant, Cape Light Compact Power Supply Planner reviewed a Power Point Presentation entitled [Power Supply Aggregation History, 12/9/15 CLC Board Meeting](#). R. Schofield asked for the total number of Commercial Customers enrolled with the Compact receiving electricity via our contract with Nextera. A. Brandt offered to provide the total number at a subsequent meeting. He also said a further analysis can likely be done. P. Cocolis pointed out that many members of the general public do not understand there are two parts to their electric bills and where they get their power. A. Brandt noted that changes to the electric accounts also trigger enrollment with Cape Light Compact. He said the new rates will go into effect the day after the customer's January meter-read date. He said the Cape Light Compact is hoping to re-enroll customers who unenrolled last winter because of increased rates. There was discussion about customers who may have switched to competitive suppliers and who entered into 3-year contracts at .13/kWh. Those customers breaking contracts were charged early termination penalties of \$50.00. If customers opt out from competitive suppliers and did not arrange for a replacement, are automatically supplied by Eversource.

There was discussion about marketing to re-enroll customers. A. Brandt explained it is hard to identify customers leaving due to competitive pricing opportunities from those who moved away. He said he will check to see if the data is available.

S. Lyons arrived to the meeting at 2:20 p.m.

L. Henderson said new rates are sent in press releases and advertised on the Cape Light Compact website, e-newsletter (1300) blast and on Facebook social media. S. Hruby suggested an interview on radio WCAI and asked if there are other venues that haven't been used (i.e., Real Estate Agents, etc.). A. Brandt said we are not allowed to use certain customer account information to market program participation.

R. Elkin asked if we could contact participants who un-enrolled and send them a letter: A. Brandt said he will check if ConEdison has that information but expressed it may be difficult to get that specific information. There was discussion about how the Compact might reach back. R. Elkin stated the best time to re-connect is during the next 6 months. A. Brandt agreed to discuss the matter with M. Downey to determine feasibility of the strategy. P. Cocolis said it is a good idea to target recent opt-outs but also to market to Eversource Customers.

R. Zweig noted that everyone on Cape Cod & Martha's Vineyard receive the Compact's Energy Efficiency & Advocacy services regardless of participation in our Power Supply Program.

A. Brandt said the Compact wants not only to offer a choice but the Power Supply Program is integral to support the Energy Efficiency and Consumer Advocacy Programs. Our advocacy has proven savings. He

added that many competitors charge monthly service fees, cancellation fees and low introductory teaser rates. The Cape Light Compact believes it offers the best terms and conditions.

T. Mayo urged utilization of the Public Access Channels by providing regular interviews which can be shared among all Public Access Channels and broadcast throughout the service territory.

J. Flynn asked if Power Supply information can be included in the Home Energy Assessment packets. L. Henderson said our General Brochure is included in the audit packets. A. Brandt explained the adder is the Compact's Operating Budget and is not used to fund Energy Efficiency Programs.

S. Hruby said the Board can request Staff develop a Marketing Plan and provide it to the Board.

B. Crowell noted the supply side of the bill contains two groups Cape Light Compact/Eversource and marketers. He said the Compact can never compete with marketers. He said consumers who try competitive suppliers regret doing so and if they can figure out how to get back to Cape Light Compact, they usually stay. He said there is need to focus on the "getting back" customers as the Compact is perceived as the provider always on Consumer's side. He also noted as a governmental organization, the Compact has better access to media.

D. Anthony said the Board is fortunate to have talented staff to bring back a marketing plan. The Board can express concerns and make sure staff is aware the Board seeks solutions.

P. Pimentel asked to see trend data on a regular basis. A. Brandt said he can provide periodic updates.

Eversource rate is 10.804/kWh effective January 1st. Eversource has the ability to prorate bills. A. Brandt said based on estimates, the Compact is expecting to save consumers almost 4 million dollars over the next six months. The new rate which will take effect beginning on the day after the customer's January meter-read date is .09613/kWh for our residential customers. The commercial/industrial rate is still being established and should be available within a week.

TREASURER REPORT

P. Cocolis reported the 3-year Energy Efficiency Budget report is not available. County staff were busy on the annual County audit and were delayed in providing information.. He distributed copies of the Compact's Operating Budget Year-to-date Budget Report through 12/9/15 and provided review. There was discussion about possibly transferring funds into the Marketing Budget once a Marketing Plan is drafted.

T. Mayo urged marketing through available channels which do not carry charges. It was noted if necessary, funds can also be transferred from the Power Supply Reserve Fund.

