Cape Light Compact
Governing Board Meeting

DATE: Wednesday, June 11, 2014
LOCATION: Rooms 11&12, Superior Courthouse, Barnstable
TIME: 2:00 – 4:30 p.m.

AGENDA

2:00 Open Session Vote on Entry into Executive Session and Required Declarations of the Chair - M.G.L. c. 30A, Section 21 (a)(10): Power Supply Procurement Strategy Discussion (confidential and competitively sensitive information) and M.G.L. c. 30A, Section 21 (a)(3) and Section 21(a)(10): DPU 14-69 (discussion of litigation strategy and related power supply issues)

2:45 Public Comment

2:55 Approval of Minutes

3:00 DPU 14-69 Public Discussion

3:30 Presentation/Discussion on Energy Efficiency Penetration Study

4:00 Treasurers’ Report

4:10 Discussion/Potential Vote on FY15 Operating Budget

4:30 Chairman’s Report

Administrator’s Report
1. Board Meeting Schedule: July 9th next meeting, updates to BOS/Council
2. FY14 Expense Reports Due
3. Solar on Affordable Homes

CVEC Update
Cape Light Compact Governing Board
Wednesday, May 21, 2014
Open Session Meeting Minutes

The Governing Board of the Cape Light Compact met on Wednesday, May 21, 2014 in Rooms 11 & 12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

**Present Were:**
1. Dr. Joyce Flynn, Chairwoman, Yarmouth
2. Robert Schofield, Vice-Chair, Bourne
3. Peter Cocolis, Treasurer, Chatham
4. Barry Worth, Secretary, Harwich
5. Peter Cabana, Member at Large, Dukes County
6. David Anthony, Barnstable
7. Deane Keuch, Brewster
8. Timothy Carroll, Chilmark – remote participation by phone
9. Brad Crowell, Dennis until 3:02 p.m.
10. Fred Fenlon, Eastham
11. Thomas Mayo, Mashpee
12. Ronald Zweig, Falmouth
13. Richard Toole, Oak Bluffs
14. Everett Horn, Sandwich
15. Richard Elkin, Wellfleet
16. Thomas Donegan, Provincetown
17. Peter Fontecchio, Truro
18. Susan Hruby, W. Tisbury

**Legal Counsel:**
Audrey Eidelman, Esq., BCK Law, PC

**Staff Present:**
Margaret Downey, Compact Administrator
Margaret Song, Residential Program Manager
Briana Kane, Sr. Residential Program Coordinator
Matthew Dudley, Residential Program Coordinator
Lindsay Henderson, Marketing & Data Analyst
Meredith Miller, C&I Program Manager
Vicki Marchant, C&I Program Analyst
Nicole Price, C&I Program Planner
Stephan Wollenburg, Sr. Power Supply Planner
Philip Moffitt, EM&V Manager
Gail Azulay, EM&V Analyst
Deborah Fitton, Energy Education Coordinator
Kimberly Deisher, Customer Service Representative
Karen Loura, Administrative Assistant

**Others Present:**
Alec Stevens, Demand Management Institute (DMI)
Rob Bialobrzeski, Demand Management Institute (DMI)
Liz Argo, Special Projects Coordinator, CVEC
E. Mark Zielinski, County Treasurer, CVEC Treasurer

Michael Hebert, Aquinnah
William Doherty, Barnstable County
Edgartown - Vacant
Orleans, Vacant
William Straw, Tisbury
MEDIA & PUBLIC PRESENT:
Ed Maroney, Barnstable Patriot Newspaper Reporter
Patrick Cassidy, Cape Cod Times Newspaper Reporter
Dr. Kathy Sherman, Brewster Resident
Peter Kenney, Yarmouth Resident
Robert Palmeri, Yarmouth Resident
James Rogers, Sandwich Resident present and audio recording the meeting
Eric Bibler, Weston CT Resident present and audio recording the meeting

Chr. Flynn called the meeting to order at 2:00 p.m.

PUBLIC COMMENT
P. Kenney, Yarmouth made public comments about Cape Light Compact not publishing its proposed FY 15 Operating Budget.

CONSIDERATION OF MEETING MINUTES
The Board then considered the March 12, 2014 Open Session Meeting Minutes. R. Schofield moved the Board vote to accept the minutes as presented, seconded by B. Worth and voted unanimously in favor with F. Fenlon, P. Fontecchio and S. Hruby abstaining (15-0-3).

PRESENTATION/DISCUSSION ON GREEN COMMUNITIES AUDIT APPROACH
N. Price Voudren introduced Alec Stevens and Rob Białobrzeski, of Demand Management Institute (DMI) who perform ASHRAE Level II Audits on behalf of Cape Light Compact. She also provided a Power-point presentation entitled Energy Assessments for Municipalities. (Attachment A) She said Board approval and vote will be sought at the next meeting. R. Elkin asked about requirements of ASHRAE II for Wellfleet. S. Hruby gave her experience with Green Communities in W. Tisbury. She said she is satisfied but received incorrect direction to obtain quotes which was a step not needed. The State and Towns are learning and so is Cape Light Compact. She believes Cape Light Compact is proceeding in the right direction. R. Elkin asked about the time lapse between the state green communities application and audit. P. Cabana responded about 2 years because they did not get all of the information needed during the first year. He said significant detail about consumption and a determination as to the extent (in percentage) that can be saved is required by the state. He provided a summary of the history of the Tisbury Green Communities Application. Towns do not have the funding to get the management piece done. The State has issued a $50,000 Grant to Tisbury to fund a full-time Energy Manager. This demonstrates that the State recognizes the need and that Towns do not have funds available. It has generally taken 2-3 months’ turn-around time for an audit. Account numbers, a priority list of buildings, etc. are needed. S. Hruby recommended Town’s seeking State contributions be sure to request an amount sufficient enough to cover costs. Also talk with Seth Pickering, DOER, Green Communities Division Southeast Regional Coordinator. Discussion ensued about the costs. R. Zweig asked if there are other entities in Mass. or within the Country to incorporate. N. Price reported that NSTAR and National Grid’s Programs were reviewed.

TREASURERS’ REPORT
P. Cocolis distributed copies of EE Budget and the 5/21/14 Year to date Operations Budget Report and provided a review of highlights. He reported an 84% completion of the Operations Budget in period 10 of the FY 14 term. He spoke about projected funding shortages in salaries & retirement/insurance due to an overlap in filling Sr. Power Supply Planner Position. There is a supplemental budget request to provide for this. #2 is retirement
and insurance. The line item formerly described as Association Dues which has been used to pay sponsorships has been re-named “Sponsorships” which was part of the Auditor’s recommendation to clarify the chart of accounts. The LED Streetlight appropriation will be moved forward FY15 operating budget. Energy Efficiency dollars cannot be used for Streetlight repairs and/or maintenance. $150,000 is being appropriated to pay for repairs if needed. LED Streetlight Retrofit Program is about half complete at this time.

