Cape Light Compact
Governing Board Meeting

DATE: Wednesday, April 8, 2015

LOCATION: Rooms 11&12, Superior Courthouse, Barnstable

TIME: 2:00 – 4:30 p.m.

AGENDA

2:00 Public Comment

2:10 Approval of Minutes

2:15 Treasurer’s Report, Peter Cocolis
Potential vote to ratify actions of Treasurer relative to Compact contracts as a general matter

2:25 Energy Efficiency Program
1. Discussion and potential vote on 2016 – 2018 Energy Efficiency Plan program policies
2. Discussion and potential vote on Upper Cape Cod Regional Technical School energy efficiency project

4:15 Administrator’s Report
1. Board Schedule, other administrative updates

4:20 CVEC Update
The Governing Board of the Cape Light Compact convened on Wednesday, March 11, 2015 at 2:00 p.m. in Room 11/12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

**PRESENT WERE:**
1. Dr. Joyce Flynn, Chairwoman, Yarmouth – remotely by phone
2. Robert Schofield, Vice-Chair, Bourne
3. Peter Cocolis, Treasurer, Chatham
4. Peter Cabana, Member at Large, Dukes County
5. Barry Worth, Secretary, Harwich
6. David Anthony, Barnstable
7. Deane Keuch, Brewster
8. Timothy Carroll, Chilmark - remotely by phone
9. Brad Crowell, Dennis
10. Frederick Fenlon, Eastham
11. Ronald Zweig, Falmouth
12. Thomas Mayo, Mashpee
13. Richard Toole, Oak Bluffs
14. Raymond Castillo, Orleans
15. Thomas Donegan, Provincetown
16. Everett Horn, Sandwich
17. Richard Elkin, Wellfleet
18. Susan Hruby, W. Tisbury @ 3:05 p.m.

**ABSENT WERE:**
19. Michael Hebert, Aquinnah
20. Paul Pimentel, Edgartown
21. Peter Fontecchio, Truro
22. Sheila Lyons, Barnstable County

**VACANCIES:**
23. Tisbury

**LEGAL COUNSEL:**
Jeff Bernstein, Esq., BCK Law, PC

**STAFF PRESENT:**
Margaret Downey, Administrator
Stephan Wollenburg, Sr. Power Supply Planner
Margaret Song, Residential Program Manager
Lindsay Henderson, Marketing & Data Analyst
Meredith Miller, C&I Program Manager
Philip Moffitt, EM&V Manager
Karen Loura, Administrative Assistant

**OTHERS**
Seth Rolbein, Mass. Senator Dan Wolf’s Office
Robert Ritchie, Esq.

**CALL TO ORDER**
V. Chr. Schofield called the meeting to order at 2:02 p.m. The meeting notice/agenda having been posted pursuant to the Open Meeting Law on the Cape Light Compact website.
OPEN SESSION VOTE ON ENTRY INTO EXECUTIVE SESSION
V. Chr. Schofield requested a motion to enter into Executive Session pursuant to MGL Ch. 30A § 21(a) (3) and § 21(a) (10) for the purpose of discussing litigation strategy and related power supply issues related to DPU 14-69. He declared that an open session may have a detrimental effect on Cape Light Compact’s litigating position and its ability to conduct business in relation to other entities making, selling or distributing electric power and energy and a detrimental effect on the litigating position of the public body. The Governing Board will return to Open Session at the conclusion of Executive Session. B. Worth moved to enter into Executive Session, seconded by P. Cabana and voted by roll call vote as follows:

   1. D. Anthony, Barnstable    Yes   10. B. Worth, Harwich    Yes
   2. R. Schofield, Bourne       Yes   11. T. Mayo, Mashpee       Yes
   3. D. Keuch, Brewster         Yes   12. R. Toole, Oak Bluffs    Yes
   4. P. Cocolis, Chatham        Yes   13. R. Castillo, Orleans   Yes
   5. T. Carroll, Chilmark      Yes   14. T. Donegan, Provincetown Yes
   6. B. Crowell, Dennis        Yes   15. E. Horn, Sandwich      Yes
   7. P. Cabana, Dukes County    Yes   16. R. Elkin, Wellfleet    Yes
   8. F. Fenlon, Eastham         Yes   17. J. Flynn, Yarmouth     Yes
   9. R. Zweig, Falmouth         Yes

Motion carried in the affirmative (17-0-0).