P. Cocolis distributed a Contract Summary showing one Amendment which he approved. This will be added to an updated summary at the January and the Board will have the opportunity to vote to ratify his actions at that time.

CHAIRMAN'S REPORT

J. Flynn reminded members that Town Annual reports are coming due. She spoke about the deadline occurring before the close of the calendar-year Energy Efficiency Budget and missing data in order to submit the report timely. T. Mayo said boiler-plate reports can be submitted and permission sought to extend the deadline for a few weeks and then inserting numbers. It was noted the final numbers are often not available until late January/February. J. Flynn suggested a sentence be included within the report to explain the report covers 10-11 months vs. 12 months of the program year.

J. Flynn noted the addition of the last item on the agenda provided to allow members a chance to provide updates on their activities or report matters to the Board. She seeks to provide members an opportunity to speak ideas without fear of violating the Open Meeting Law. She said Cape Light Compact has consistently been found to be in compliance with the Open Meeting Law.

OPEN NOMINATIONS FOR 2016 EXECUTIVE COMMITTEE MEMBERS

Chr. Flynn announced the opening of Nominations to the Executive Committee and turned nominating process over to L. Henderson.

Chairman:

- T. Mayo nominated **Joyce Flynn to the position of Chairperson**, seconded by R. Schofield

Vice Chairman:

- T. Mayo nominated **Robert Schofield to the position of V. Chairperson**, seconded by B. Worth. R. Schofield said he is willing to serve but is more than willing to step down if there are others interested in the position.

Treasurer:

- P. Cocolis said he is willing to serve as Treasurer but is more than willing to step down if there are others interested in the position. T. Mayo nominated **Peter Cocolis to the position of Treasurer**, seconded by R. Schofield. R. Elkin expressed gratitude and admiration to P. Cocolis.

Secretary:

- R. Schofield nominated **Barry Worth to the position of Secretary**. B. Worth respectfully declined. He said the Secretary Position does not require very much work. It is mostly to review and edit meeting minutes.
- P. Cocolis nominated **Ronald Zweig as Secretary**, seconded by R. Schofield.

Member-at-large:

- B. Schofield nominated **Susan Hruby to the position of Member-at-Large**. S. Hruby declined the nomination due to illness over the past year.
- S. Hruby nominated **R. Toole to the position of Member-at-Large**. R. Toole declined as he finds it difficult to attend meetings.
- R. Toole nominated **Paul Pimentel to the position of Member-at-Large**. P. Pimentel declined because he is overextended.

Chr. Flynn noted for R. Toole that there are not many Executive Committee Meetings. A majority of the committee needs to be physically present to constitute a quorum (3 members) and R. Toole could participate by phone. **R. Toole said he would further consider accepting the nomination of Member-at-large.**

There was discussion as to the method the Board would use when voting and electing officers. The Board will either vote by a show of hands or paper ballot.

BOARD MEMBER UPDATE

(Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed-No Voting)

R. Zweig reported on his attendance to the Mass. Municipal Association (MMA) Seminar in Fall River last Thursday 12/3/15) He reported on the Presentation by Constellation Energy and ISO NE relative to the current status in the market today and the transition the industry is currently going through and what future will look like. The Attorney General's Office's view on Natural Gas and NG pipelines. There are a fleet of plants around New England which are retiring over next six years (coal, oil and nuclear) with 12,500 MW going off-line and

project/proposal to develop Natural Gas, wind and solar generation to fill the gap over the next 6-10 years. Natural Gas is projected to comprise 61% of the mix with wind generated power comprising 37%. Much of wind generation will be in Maine. Offshore wind generation was not included because it was not put forward. 2% other mostly for solar. Most of the plant retirement is due to age. There is no increase in hydro from Canada. B. Schofield asked if they are still working on transmission. R. Zweig said it was not an area they are going into. A Bill in the Legislature from Somerset area calls for the allocating of 2000 MW of offshore wind which would be a part of the mix. Large capacity has been renewables and Natural Gas. All new capacity is renewable mostly wind.

At 3:39 p.m., T. Mayo moved to adjourn, seconded by D. Anthony and voted unanimously in favor.

Respectfully submitted,

Karen E. Loura
Administrative Assistant

LIST OF DOCUMENTS AND EXHIBITS

- Meeting Notice/Agenda
- 11/18/15 Draft Meeting Minutes
- Power Supply Program Overview Power Point Presentation
- Year-to-date Operating Budget Report dated 12/9/15
- Contract Tracking Summary
- Copy of Cape Light Compact's Municipal Aggregation Annual Report