**DISCUSSION/POTENTIAL VOTE ON FY14 SUPPLEMENTAL BUDGET**

The Board then considered the request for a supplemental budget appropriation to cover the cost of overlap salaries during the Senior Power Supply Planner position transition. M. Downey explained request. B. Schofield read motion. **B. Crowell moved the Board vote to approve a supplemental budget for the Compact’s FY14 operating budget in the amount of $35,000 for salaries and $15,000 for fringes. The total amount of the supplemental budget request is $50,000, seconded by P. Cocolis and voted unanimously in favor by roll call vote (18-0-0).**

**DISCUSSION AND POTENTIAL VOTE ON FY15 OPERATING BUDGET**

The Board then reviewed the proposed FY 15 Operating Budget. Peter Cocolis provided an overview and noted that the Board typically discussed the budget at one meeting and votes on it at the next meeting. The Board will be meeting in June so this process can continue. S. Wollenburg provided a Power-point presentation explaining Renewable Energy Certificates (REC’s). (Attachment B) At the time Cape Light Compact purchased REC’s, it was in effort to sign longer term contracts as a means to provide a hedge and because generator discounts are frequently available if the buyer is willing to sign longer term contracts. M. Downey explained the reason for buying REC’s and the Board’s then strategy. Cape Light Compact’s contracts for RECs, except for the CVEC contract, end at the end of March, 2015. CVEC Renewable Energy Contracts continue through 2025. It is an open discussion whether Cape Light Compact wants to take on RPS obligations which ramp up over time. The Board may consider having that greater insight to load could provide a means to reduce volatility and reduce rates. J. Flynn asked about the movement within the CLC Green Program. S. Wollenburg reported participation is relatively stable but there is a slow and stable decline. He said staff is working on a few ideas of ways to increase participation. He said enrolling in CLC Green is one way people can make sure consumption is being met with renewable energy. He said there is preliminary thought about doing something like the solarize schools initiative. He said REC’s tend to sell at or well below the Alternate Compliance Payment (ACP).

*At 3:02 p.m. B. Crowell left the meeting.*

M. Zielinski reported CVEC is moving into the implementation phase of Phase I PV project installation. He said CVEC will begin to see systems come online as part of the project they have been working on for so long. The systems represent substantial benefits for the towns in Net Metering Credits. NSTAR will use cash out method of accounting. He said CVEC members are proud of the benefit going to the towns. He said the Town of Eastham Ribbon Cutting Ceremony is scheduled for May 28th. Several members expressed appreciation to CVEC and asked about the possibility of developing additional renewable energy projects. The Board previously agreed to fund CVEC through 2015 and can decide to continue to provide funding beyond if desired. P. Cabana said CVEC work on renewable energy is a great thing and more should be done in the future. P Cocolis asked about CVEC Legal Fees. M. Zielinski responded they were higher than expected largely due to contract amendments/expense.

P. Cocolis asked about viability and the request for a $100,000 loan. The request is to provide cash in the short-term as systems come on line and until the cash flow begins and NM credits are issued. This request is to provide a cushion for CVEC upon which to draw if needed to be repaid @ 1.1% interest over 6 months.

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*Cape Light Compact Governing Board*

*May 21, 2014 Open Session Meeting Minutes*
This is a one-time request being made to manage start-up. CVEC expects everything will be running smooth and correctly calculated.

M. Zielinski reported CVEC has contracted with Peregrine for $50,000.00 for 14 months w/a 3-year renewable option for accounting support services. Peregrine will set up a QuickBooks® database for AR/AP. S. Hruby urged the Board to look for similar opportunities as with CVEC. She said this will significantly help stabilize energy costs for towns. She said it is huge for the Town of W. Tisbury and for small towns where there is not a lot of money.

M. Downey urged the Board to consider providing educational signs and noted she will be seeking estimates to have signs made and installed which provide information on energy saved in each community and indicating the arrays are made possible by Cape Light Compact grant to CVEC. These would be permanent fixtures helping to identify and demonstrate another value brought to communities by Cape Light Compact. There was discussion about placement and visibility of signs. R. Zweig said there are internet real time displays and suggested the Board may want to consider that as well. L. Argo said a link will be provided and publicized to track production. She praised Cape Light Compact because through the NM Credit opportunity has taken full advantage of State incentives.

T. Mayo asked if Barnstable County is considering funding OPEB responsibility completely. M. Zielinski said he does not see County fully funding the ARC.

R. Zweig asked about the interest charge of 1.1%. L. Argo indicated this was set by financial bookkeeper and was suggested by bank. It is taken from a quote for a 3-month period. R. Toole moved the question. D. Anthony questioned impact of a delay of voting on the Budget. M. Downey said there is no impact to delay voting on the CLC Operating Budget. R. Toole moved the Board vote to approve a grant to CVEC in the amount of $403,455 for its operating budget, seconded by B. Worth. Discussion followed. The Board then voted unanimously in favor by roll call (17-0-0).

R. Toole then moved the Board vote to approve a loan to CVEC in the amount of $100,000 for cash flow protection during the potential delay in NSTAR payment of net metering credits. The interest rate shall be 1.1% on a 6-month period, and the loan shall be prepayable, seconded by R. Schofield. Discussion followed. The Board then voted unanimously in favor by roll call (17-0-0).

3:55 p.m. P. Kenney, E. Bibler, J. Rogers, K. Sherman left the meeting.

There was lengthy discussion about Other Post-employment Benefits (OPEB) requirements and the Compact’s OPEB Reserve Budget. S. Hruby said it is irresponsible to not fund OPEB. M. Downey reported the $300,731 FY15 appropriation is initial funding reserve from the Compact’s audited financial statements and will need to be refined through the Actuarial Study. The proposed amount covers all existing and retired Compact staff (i.e. energy efficiency and power supply). T. Mayo said OPEB is calculated based on all employees retiring. A subsequent vote by the Board will be required to move the money into an irrevocable trust. T. Mayo said very few other public entities are actually funding. This item has been designed in good faith to show ability.

There was discussion relative to the average legal budget amount compared to similar other organizations/entities. T. Mayo moved to delay voting on the Cape Light Compact Operating Budget to the next meeting, seconded by D. Anthony. There was discussion concerning the impact of delaying voting to the June 11, 2014 meeting. It was determined no negative impact would occur to delay voting. The Board then unanimously voted unanimously in favor to defer voting on the budget to the next meeting.