At 3:11 p.m. the Board returned to Regular Session.

PUBLIC COMMENT
No public present.

CONSIDERATION OF MEETING MINUTES
The Board then considered the January 14, 2015 Open Session Meeting Minutes. D. Anthony offered two corrections. B. Crowell moved to accept the minutes as corrected, seconded by P. Cabana and voted unanimously by roll call vote as follows:

   1. D. Anthony, Barnstable    Yes   10. B. Worth, Harwich    Yes
   2. R. Schofield, Bourne       Yes   11. T. Mayo, Mashpee       Yes
   3. D. Keuch, Brewster         Yes   12. R. Toole, Oak Bluffs    Yes
   4. P. Cocolis, Chatham        Yes   13. R. Castillo, Orleans   Yes
   5. T. Carroll, Chilmark      Yes   14. T. Donegan, Provincetown Yes
   6. B. Crowell, Dennis        Yes   15. E. Horn, Sandwich      Yes
   7. P. Cabana, Dukes County    Yes   16. R. Elkin, Wellfleet    Yes
   8. F. Fenlon, Eastham         Yes   17. J. Flynn, Yarmouth     Yes
   9. R. Zweig, Falmouth         Yes

Motion carried in the affirmative (17-0-1).

TREASURER’S REPORT
P. Cocolis reported on expenditures through 3/11/15. The February and March reports will be posted on the website as part of the Board Meeting Packet.

CONTRACT PROCESS
M. Downey reviewed a draft Contract Tracking Spreadsheet for Compact contracts. The tracking sheet is completed by staff and is sent to P. Cocolis, Treasurer for his review and approval prior to submitting Contracts/Amendments to the County Commissioners for execution. She explained that the contract tracking sheet will be part of the Treasurer’s Monthly Meeting Report, and the Board will be asked to ratify his actions.
P. Cocolis added that M. Downey, Chief Procurement Officer, and staff issue Request for Proposals (RFP) or participate on the statewide RFP and choose vendors. He said he checks funding availability and provides oversight per Administrative Services Agreement with Barnstable County. It was noted that that the Cape Light Compact will begin to pay for County services and space in FY16. P. Cocolis moved the Board vote to approve the following process regarding contracts to be executed by the Barnstable County Commissioners:

1) Compact Administrator/Chief Procurement Officer presents contract information to the Compact Treasurer sufficient to allow for determination of whether such contract is consistent with approved budget(s);
2) If Treasurer determines such contract is consistent, contract is forwarded to the County Commissioners for execution;
3) Compact Treasurer will report on contracts presented to the Commissioners at Compact Board Meetings;
4) Compact Board will vote to ratify actions of Treasurer regarding contracts, seconded by J. Flynn.

There was a brief discussion concerning the Administrative Services Agreement being out of date and the possibly of review, discussion and update. The Board then voted by roll call vote as follows:

1. D. Anthony, Barnstable    Yes  10. B. Worth, Harwich    Yes
2. R. Schofield, Bourne      Yes  11. T. Mayo, Mashpee      Yes
3. D. Keuch, Brewster        Yes  12. R. Toole, Oak Bluffs    Yes
4. P. Cocolis, Chatham       Yes  13. R. Castillo, Orleans    Yes
5. T. Carroll, Chilmark      Yes  14. T. Donegan, Provincetown Yes
6. P. Cabana, Dukes County   Yes  15. E. Horn, Sandwich     Yes
7. B. Crowell, Dennis        Yes  16. R. Elkin, Wellfleet     Yes
8. F. Fenlon, Eastham        Yes  17. S. Hruby, W. Tisbury     Yes
9. R. Zweig, Falmouth        Yes  18. J. Flynn, Yarmouth      Yes

Motion carried in the affirmative (18-0-0).

Energy Efficiency Program
1. 2015 Mid-term Modification (MTM)
M. Song provided a Power Point Presentation providing the 2015 overview of proposed mid-term energy efficiency plan modifications. (Attachment A). There was discussion about the amount of increase and the return on investment. There was discussion about the Whole House Energy Services vendor and whether it was one vendor or multiple vendors. M. Song noted that it is multiple vendors. Currently there is a lead vendor and energy efficiency measures are installed by other vendors. The MTM is for the calendar year.