4:15 p.m. - 4:20 p.m. Recess
ENERGY EFFICIENCY PROGRAM

- Discussion and Potential Vote on Quashnet Schools Cap

N. Price Voudren reviewed the request to waive the 150K incentive cap for the Mashpee Quashnet School Comprehensive Retrofit Program and provided project facts summary. There was discussion about the budget. R. Zweig supporting the waiver asked to know what other projects may be upcoming which might require large expenditures. M. Downey agreed to provide a list prospective projects which may warrant incentive cap waivers as they are identified. Provincetown may have a project which qualifies at the High School and Resco projects potentially for Falmouth Schools. The cap was set with initial Energy Efficiency Plan and was considered very high at the time. It was intended so that the Board would hold discussion relative to Municipal projects. S. Hruby asked if an affirmative vote would bump other projects. N. Price responded there is plenty of room in the budget to accommodate other projects. P. Cabana moved the Board vote to approve the waiver of the $150,000 incentive cap for the Mashpee Quashnet School Comprehensive Retrofit Project, thereby allowing a total project incentive of $305,795, seconded by P. Cocolis and voted unanimously in favor by roll call vote (17-0-0)

- Presentation on Behavior/Energy Monitoring Initiative

B. Kane provided Power-point Presentation to update the Board on the Behavior Initiative. (Attachment C) She reported a $10,000 budget. The Board consensus was to distribute prizes among all the participants vs. cash prizes to top 3.

- Discussion and Potential Vote on Municipal Incentive Cap

Item tabled to next meeting.

CHAIRMAN’S REPORT

J. Flynn expressed appreciation to those who provided input at the May 14, 2014 DPU 14-69 Revised Aggregation Plan Hearing held at the Mashpee Public Library. It was noted that the attendees of the hearing were overwhelmingly in support of the Compact and Compact programs

ADMINISTRATOR’S REPORT

M. Downey reported:

- The next Board Meeting is scheduled to take place on June 11, 2014
- DPU 14-69 Aggregation Plan Revisions - comments period closed on 5/16/14. A conference call is scheduled with the DPU next week. Response to Information Requests is due tomorrow (5/22/14). It was discussed that the Compact will file a motion to strike comments that are not accurate.

CVEC UPDATE

- E. Mark Zielinski provided a Cape & Vineyard Electric Cooperative Update. Eastham PV PH I System has been deployed and generating electricity. Additional Phase I PV systems are scheduled to come online rapidly.

At 5:00 p.m., P. Cocolis moved the Board vote to adjourn, seconded by T. Carroll and voted unanimously in favor.

Respectfully submitted,

Karen E. Loura
Administrative Assistant
List of Materials used:

- Board Meeting Agenda
- Draft meeting minutes from March 12, 2014
- FY14 Supplemental Budget Request
- FY15 Proposed Cape Light Compact Operating Budget
- ASHRAE II Audit Presentation
- Renewable Energy Certificates Presentation
- Behavior Initiative Presentation
- CVEC Proposed Grant request to support their FY15 operations.
Attachment A

Cape Light Compact
REC Background

Compact Board Meeting
May 21, 2014
What is a REC?

• A renewable energy certificate (REC)
• Represents all of the environmental attributes of renewable generation
• Used for RPS compliance (or retired voluntarily)
• Tracked in NEPOOL GIS
Why did CLC buy RECs?

- For use in CLC Green
- To hedge RPS compliance costs of aggregation

ISO Projection of Cumulative NE New RPS by State
• Originally, Compact was responsible for purchasing RECs for RPS obligation
• When spot market prices fell, Board decided that they wanted supplier to be responsible for RPS RECs
• Compact was already under contract for RECs beyond what was required for CLC Green
• Excess RECs sold
A look at pricing

Notes – all numbers are estimates – REC markets are not very liquid. Ranges based on reported prices (brokers reports or web). “Blue diamond” represents best guess at average paid in market. 2005-2006 – ACP minus transaction costs. ‘07 – average of reported prices. ‘08-‘10 – NH RPS report. Other – price reported closest to close of trading period.
Financials of RECs

Net REC Cash Flows

Projected cumulative net REC cash flows: $85,000

Notes

- Numbers exclude RECs purchased and used for CLC Green
- 2010 $ number on graph is $52,500 lower than in financials, as a revenue that was not attributable to REC sales was reclassified to the correct fund.
- 2014 and 2015 are projected.
Looking forward

- All but the Compact’s contract with 750 kW of CVEC PV expire by March 31, 2015
- A small number of additional RECs will be needed for CLC Green – Chief Procurement Officer will negotiate for these
- CLC Board may consider whether it would want to resume purchasing RECs for RPS compliance
Energy Assessments for Municipalities
A New Approach
What are we currently doing?

- ASHRAE Level I and II audits for municipal buildings
- Prescribed approach with specific detailed requirements per ASHRAE Standard, as “required” by DOER for grant opportunities
- Identifies potential opportunities in buildings, but also provides extensive analysis of building operation & utility usage
Who are we doing it for?

- Green Communities (West Tisbury, Tisbury, Mashpee, Provincetown, Truro), Green Community hopefuls
  - Applying for competitive grants or designation
- Municipal Buildings in CLC Territory
- Audience - facility managers, town administrators, selectmen, energy committees, volunteers with a wide variety of backgrounds and levels/types of expertise, program staff & DOER
What are the shortcomings of the current approach?

- Turnaround time is longer than desired due to detailed requirements of ASHRAE protocol and data gathering/engineering time
  - Additional time is needed after report delivery for costing, cost effectiveness screening, and other follow up
- Consulting cost & staff time is higher than desired for same reasons
- Report format provides extraneous information which can be overwhelming or confusing
- Next steps for program implementation of recommendations are not always clear
What are we proposing to change?

- New report format - pick the best and most useful aspects of the ASHRAE audit format and leave out the steps that add extraneous information or make the report difficult to complete in a timely manner
- Include roadmap for implementation of measures
- Include better pricing information
- Table required by DOER in their respective applications
- Cost effectiveness screening results for CLC program applicability
How will this benefit the customer and CLC?