T. Carroll disconnected from remote participation at 3:55 p.m.

B. Crowell left the meeting at 4:01 p.m.

M. Miller described the upstream lighting program buying down the cost through lighting distributors to provide instant rebates. She said incentive dollars result in great MWH savings.

There was discussion about the Yarmouth and Eastham natural gas moratoriums. The moratorium is driving more and more participation in Cape Light Compact’s Programs.

M. Downey stated that the Compact has a three year energy efficiency budget, which is reconciled annually through the Energy Efficiency Reconciliation Factor (EERF). Consistent with DPU directive, budget increases with a 2% or greater bill impact require an MTM approval by the DPU. M. Downey said as was discussed at the last meeting discussions with National Grid over sharing savings for gas customers were not finalized so Cape Light Compact must now seek funding to offset amount expected from National Grid. There was discussion about the timing of the new summer power supply rate and MTM bill impact of $3.49. There will be a one month overlap of charges during the month of June, 2015.
There was discussion about the program costs that impacted the Plan. The Efficient Neighborhoods+® Program was an overwhelming success and drove expenditures significantly upwards. In addition, the Heat Loan Program, an increase in home audit requests and Commercial/Industrial Upstream Lighting Initiative contributed to the need for MTM. The Energy Efficiency funding revenue is paid by Ratepayers as part of the distribution charge.

There was discussion about the possibility of using the existing budget as a cap and discontinue programs until next year. Staff does not recommend discontinuing programs which help to mitigate the high cost of winter electricity. The programs have been promoted. Not only Cape Light Compact but other State Program Administrators are also tripping the 2% bill impact. T. Mayo said it may not be apparent but the programs are saving users’ money. Staff believes the DPU will approve the MTM. M. Downey said the Compact is always trying to balance bill impacts. With Board approval, the Compact’s MTM will be submitted to the Mass. Department of Public Utilities for review and approval.

B. Worth moved the Board vote to approve the submission of the Compact’s mid-term modification (MTM) to the Mass. Department of Public Utilities for review and approval, seconded by P. Cocolis and voted by roll call vote as follows:

1. D. Anthony, Barnstable  Yes  8. B. Worth, Harwich  Yes
2. R. Schofield, Bourne  Yes  9. T. Mayo, Mashpee  Yes
3. D. Keuch, Brewster  Yes  10. R. Toole, Oak Bluffs  Yes
4. P. Cocolis, Chatham  Yes  11. R. Castillo, Orleans  Yes
5. P. Cabana, Dukes County  Yes  12. T. Donegan, Provincetown  Yes
6. F. Fenlon, Eastham  Yes  13. E. Horn, Sandwich  Yes
7. R. Zweig, Falmouth  Yes  14. R. Elkin, Wellfleet  Yes
8. B. Worth, Harwich  Yes  15. S. Hruby, W. Tisbury  Yes
9. T. Mayo, Mashpee  Yes  16. J. Flynn, Yarmouth  Yes

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

P. Cabana asked for a topic for discussion of plug-ins on next agenda.

2. Town of Falmouth Energy Efficiency Cap Waiver Request
S. Wollenburg provided review of the incentive granted by the Board at the July 9, 2014 Meeting. There was a misunderstanding on the basis of the numbers provided to the Compact in the vendor’s initial submission. As a result, the Town is eligible for an incentive of no more than $450,000 vs. the previously approved amount of $250,000. This omission was discovered during further project review. The Benefit/Cost Ratio (BCR) for the entire Falmouth Project including upgrades at 12 buildings is calculated to be 1.36 and an estimated annual savings of $80,000 and 409,820 kWh. D. Anthony moved the Board vote to revise the waiver of the $150,000 incentive cap for the Town of Falmouth ESCO Project, previously approved on July 9, 2014 increasing the cap to allow for a project incentive of no more than $450,000, from the previously approved waiver of $250,000, seconded by P. Cocolis and voted by roll call vote as follows:

1. D. Anthony, Barnstable  Yes  8. B. Worth, Harwich  Yes
2. R. Schofield, Bourne  Yes  9. T. Mayo, Mashpee  Yes
3. D. Keuch, Brewster  Yes  10. R. Toole, Oak Bluffs  Yes
4. P. Cocolis, Chatham  Yes  11. R. Castillo, Orleans  Yes
5. P. Cabana, Dukes County  Yes  12. T. Donegan, Provincetown  Yes
6. F. Fenlon, Eastham  Yes  13. E. Horn, Sandwich  Yes
7. R. Zweig, Falmouth  Yes  14. R. Elkin, Wellfleet  Yes
8. B. Worth, Harwich  Yes  15. S. Hruby, W. Tisbury  Yes
9. T. Mayo, Mashpee  Yes  16. J. Flynn, Yarmouth  Yes
10. R. Toole, Oak Bluffs  Yes
11. R. Castillo, Orleans  Yes
12. T. Donegan, Provincetown  Yes
13. E. Horn, Sandwich  Yes
14. R. Elkin, Wellfleet  Yes
15. S. Hruby, W. Tisbury  Yes
16. J. Flynn, Yarmouth  Yes

Motion carried in the affirmative (16-0-0).
Administrator’s Report

The Board then reviewed and discussed the 2/24/15 Open Meeting Law (OML) Complaint lodged by Eric Bibler, Weston, CT and James Rogers, Sandwich, Mass. The Board also reviewed a draft response.

   Atty. Bernstein noted the complaint was not made on a timely basis since several alleged violations related to the October 24, 2012 Executive Session Meeting minutes which were posted in un-redacted form on October 10, 2014. Notwithstanding the failure to timely file the complaint, the draft response cites the authority provided by the Open Meeting Law Purpose 10, for a public body to list subjects without compromising the purpose of the executive session. The draft concludes no violation of the OML occurred with respect to the session held October 24, 2012.

   The Board also reviewed copies of a February 25, 2014 Bibler OML Complaint and October 20, 2014 Letter to Eric Bibler. Due to the sheer volume of complaints and allegations lodged constantly, there was discussion as to the line between free speech and harassment. There was discussion about the legal and staff expense created by the many frivolous and meritless complaints.

   The Board carefully discussed the 6 listed alleged violations set out in the 11-page email complaint dated February 24, 2015.

   The Board then reviewed the draft response and generally concurred, subject to a correction in the 4th paragraph as follows:

   “The un-redacted minutes remained on the Compact’s website for the next six weeks. For some reason, when the Compact’s website was updated on November 24, 2014 the unredacted redacted minutes were inadvertently posted. This was corrected on February 22, 2015...”

The Board members then each expressed their support of the response to be sent as corrected. There was also a brief discussion about cyber harassment and the intersection between harassment and First Amendment rights.

2. Board Schedule & other Administrative Updates

   • M. Downey asked to add an April 1, 2015 meeting for a presentation on the Energy Efficiency Penetration Study being conducted by Opinion Dynamics Corporation. This is the only agenda item and staff will explore using a webinar for remote participants. This is an informational session with no votes required.
   • The next Regular meeting is scheduled for April 8, 2015 and a quorum will be needed.
   • M. Downey reported due to the lack of a quorum the February 11, 2015 meeting was canceled. The C&I Informational Presentation and 2013 Annual Report Presentation were made. All handouts are available.
   • M. Downey reported the 2015 major events list has been distributed via email to members prior to the meeting. There was discussion about dehumidifier turn-in events possibly occurring at farmers markets. Members were asked to bring ideas to the April 1st & 8th meetings.
   • A C&I Energy Efficiency Programs Presentation is scheduled to take place at the Eastham Elks Lodge on March 26, 2015. Members from the lower-cape region were encouraged to promote businesses, restaurants, friends and family to participate.

CVEC UPDATE

• S. Wollenburg reported only the Barnstable and Dennis/Yarmouth Regional School PV Systems remain not yet connected. The systems have been installed awaiting interconnection by Eversource.
At 5:04 p.m. the meeting adjourned.