- Faster turnaround time
- Lower engineering costs
- More useful, actionable report
- Prepopulated table for DOER grant application
- Easier for towns to implement results - next steps and implementation clearly laid out.
- Sets realistic expectations for CLC program applicability of identified measures
Next Steps

- Discussion: Staff is proposing that we use this format when any municipal assessment is requested for consistency, regardless of Green Community status

- Share proposed reconfiguration with DOER
  - Since ASHRAE Level 2 is not required, we do not anticipate an issue with this equivalent

- Board Vote to adopt proposed changes in June 2014
| Building         | ECM No. | Energy Conservation Measure | Projected Annual Electricity Savings (kWh) | Projected Annual Natural Gas Savings (therms) | Projected Annual Oil Savings (gallons) | Projected Annual Propane Savings (gallons) | Projected Annual Cost Savings ($) | Total Installed Cost ($) | Green Community Grant ($) | Utility Incentives ($) | Other Grants ($) | Net Town Cost ($) |
|-----------------|---------|-----------------------------|-------------------------------------------|---------------------------------------------|--------------------------------------|------------------------------------------|---------------------------------|------------------------|------------------------|-----------------------|------------------------|----------------------|-------------------|
| Quashnet School | 1       | Condensing Boilers          | -                                         | 2,499                                       | -                                    | -                                        | -                               | $3,091                 | $94,236                |                       |                       |                     |
| Quashnet School | 2       | Condensing DHW Heaters      | -                                         | 384                                         | -                                    | -                                        | -                               | $475                   | $17,214                |                       |                       |                     |
| Quashnet School | 3       | High EFF. HVAC for Offices  | 9,984                                     | 1,595                                       | -                                    | -                                        | -                               | $3,743                 | $89,994                |                       |                       |                     |
| Quashnet School | 4       | New Energy Recovery Units   | 17,172                                    | 5,159                                       | -                                    | -                                        | -                               | $9,426                 | $86,444                |                       |                       |                     |
| Quashnet School | 5       | DVC in Gym                  | -                                         | 1,303                                       | -                                    | -                                        | -                               | $1,612                 | $7,327                 |                       |                       |                     |
| Quashnet School | 6       | New Unit Vents w/ EC Motors | 43,958                                    | -753                                        | -                                    | -                                        | -                               | $6,862                 | $266,800               |                       |                       |                     |
| Quashnet School | 7       | Two-way HW Valves w/ VFD Pumps | 15,705                                 | -                                           | -                                    | -                                        | -                               | $2,784                 | $43,610                |                       |                       |                     |
| Quashnet School | 8       | New DDC System              | 41,611                                    | 1,638                                       | -                                    | -                                        | -                               | $9,404                 | $250,000               |                       |                       |                     |
| Quashnet School | 9       | Lighting Fixture Upgrade    | 15,552                                    | -                                           | -                                    | -                                        | -                               | $2,757                 | $44,640                |                       |                       |                     |
| BUILDINGS SUBTOTAL |        |                             | 143,982                                  | 11,825                                      | -                                    | -                                        | -                               | $40,156                | $900,265               |                       |                       |                     |

**TOTAL MMBtu SAVINGS**

<table>
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<th>Building</th>
<th>Projected Annual Electricity Savings (kWh)</th>
<th>Projected Annual Natural Gas Savings (therms)</th>
<th>Projected Annual Oil Savings (gallons)</th>
<th>Projected Annual Propane Savings (gallons)</th>
<th>Projected Annual Cost Savings ($)</th>
<th>Total Installed Cost ($)</th>
<th>Green Community Grant ($)</th>
<th>Utility Incentives ($)</th>
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Behavior Initiative Update

C.A.P.E. Presence Pro Energy

Energy monitoring for your home and business
IMAGINE IF YOU COULD...

- Monitor your electric usage in 15 minute increments
- Add in “controllable” plugs
- Include a security aspect
- Compare results with others in the community with fun prizes

...AND DO IT on a smart phone or tablet or computer
WHO

- Target participation from residential and commercial customers
- Partnership with town energy committees and/or other town departments or regional groups

WHEN
Target date mid-Summer to early Fall

WHAT

- Beta testing by partnership groups
- Competition between towns/groups to enroll interested customers
  - Target customer: Needs Wi-Fi, live on Cape Cod or Martha’s Vineyard, and have access to the electric meter
  - Cash prizes for top three? Or performance-based?
We want to help you save!

Answer the questions below to see if your household or business qualifies for the C.A.P.E. Presence Pro Energy Program. More info.

What's your zip code?

Do you have electricity in this zip code at least 6 months per year?
- Yes
- No

Can you access your electrical meter?
- Yes
- No

Do you have a wifi 'router'?
- Yes
- No

Next →
Congratulations, you're eligible.

First Name

Last Name

Email Address

Choose a Password

Address

Barnstable, MA 02645

Phone Number

Electric Account Number

Ex: 123-456-7890

Business or Residence?

Business

Residence

Who referred you?

Briana Kane

Selected devices you have:

- iPhone
- iPad
- iPod Touch
- Android Phone
- Android Tablet
- Computer

Are you willing to install a meter reader?

- Yes
- No
April 2014

$58.40
Average Monthly Spending

434 kWh
Average Monthly Usage

59%
Better than 59% of cape homes

Update Profile
For accurate comparisons

Share
May 30, 2014

Mark D. Marini, Secretary
Department of Public Utilities
One South Station, 5th Floor
Boston, MA 02110


Dear Secretary Marini:

Enclosed for filing please find the Attorney General’s First Set of Document and Information Requests to the Cape Light Compact in the above-captioned matters. Please do not hesitate to contact me if you have any questions.

Sincerely,

/s/ Nathan C. Forster

Nathan C. Forster
James W. Stetson
Assistant Attorneys General

Encl.

cc: Jonathan A. Goldberg, Hearing Officer (paper and electronic)
    Elizabeth G. Enos, Hearing Officer (electronic)
    Sarah Bresolin, Hearing Officer (electronic)
    Jo Ann Bodemer, Esq. (paper and electronic)
    Jeffrey M. Bernstein, Esq. (electronic)
    Audrey A. Eidelman, Esq. (electronic)
    Steven I. Venezia, Esq. (electronic)
    Nicholas D. Horan, Esq. (electronic)
    John K. Habib, Esq. (electronic)
    Kathleen R. Raymer, Esq. (electronic)
INSTRUCTIONS

1. These Document and Information Requests call for all information, including information contained in documents, which relates to the subject matter of the requests and which is known or available to the Cape Light Compact and its member municipalities, as well as any affiliated entity or to any individual or entity sponsoring testimony or retained by them to provide information, advice, testimony or other services in connection with this proceeding.

2. Where a Request has a number of separate subdivisions or related parts or portions, a complete response is required to each such subdivision, part, or portion. Any objection to a Request should clearly indicate the subdivision, part, or portion of the Request to which it is directed.

3. If information requested is not available in the exact form requested, provide such information or documents as are available that best respond to the Request.

4. These requests are continuing in nature and require supplemental responses when further or different information with respect to the same is obtained.

5. Each response should be furnished on a separate page headed by the individual Request being answered. Individual responses of more than one page should be stapled or bound and each page consecutively numbered.

6. Each Document and Information Request to “Please provide all documents...” or similar phrases includes a request to “identify” all such documents. “Identify” means to state the nature of the document, the date on which it was prepared, the subject matter and the titles and the names and positions of each person who participated in the preparation of
the document, the addressee and the custodian of the documents. To the extent that a document is self-identifying, it need not be separately identified.