**LIST OF DOCUMENTS & EXHIBITS:**

- Meeting Notice/Agenda
- Draft January 15, 2015 Meeting Minutes
- 1/14/15 & 3/11/15 Operating Budget Expenditure Totals Reports
- 2015 Energy Efficiency Program Budget
- 2014 Energy Efficiency Budget/Actuals (January Through Mid-December) comparison report.
- 2015 Proposed Mid-term Modification (MTM) Power Point Presentation
- 2/24/15 OML Complaint of E. Bibler, Weston CT & J. Rogers, Sandwich MA
- Draft response to 2/24/15 OML Complaint of E. Bibler, Weston CT & J. Rogers, Sandwich MA
- Statement from OffshoreMW & Vineyard Power Cooperative: Mass. Offshore Wind Lease Auction Results

Minutes reviewed by B. Worth, Secretary on March 24, 2015.
What triggers an MTM?

- **Category One – Energy Efficiency Advisory Committee (EEAC)**
  - **Trigger 1**: Addition of a Hard-to-Measure program
  - **Trigger 2**: End of a program or Hard-to-Measure program
  - **Trigger 3**: Increase program budget by greater than 20%

- **Category Two – Department of Public Utilities (DPU)**
  - **Trigger 1**: Add a program
  - **Trigger 2**: Hard-to-Measure into an EE program
  - **Trigger 3**: Bill Impact Exceeds 2%
Which triggers are we talking about?

- **Category One – Energy Efficiency Advisory Committee (EEAC)**
  - **Trigger 1:** Addition of a Hard-to-Measure program
  - **Trigger 2:** End of a program or Hard-to-Measure program
  - **Trigger 3:** Increase program budget by greater than 20%

- **Category Two – Department of Public Utilities (DPU)**
  - **Trigger 1:** Add a program
  - **Trigger 2:** Hard-to-Measure into an EE program
  - **Trigger 3:** Bill Impact Exceeds 2%

- 11/1/12 - Statewide Three-Year Plan Submittal
- 6/20/14 – 2013 Annual Report on Energy Efficiency Activities

These are all timelines set either by the Green Communities Act or the DPU
Proposed 2015 CLC MTM

- **Residential Budget Increase - $15.3M**
- **Budget increase greater than 20%**
  - **Residential Whole House - $13,209,054**
    - Home energy assessments, weatherization, oil and propane heating systems
  - **Commercial New Construction - $2,908,028**
    - Upstream Lighting – selling lighting “upstream” through distributors so that they have an “instant” rebate
  - **Residential Hard-to-Measure - $1,231,611**
    - Residential HEAT Loan – 0% loan for qualified measures
    - Residential Sponsors
  - **C&I Hard-to-Measure - $140,529**
    - C&I Sponsors
    - C&I DOER Assessment
## Residential Whole House Programs

<table>
<thead>
<tr>
<th></th>
<th>Plan</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2013 Costs</strong></td>
<td>$9,557,333</td>
<td>$12,812,547</td>
</tr>
<tr>
<td><strong>2013 Total Benefits</strong></td>
<td>$52,984,793</td>
<td>$56,849,224</td>
</tr>
<tr>
<td><strong>2014 Costs</strong></td>
<td>$10,661,327</td>
<td>$15,169,517</td>
</tr>
<tr>
<td><strong>2014 Total Benefits</strong></td>
<td>$59,079,343</td>
<td>$64,961,579</td>
</tr>
<tr>
<td><strong>2015 Costs</strong></td>
<td>$11,548,558</td>
<td>--</td>
</tr>
<tr>
<td><strong>2015 Total Benefits</strong></td>
<td>$64,144,841</td>
<td>--</td>
</tr>
<tr>
<td><strong>2013-2015 Costs</strong></td>
<td>$31,767,218</td>
<td>$27,982,065</td>
</tr>
<tr>
<td><strong>2013-2015 Total Benefits</strong></td>
<td>$176,208,977</td>
<td>$121,810,803</td>
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</tbody>
</table>

* Preliminary

Under approved Plan there is $3,785,154 available for 2015. It is estimated that this will last approximately 8 months based on current demand for services. An MTM is needed in order to provide services for the full year.
# Commercial New Construction Program

<table>
<thead>
<tr>
<th></th>
<th>Plan</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013 Incentive Costs</td>
<td>$1,702,588</td>
<td>$1,640,204</td>
</tr>
<tr>
<td>2013 Lifetime MWH</td>
<td>86,578</td>
<td>77,739</td>
</tr>
<tr>
<td>2014 Incentive Costs*</td>
<td>$1,541,887</td>
<td>$2,213,204</td>
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<tr>
<td>2014 Lifetime MWH*</td>
<td>77,419</td>
<td>140,511</td>
</tr>
<tr>
<td>2015 Incentive Costs</td>
<td>$1,449,520</td>
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</tr>
<tr>
<td>2015 Lifetime MWH</td>
<td>72,284</td>
<td>--</td>
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<tr>
<td>2013-2015 Incentive Costs</td>
<td>$4,693,994</td>
<td>$3,853,408</td>
</tr>
<tr>
<td>2013-2015 Lifetime MWH*</td>
<td>236,281</td>
<td>218,250</td>
</tr>
</tbody>
</table>

* Preliminary

Under approved Plan there is $840,586 available for 2015. Based on expected participation this is insufficient level of funding. An MTM is needed in order to provide services for the full year.

MTM driven by unanticipated growth of the Upstream Lighting initiative.
## Residential HEAT Loan

<table>
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<tr>
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<th>Plan</th>
<th>Actual</th>
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<tbody>
<tr>
<td>2013</td>
<td>$300,000</td>
<td>$737,870</td>
</tr>
<tr>
<td>2014</td>
<td>$300,000</td>
<td>$802,979</td>
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<tr>
<td>2015</td>
<td>$300,000</td>
<td>--</td>
</tr>
<tr>
<td>2013-2015</td>
<td>$900,000</td>
<td>$1,540,849</td>
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</tbody>
</table>

- There were 487 loans in 2013
- There were 543 loans in 2014
- There are 187 loans as of 2/1/15

MTM is needed to avoid shutting down program
Sponsorships and DOER Assessment

- Marginally higher costs for sponsorships
- Cost consistency in 11-120A, Phase 2
- DOER Assessment
# Bill Impacts

<table>
<thead>
<tr>
<th>Rate Class</th>
<th>Bill Impact per Month</th>
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</thead>
<tbody>
<tr>
<td>Residential Annual (R-1 – 584 kWh/month)</td>
<td>$3.56</td>
</tr>
<tr>
<td>Low-Income - Res Assistance Annual (R-2 – 483 kWh/month)</td>
<td>$0.15</td>
</tr>
<tr>
<td>Commercial Annual (G-1 – 2,396 kWh/month)</td>
<td>($0.10)</td>
</tr>
</tbody>
</table>

These impact assume that all other things are equal, but only these charges change.
Motion to Submit MTM to the MA DPU for Approval

Proposed Motion

I move the Board approve the submission of the Compact's mid-term modification (MTM) to Massachusetts Department of Public Utilities for review and approval.
<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>Amount of Contract</th>
<th>Funds Appropriated in Energy Efficiency Budget Y/N</th>
<th>Funds Appropriated in Operating Budget Y/N</th>
<th>Term</th>
<th>Purpose</th>
<th>Competitively Procured Y/N</th>
<th>P. Cocolis Compact Treasurer (A)Approved/(D) Denied - Date</th>
<th>Date Contract Submitted to County Commissioners</th>
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<tbody>
<tr>
<td>January</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Galligan Energy Consulting</td>
<td>$46,400.00</td>
<td>Y</td>
<td></td>
<td>1/1/15 - 12/31/15</td>
<td>C/I project management and QA/QC services</td>
<td>Y</td>
<td>Approved on 2/2/15</td>
<td>2/2/2015</td>
</tr>
<tr>
<td>February</td>
<td></td>
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<tr>
<td>Rise Engineering</td>
<td>$100,000.00</td>
<td>Y</td>
<td></td>
<td>1/1/15-12/31/15</td>
<td>C/I Ancillary Services</td>
<td>Y</td>
<td>A - 2/13/15</td>
<td></td>
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<tr>
<td>DirectApps, Inc. dba</td>
<td>1,163,000.00</td>
<td>Y</td>
<td></td>
<td>3/4/15-12/31/18</td>
<td>Mgmt., Tracking &amp; Reporting</td>
<td>Y</td>
<td>A - 2/27/14</td>
<td>2/27/2015</td>
</tr>
<tr>
<td>March</td>
<td></td>
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<tr>
<td>CLEAResult (formerly PECI)</td>
<td>$24,990.00</td>
<td>Y</td>
<td></td>
<td>Jan 30 - June 30 2015</td>
<td>2015 Grocery Initiative for 10 sites</td>
<td>Y</td>
<td>(A) 3/9/15 email</td>
<td>3/10/2015</td>
</tr>
<tr>
<td>Kellner, Samets Volk (KSV)</td>
<td>$210,640.00</td>
<td>Y</td>
<td></td>
<td>1-1/15-12/31/15</td>
<td>Statewide Marketing</td>
<td>Y</td>
<td>(A) 3/18/15 email</td>
<td>3/18/2015</td>
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<tr>
<td>April</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kara Gelinas</td>
<td>$5,000.00</td>
<td>Y</td>
<td></td>
<td>3/1/15-12/31/15</td>
<td>Energy Education Support</td>
<td>N</td>
<td>A</td>
<td>3/31/2015</td>
</tr>
</tbody>
</table>
Ratify Actions of Treasurer