7. For each document produced or identified in a response which is computer generated, state separately (a) what types of data, files, or tapes are included in the input and the source thereof, (b) the form of the data which constitutes machine input (e.g., punch cards, tapes), (c) a description of the recording system employed (including descriptions, flow charts, etc.), and (d) the identity of the person who was in charge of the collection of input materials, the processing of input materials, the data bases utilized, and the programming to obtain the output.

8. If a Document and Information Request can be answered in whole or part by reference to the response to another Request served in this proceeding, it is sufficient to so indicate by specifying the other Request by participant and number, by specifying the parts of the other response which are responsive, and by specifying whether the response to the other Request is a full or partial response to the instant Request. If it constitutes a partial response, the balance of the instant Request must be answered.

9. If the Cape Light Compact cannot answer a Request in full, after exercising due diligence to secure the information necessary to do so, state the answer to the extent possible, state why the Cape Light Compact cannot answer the Request in full, and state what information or knowledge is in the Cape Light Compact’s possession concerning the unanswered portions.

10. If, in answering any of these Document and Information requests, you feel that any Request or definition or instruction applicable thereto is ambiguous, set forth the language you feel is ambiguous and the interpretation you are using responding to the Request.

11. If a document requested is no longer in existence, identify the document, and describe in detail the reasons the document in unavailable.

12. Provide copies of all requested documents. A response which does not provide the Attorney General with the responsive documents, and requests the Attorney General to inspect documents at any location is not responsive.

13. If you refuse to respond to any Document and Information Request by reason of a claim or privilege, or for any other reason, state in writing the type of privilege claimed and the facts and circumstances you rely upon to support the claim of privilege or the reason for refusing to respond. With respect to requests for documents to which you refuse to respond, identify each such document.

14. Each request for information includes a request for all documentation which supports the response provided.
15. The term “Customer Rate Group” shall refer to a group of customers whereby all customers in the group receive the same rate for the Cape Light Compact’s electricity supply service, pursuant to the Cape Light Compact’s design of its municipal aggregation rates.

16. The “operational adder” shall refer to the per kWh adder collected from participating customers by the Cape Light Compact, regardless if such adder was referred to as a “mil adder” or a payment to a “reserve fund” or called by some other name at the time it was collected.

17. Provide one copy of each response on three-hole punched paper.

18. Please furnish each response on a separate sheet of three-hole paper, beginning with a restatement of the question, formatted with the header set forth in Department standard “ground rules,” and with the person responsible for the answer named at the end of the response.

19. Please submit responses within ten (10) business days of receiving the request.
The following are the Attorney General’s Office’s FIRST SET of document and information requests directed to the Cape Light Compact in the above-captioned docket.

AG 1-1 Please disclose the days of the year on which the Cape Light Compact’s fiscal year begins and ends.

AG 1-2 Please provide copies of each of the Cape Light Compact’s Fiscal Year Operating Fund Budgets hosted at the Cape Light Compact’s web site at http://www.capelightcompact.org/budgets/.

AG 1-3 Please disclose whether the Cape Light Compact’s Fiscal Year Operating Fund Budgets requested in AG 1-2 identify and disclose all of the Cape Light Compact’s costs for operating the Cape Light Compact’s power supply program during such fiscal years. As to any such budgets that do not do so, please separately identify and describe all cost items not included in such budget(s).

AG 1-4 Please refer to the Cape Light Compact’s Operating Fund Budget for FY 2014. Please describe what types of costs are included in each line item (e.g., “CLC OPERTG FD-SALARIES”) and how such costs relate to the Cape Light Compact’s Power Supply Program. Please also disclose whether the same entries in the Cape Light Compact’s Operating Fund Budgets for prior years refer to the same types of costs.

AG 1-5 Please separately identify and disclose, for each fiscal year from the FY 2010 to the present, any amounts that the Cape Light Compact received from Barnstable County or any other municipal or county government to fund the Cape Light Compact’s Power Supply Program.

AG 1-6 Please disclose the date, amount, and purpose of any payments that the Cape Light Compact has made from funds generated by the operational adder from FY 2010 to the present, except for those used to pay the costs already identified in the budgets produced by the Cape Light Compact pursuant to AG 1-2 and the Cape Light Compact’s responses to AG 1-3. The Cape Light Compact’s response should include, but not be limited to,
any payments made to one or more of Cape Light Compact’s participating municipalities.

AG 1-7 Please refer to the statement in § 2.3.1(5) of the Cape Light Compact’s revised municipal aggregation plan stating that the “Compact’s Power Supply Program also includes…. [o]ngoing consumer advocacy and representation at the state level through participation in DPU proceedings, the legislative development process, the stakeholder community and before other regulatory and governmental bodies.” Please provide the docket number and a description of all “DPU proceedings” and proceedings “before other regulatory and governmental bodies” in which the Cape Light Compact has participated and which were funded, in whole or in part, from amounts generated from the operational adder.

AG 1-8 Please disclose, separately and as to each entry for “legal services” in the budgets produced in response to AG 1-2 and the Cape Light Compact’s response to AG 1-3, the amount spent for legal services in connection with Cape Light Compact’s “ongoing consumer advocacy and representation at the state level” and the amount spent for legal services in connection with the power supply procurement aspect of the Cape Light Compact’s Power Supply Program for each fiscal year. For any fiscal year during which the Cape Light Compact incurred costs for legal services for purposes other than for its advocacy efforts or in connection with its power supply procurement, please state the date, amount, and a description of any such legal services.

AG 1-9 Please disclose, as to each municipality that has participated in the Cape Light Compact’s Power Supply Program, the local electric distribution company serving such municipality.

AG 1-10 Please provide an Excel spreadsheet that includes a row for every month since the Cape Light Compact’s aggregation plan was approved by D.T.E. 00-47 to the present. The Excel spreadsheet should also include the following: (1) columns for each Customer Rate Group that disclose the total kWh’s served by the Cape Light Compact’s municipal aggregation program to that Customer Rate Group during each month; (2) columns for each Customer Rate Group that disclose the rate charged to that Customer Rate Group during each month; (3) a column that discloses the size of the operational adder charged to customers for each month (e.g., $0.001/kWh, $0.0005/kWh, etc.); and (4) a column that discloses the total amount collected from the operational adder for each month. Please populate the spreadsheet with the relevant data and provide with all formulae and cell references intact.

AG 1-11 Please provide an Excel spreadsheet that includes a row for every month since the Cape Light Compact’s aggregation plan was approved by D.T.E. 00-47 to the present. The Excel spreadsheet should also include columns for each Customer Rate Group that discloses the total kWhs served by the
Cape Light Compact’s municipal aggregation program to customers of Nantucket Electric Company’s service territory within that Customer Rate Group during said month.