REQUESTED BY: Peter Cocolis

Proposed Motion(s)

I move the Board vote to ratify the actions of the Compact Treasurer relative to Compact contracts from January 1, 2015 through April 3, 2015.

The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.

Additional Information

- This motion is consistent with the Board’s March 11, 2015 vote to establish a contract review process

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>
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</thead>
<tbody>
<tr>
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### 2015 Budgeted (Based on 2015 EERF Update)

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<th>PPA</th>
<th>Marketing</th>
<th>Incentives</th>
<th>STAT</th>
<th>ENK</th>
<th>Total PA Costs</th>
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<tbody>
<tr>
<td>Residential (total)</td>
<td>$1,925,318</td>
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<td>$88,500</td>
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<td>$2,808,760</td>
<td>$417,210</td>
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<td>$72,943</td>
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<td>$100,503</td>
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<tr>
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### 2015 Actuals (January Through March)

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<tr>
<th>Program</th>
<th>PPA</th>
<th>Marketing</th>
<th>Incentives</th>
<th>STAT</th>
<th>ENK</th>
<th>Total PA Costs</th>
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</thead>
<tbody>
<tr>
<td>Residential (total)</td>
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<td>Residential: New Construction</td>
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<td>$820</td>
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<td>Residential: Multi-Family Rent</td>
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<tr>
<td>Residential: Products</td>
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<td>$1,559,627</td>
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</tr>
<tr>
<td>Residential: DOE Assessment</td>
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<td>-</td>
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<td>-</td>
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<td>-</td>
</tr>
<tr>
<td>Residential: EAC Consultants</td>
<td>-</td>
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<tr>
<td>Residential: Sponsorship &amp; Subscriptions</td>
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<td>-</td>
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<td>$250,995</td>
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<td>$250,995</td>
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<tr>
<td>Residential: Workforce Development</td>
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<td>$3,052</td>
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<td>$3,052</td>
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<tr>
<td>Residential: CD and Demonstration</td>
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<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Residential: Education</td>
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<td>-</td>
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<td>$13,529</td>
<td>$962,758</td>
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</table>

### 5 Percent Variants

<table>
<thead>
<tr>
<th>Program</th>
<th>PPA</th>
<th>Marketing</th>
<th>Incentives</th>
<th>STAT</th>
<th>ENK</th>
<th>Total PA Costs</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$191,199</td>
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<td>Commercial &amp; Industrial: Existing: Retrofit</td>
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<td>Commercial &amp; Industrial: Existing: Market-Side</td>
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<td>Commercial &amp; Industrial: Statewide Marketing</td>
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<td>Commercial &amp; Industrial: Sponsorships &amp; Subscriptions</td>
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**Source:** C&I-041 Compact Efficiency 2014/2015 EERF Master Cash Flow Model Master Cash Flow Model (20141111).xml
### CAPE LIGHT COMPACT OPERATIONAL FUND

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<tr>
<th>Item</th>
<th>Original Appropriation</th>
<th>Transfers/Adjustments</th>
<th>Revised Budget</th>
<th>YTD Expenditures</th>
<th>Encumbrances</th>
<th>Available Budget</th>
<th>% Used</th>
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<td>REVISED BUDGET</td>
<td>YTD EXPENDED</td>
<td>ENCUMBRANCES</td>
<td>AVAILABLE BUDGET</td>
<td>% USED</td>
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</tbody>
</table>