AG 1-12 Please provide, for each fiscal year since the Cape Light Compact’s municipal aggregation plan was approved in D.T.E. 00-47, the total amount that the Cape Light Compact has collected from participating customers pursuant to the operational adder.

AG 1-13 Please describe the mission and purpose of the Cape Vineyard and Electric Cooperative.

AG 1-14 Please provide a copy of the web page hosted at http://www.cvecinc.org/about/cvec-clc-faqs/.

AG 1-15 Please state whether the web page provided in response to AG 1-14 fully and accurately describes the benefits of the Cape Vineyard and Electric Cooperative and the persons who will receive them. If it does not, please provide a detailed explanation why such web page does not fully and accurately describe the benefits of Cape Vineyard and Electric Cooperative and the persons who will receive them.

AG 1-16 Please describe whether the payments of the Cape Light Compact to the Cape Vineyard and Electric Cooperative are grants or loans. If such payments are loans, please disclose the terms of such loans.

AG 1-17 Please provide copies of all minutes of the Cape Light Compact concerning any payments from Cape Light Compact to the Cape Vineyard and Electric Cooperative.

AG 1-18 Please provide a copy of any and all reports from the Barnstable County Assembly of Delegates concerning the Cape Light Compact and/or the Cape Vineyard and Electric Cooperative.

AG 1-19 Please provide copies of any responses from the Cape Light Compact to any of the reports provided in the Cape Light Compact’s response to AG 1-18.

AG 1-20 Please identify and provide copies of all executed electric service agreements that the Cape Light Compact has entered into with competitive suppliers.
AG 1-21 For each electric services agreement identified in the Cape Light Compact’s response to AG 1-20, please disclose whether such contract was entered into following the issuance of a request for proposals ("RFP"). If so, please state how the RFP was distributed to recipients, identify all recipients of the RFP, and identify all respondents to the RFP. Please also produce copies of the RFP, all responses thereto, any communications concerning the RFP, and all bid analyses.

Date: May 30, 2014
COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

Cape Light Compact ) D.P.U. 14-69

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document by first-class mail and electronic mail upon all parties of record in this proceeding in accordance with the requirements of 220 C.M.R. 1.05(1) (Department’s Rules of Practice and Procedure).

Dated at Boston this 30th day of May, 2014.

/s/ Nathan C. Forster
Nathan C. Forster
Assistant Attorney General
Attorney General Martha Coakley
Office of Ratepayer Advocacy
One Ashburton Place
Boston, MA 02108
(617) 727-2200
**Agenda Action Request**  
**Cape Light Compact**  
**Meeting Date: 6/11/14**

FY15 Cape Light Compact Operating Budget and Establishment of an OPEB Reserve Fund

**Proposed Motion(s)**

1) I move the Board vote to appropriate the Cape Light Compact FY15 Operating Budget in the amount of $1,604,872. (NOTE: this is the total of a $1,101,417 CLC budget and a $403,455 grant to CVEC and a $100,000.00 loan to CVEC)

2) I move that the Board establish an OPEB reserved fund balance within the Power Supply Reserve Fund in the amount of $300,731.

FY15 budget request is attached.

**The Cape Light Compact OPEB exposure will change at the completion of an Actuarial Study**

**Record of Board Action**

<table>
<thead>
<tr>
<th>Motion by:</th>
<th>Second by:</th>
<th># Aye</th>
<th># Nay</th>
<th># Abstain</th>
<th>Disposition</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CLC POTENTIAL & PROGRAM OPPORTUNITIES STUDY

Board Meeting

6/11/2014
Agenda

- The Project Team (Who?)
- Study Outcomes (What?)
- Regulatory Requirements and Goals (Why?)
- Project Tasks (How?)
- Project Timeline (When?)
The Project Team (Who?)

- Opinion Dynamics Corporation
  - Headquartered in Waltham, Massachusetts
  - One of the leading energy efficiency research and evaluation companies
  - Extensive local experience (and local presence)

- Subcontractors
  - Dunskey Energy Consulting
  - Mad Dash Inc.
Study Outcomes (What?)

- Detailed information about CLC’s residential and non-residential customer base, based on primary data collection
  - What energy-using equipment is installed in homes and businesses?
  - What is the efficiency level of the installed equipment?
  - How likely are customers to adopt energy efficient equipment in the future?
  - What are customer characteristics and occupancy patterns?
- CLC electric energy efficiency potential, by segment and year, for 2016-2021
- Adjustable CLC-specific electric potential model
- Program design support for commercial/industrial programs
Regulatory Requirements and Goals (Why?)

- Comply with DPU requirement to document the penetration of energy efficiency within its service territory and develop estimates of remaining savings potential (D.P.U. 12-107, dated 1/31/2013).

  “The Program Administrators with an aggregate three-year savings goal of greater than 20 percent below the statewide three-year aggregate goal will conduct a study, either jointly or individually, during the upcoming three-year term to document the penetration of energy efficiency within its service territory and the remaining cost-effective energy efficiency opportunities available.”

- Collect wealth of CLC-specific information
- Inform the next three-year energy efficiency plan
- Support design enhancements to non-residential programs
Overview of Tasks (How?)

- Task 1: Study planning and scoping
- Task 2: Primary data collection
- Task 3: Model development
- Task 4: Analysis and reporting
- Task 5: Program design support
Task 1: Study Planning and Scoping

- Worked closely with CLC staff to define the study scope, project outcomes, deliverables, and budget
  - Reviewed existing CLC data
  - Determined required primary research approaches and sample sizes
  - Determined the appropriate potential model framework
  - Determined level of detail required for various study components
  - Developed detailed work plan outlining the approach, project timeline, and budget
- Task is completed
Task 2: Primary Data Collection

- **Residential & Low Income**
  - Mail survey targeting a random sample of 12,000 customers (equipment penetration & saturation, occupancy patterns, demographics)
  - On-site verification for 175 customers (nested sample; same information as in mail survey plus technical data)
  - Phone survey with 300 customers (barriers to energy efficiency/program participation)

- **Commercial & Industrial**
  - Phone survey with 520 customers (high-level equipment penetration, occupancy patterns, barriers to energy efficiency/program participation)
  - On-site verification for 146 customers (nested sample; same equipment information as in phone survey plus technical data)

- **Task is on-going**
Task 3: Model Development
Task 4. Analysis and Reporting

- Comprehensive report, with methodology
  - Remaining cost-effective opportunity scenarios, by sector and segment
  - Summary of penetration and saturation results
  - Program opportunities in light of program design, goals, and potential program enhancements
- Data sets: penetration and saturation
- Consolidated presentation of findings
- Deliver and train CLC staff on adjustable, transparent potential model
  - Models with inputs and outputs for reported scenarios
### Task 5: Program Design Support

- For larger C&I customers only

<table>
<thead>
<tr>
<th>Element of Program Design Support</th>
<th>Level of Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Literature Review</td>
<td>Comprehensive</td>
</tr>
<tr>
<td>CLC Data Review</td>
<td>Comprehensive</td>
</tr>
<tr>
<td>Interviews with Program Managers</td>
<td>Multiple</td>
</tr>
<tr>
<td>Interviews with Program Partners</td>
<td>yes</td>
</tr>
<tr>
<td>Best Practices Scan</td>
<td>yes</td>
</tr>
<tr>
<td>Gap Analysis</td>
<td>yes</td>
</tr>
<tr>
<td>Scenario Analysis</td>
<td>yes</td>
</tr>
<tr>
<td>Budget Support</td>
<td>Bottom-up</td>
</tr>
<tr>
<td>Incentive Levels</td>
<td>Detailed (size and structure)</td>
</tr>
<tr>
<td>Process Flows</td>
<td>TBD</td>
</tr>
<tr>
<td>Logic Model</td>
<td>TBD</td>
</tr>
<tr>
<td>Enabling Strategies</td>
<td>Detailed</td>
</tr>
</tbody>
</table>
Project Timeline (When?)

- Fall 2013: Project scoping began
- June and October 2014: Primary data collection
- February 2015: Draft Potential Report
- March 2015: Final Potential Report
- April 2015: Draft Program Design Report
- May 2015: Final Program Design Report
Questions & Answers
Additional Detail
# Task 2: Residential Sample Sizes

<table>
<thead>
<tr>
<th>Segment</th>
<th>Customer Count*</th>
<th>Mail Surveys – Sent</th>
<th>Mail Surveys – Completed**</th>
<th>Site Visits</th>
<th>Telephone Interviews</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential, Non-Seasonal</td>
<td>117,585</td>
<td>3,500</td>
<td>500</td>
<td>50</td>
<td>100</td>
</tr>
<tr>
<td>Residential, Seasonal</td>
<td>40,003</td>
<td>3,500</td>
<td>500</td>
<td>50</td>
<td>100</td>
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<tr>
<td>Low Income</td>
<td>8,342</td>
<td>5,000</td>
<td>750</td>
<td>75</td>
<td>100</td>
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<tr>
<td>Total</td>
<td>165,930</td>
<td>12,000</td>
<td>1,750</td>
<td>175</td>
<td>300</td>
</tr>
</tbody>
</table>

*Excludes residences with low, zero, or missing usage data.

**Assumes response rate of approximately 15%.
### Task 2: C&I Sample Sizes

<table>
<thead>
<tr>
<th>Usage Group</th>
<th>Business Segment</th>
<th>Premise Count*</th>
<th>Estimated Phone Completes</th>
<th>Estimated Site Completes</th>
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<tbody>
<tr>
<td>Top 95% of Usage</td>
<td>Small Retail</td>
<td>1,081</td>
<td>67</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>Automotive, Warehouse/Distribution, Industrial</td>
<td>928</td>
<td>58</td>
<td>17</td>
</tr>
<tr>
<td></td>
<td>Office</td>
<td>839</td>
<td>51</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Restaurant</td>
<td>766</td>
<td>56</td>
<td>17</td>
</tr>
<tr>
<td></td>
<td>Government/Education</td>
<td>639</td>
<td>46</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>Lodging/Hospitality</td>
<td>431</td>
<td>31</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>Health Services</td>
<td>397</td>
<td>28</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Multifamily Housing</td>
<td>563</td>
<td>34</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Grocery/Convenience and Large Retail</td>
<td>296</td>
<td>25</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Other Commercial</td>
<td>880</td>
<td>59</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td>Unallocated Visits (will be targeted to specific end-uses)</td>
<td></td>
<td></td>
<td>10</td>
</tr>
<tr>
<td>Bottom 5% of Usage</td>
<td>All Segments</td>
<td>9,701</td>
<td>70</td>
<td>n/a</td>
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<tr>
<td><strong>Total Sample Frame</strong></td>
<td></td>
<td>16,521</td>
<td>523</td>
<td>146</td>
</tr>
</tbody>
</table>

* Excludes accounts with missing or zero usage data, street lighting, the utility sector (e.g., cell towers).

Ambitious completion rates assume CLC can help spread the word and gather better contact information.
Task 3: Measure Characterization

- Compile list of measures and characteristics (based on statewide Technical Reference Manual and current CLC programs)
- Assess need to customize statewide assumptions to reflect CLC-specific characteristics
- Identify and incorporate into model up to 10 new measures

<table>
<thead>
<tr>
<th>Measure</th>
<th>Measure Life (years)</th>
<th>Gross Annual kWh Saved</th>
<th>Maximum Load Reduction (kW)</th>
<th>Summer Coincident (%)</th>
<th>Total Resource Cost</th>
<th>Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refrigerators</td>
<td>12</td>
<td>0</td>
<td>2.54%</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
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<tr>
<td>Ref Recycle</td>
<td>12</td>
<td>0</td>
<td>2.54%</td>
<td>100.0%</td>
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<td>$50</td>
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<tr>
<td>Dishwashers</td>
<td>10</td>
<td>0</td>
<td>3.00%</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>Clothes Washer Tier 1</td>
<td>11</td>
<td>0</td>
<td>3.00%</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>Clothes Washer Tier 2</td>
<td>11</td>
<td>0</td>
<td>3.00%</td>
<td>100.0%</td>
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<td>$50</td>
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<tr>
<td>Clothes Dryer Tier 1</td>
<td>11</td>
<td>0</td>
<td>3.00%</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
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<tr>
<td>Clothes Dryer Tier 2</td>
<td>11</td>
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<td>3.00%</td>
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<tr>
<td>EV</td>
<td>2</td>
<td>66</td>
<td>18.0%</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
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<tr>
<td>Fixtures</td>
<td>20</td>
<td>50</td>
<td>4.62%</td>
<td>85.0%</td>
<td>$50</td>
<td>$50</td>
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<tr>
<td>CoolSmart AC SEER 14 (Equip)</td>
<td>18</td>
<td>40</td>
<td>0.00%</td>
<td>85.0%</td>
<td>$50</td>
<td>$50</td>
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<tr>
<td>CoolSmart HC SEER 14 (Equip)</td>
<td>18</td>
<td>400</td>
<td>0.00%</td>
<td>85.0%</td>
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<td>$50</td>
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<tr>
<td>CoolSmart HP SEER 14 =&gt; (Eq)</td>
<td>18</td>
<td>400</td>
<td>0.00%</td>
<td>85.0%</td>
<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>CoolSmart HP SEER 15.0 =&gt; (Eq)</td>
<td>18</td>
<td>500</td>
<td>0.00%</td>
<td>85.0%</td>
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<td>$50</td>
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<tr>
<td>CoolSmart HP SEER 15.0 =&gt; (Eq)</td>
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<td>1,100</td>
<td>4.682</td>
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<td>Commercial HVAC</td>
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<td>240</td>
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<td>85.0%</td>
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<td>$50</td>
</tr>
<tr>
<td>Down Size 1/2 ton</td>
<td>18</td>
<td>255</td>
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<td>$50</td>
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<td>Mini Splits</td>
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<tr>
<td>Rightsizing on ES Tier 2 14.5 12</td>
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<td>Early Replacement 10-15 yrs, 1</td>
<td>7</td>
<td>260</td>
<td>0.00%</td>
<td>85.0%</td>
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<td>$50</td>
</tr>
<tr>
<td>Room AC</td>
<td>9</td>
<td>240</td>
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<td>$50</td>
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<td>Thermostat</td>
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<td>0.00%</td>
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<td>$50</td>
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<tr>
<td>WM Air Furnace ECM (GN Reb)</td>
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<td>Room Air Furnace ECM (IRU)</td>
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<td>$50</td>
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<td>Retail Screw-in Bulbs</td>
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<td>$50</td>
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<tr>
<td>Retail Troughiere</td>
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<td>40</td>
<td>0.00%</td>
<td>85.0%</td>
<td>$50</td>
<td>$50</td>
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<td>0.00%</td>
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<td>DishWater Measure (elec)</td>
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<td>100</td>
<td>0.00%</td>
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<td>Appliance Removal</td>
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<td>300</td>
<td>100.0%</td>
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<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>AC or POOL Timer</td>
<td>5</td>
<td>30</td>
<td>100.0%</td>
<td>$50</td>
<td>$50</td>
<td>$50</td>
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<td>Window AC Replacements</td>
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<td>100.0%</td>
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<td>$200</td>
<td>$200</td>
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<tr>
<td>Tratts</td>
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<td>240</td>
<td>100.0%</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
</tr>
<tr>
<td>Commercial CAIR</td>
<td>15</td>
<td>0</td>
<td>2.51%</td>
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<td>$50</td>
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<td>Commercial Cool Choice</td>
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Customize assumptions for key measures, if TRM is not reflective of CLC territory.

Develop assumptions for up to 10 new measures.
Task 3: CLC Measure Customization

- Important CLC-specific characteristics
  - Seasonal occupancy
    - Non-occupancy during part of the year
    - Intensity of use during occupancy months
  - Non-fulltime use (e.g., weekend occupancy)
  - Cape-specific characteristics (e.g., building stock, contractor base)

- Two types of adjustments may be needed:
  - Cape versus MA TRM
  - Seasonal Cape versus non-seasonal Cape
Task 3: Development of Adoption Curves

FOUR STEP PROCESS

1. Define baseline
2. Define maximum adoption (under current market conditions)
3. Define ramp-ups (may exceed 100% as barriers fall)
4. Calculate potential (for different time periods)
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Draft deliverable

Final deliverable
Enabling Solar on Affordable Housing

The challenge:
• Some affordable housing groups have expressed an interest in putting solar PV on their projects.
• Solar PV produces economic benefits over time, but it’s capital intensive.
• SRECs (solar renewable energy certificates) make up a large part of the economic benefit, but they are complicated.

The proposal: The Compact could pre-purchase SRECs from new PV systems on affordable housing.

The benefits:
• By defraying the up-front cost, PV could become attainable on affordable housing.
• Efficient homes reduce default risk. Reasonable to suggest that solar could help accomplish the same.
• Fosters development of PV on the Cape and Vineyard.
• The Compact may have a use for the SRECs.
How it might work:

- The Compact would agree on a price, a term, and a production estimate with the housing organization.
- These numbers would be used to calculate a lump payment to defray the initial cost of the PV system.
- As SRECs are produced over the term, the Compact would take ownership of them. The Compact could sell them or use them. If they were sold, **proceeds could be used to make the program self-sustaining.**

Next Steps:

- Board can vote to approve the program at its next meeting.
- We’d propose a small pilot program with the entity that approached us.
- If negotiations and contracting with the pilot are successful, these forms of contract can be used to work with other affordable housing groups.
### CAPE LIGHT COMPACT OPERG FUND

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<th>MTD ACTUAL</th>
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**TOTAL CAPE LIGHT COMPACT OPERG**

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| | 0 | 1,408,468.71 | -32,756.30 | 35,619.35 | 1,978.17 | 1,439,246.91 | -2.2% |

**TOTAL REVENUES**

| | ORIGINAL | REvised | YTD ACTUAL | MTD ACTUAL | ENCLIMBANCES | AVAILABLE | BUDGET | PCT |
| | 0 | 1,408,468.71 | 1,092,026.63 | 35,619.35 | 1,978.17 | 314,463.91 |

**PRIOR FUND BALANCE**

| | ORIGINAL | REvised | YTD ACTUAL | MTD ACTUAL | ENCLIMBANCES | AVAILABLE | BUDGET | PCT |
| | 20,441.52 | 32,756.37 | 51,197.89 | 314,463.91 | 314,463.91 | -2.2% |
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<td>91,826</td>
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<td>3.4 Residential Nonincentive Subscriptions</td>
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<tr>
<td>3.5 Residential SOAR Monitoring</td>
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<td>3.6 Residential Education</td>
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<td>81,767,767</td>
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<td>13,741,556</td>
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## 2014 Actuals (January Through May)

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<th>PPA Costs</th>
<th>Marketing</th>
<th>Incentives</th>
<th>STAT</th>
<th>EMV</th>
<th>Total PPA Costs</th>
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<tbody>
<tr>
<td>Residential (total)</td>
<td>3,224,103</td>
<td>2,647,048</td>
<td>86,839,871</td>
<td>2,647,048</td>
<td>33,504,954</td>
<td>39,175,408</td>
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<td>1. Residential Whole House</td>
<td>1,176,417</td>
<td>1,176,417</td>
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<td>3.4 Residential Nonincentive Subscriptions</td>
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<tr>
<td>3.5 Residential SOAR Monitoring</td>
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<tr>
<td>3.6 Residential Education</td>
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<td>125,000</td>
<td>125,000</td>
</tr>
<tr>
<td>Total (out of total)</td>
<td>3,224,103</td>
<td>2,647,048</td>
<td>86,839,871</td>
<td>2,647,048</td>
<td>33,504,954</td>
<td>39,175,408</td>
</tr>
</tbody>
</table>

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