GRAND TOTAL
0.00 | 1,554,204.14 | 1,554,204.14 | 1,165,548.77 | 9,316.93 | 379,378.44 | 75.6% |

** END OF REPORT - Generated by Maggie Downey **
CONTINUE ENHANCED RESIDENTIAL OFFERINGS

Continue to offer enhanced incentives for target audiences

- Continue 75% of weatherization up to $4,000 cap for weatherization services (instead of the statewide $2,000) to avoid multiple contracts
- Continue 100% up to $4,000 for:
  - Year-round renters who pay for their own utilities
  - Customers between 61-80% of state median income (up to 60% are already served in the income-eligible programs)
  - Municipal/government-owned and operated homes

Continue serving natural gas customers

- Because we have enhanced incentives (as noted above), natural gas customers would be allowed to benefit (along with all other customers)
CONTINUE ENHANCED RESIDENTIAL OFFERINGS

Reward condo associations for participation
  - Offer enhanced incentives where participation is high for the association

Continue Cape Light Compact-specific income verification for up to 60% of state median income
  - Alternative path to fuel assistance, which can be limited by time

Continue creative marketing
  - Continue offering green boxes, deal tips through Facebook, etc.
NEW OFFERINGS - RESIDENTIAL

Treat oil and propane facilities (regardless of type of meter)
- Example: multi-family buildings are not served for oil and propane measures

Consider incentives for demand response
- Contingent upon time-varying rates or efforts with ISO

Customer engagement/Digital Platforms
- Statewide effort to increase more web-based or app-based solutions
NEW OFFERINGS - RESIDENTIAL

HEAT Loan
- Expand eligibility to include small renewable distributed generation (PV and wind)
- Maintain loan program at “0%” interest or have a sliding scale based on income
- Create a HEAT Loan product for customers not eligible for traditional financing

Expand Income Eligibility for 100% incentive
- Currently customers between 61-80% of state median income
- Expand to serve customers between 61% and 120% of state median income
REVAMPING PAST EFFORTS - RESIDENTIAL

Explore Efficient Neighborhoods +® effort again?
  • Look at geographic targeting versus offering in the entire Town

Consider giveaways at Town meetings – LED lamp

Seasonal customers
  • Develop specific initiatives for seasonal customers
NEW OFFERINGS – COMMERCIAL & INDUSTRIAL

Program Offering for Non-Profit Customers

- Offer up to 100% incentive for all cost effective measures as determined by building type

- Potential Parameters
  - Must be a 501c(3) organization that promotes economic, social and or cultural development on Cape Cod or Martha’s Vineyard
  - Must be operating for a minimum of 3 years
  - Must have an unrestricted annual operating revenue of no more than $XX
REVAMPING PAST EFFORTS – COMMERCIAL & INDUSTRIAL

Small commercial customers served with Business Energy Assessment (BEA) similar to residential Home Energy Assessment
  - Expands measures available for customers
  - Provides an energy assessment – report for customer

Municipal Service
  - Separate staff lead
  - Special incentives for greater cost coverage
  - Possible tweak - Attach some requirements to certain 100% incentives to improve customer capabilities and insure greater savings persistence. Examples:
    - Requiring periodic training attendance for an EMS system
    - Commitment to a maintenance contract for certain equipment
NEXT STEPS

Staff will continue to review and prepare statewide 2016-2018 EEP
April 22nd - propose draft budget and savings goals to Compact Executive Committee
April 30th - file initial draft 2016-2018 EEP with the DPU
Late Spring and Summer - community outreach and dialogue on the 2016-2018 EEP
September Board meeting, Compact Board review and discuss 2016-2018 EEP
October Board meeting, Compact Board vote on 2016-2018 EEP
November 1st - file 2016-2018 EEP with the DPU
PROPOSED INCENTIVE FOR UPPER CAPE COD REGIONAL TECHNICAL HIGH SCHOOL RETROFIT PROJECT

REQUESTED BY: Stephan Wollenburg

Proposed Motion(s)

1) I move the Board vote to approve an incentive of up to $200,000 for the Upper Cape Cod Regional Technical High School project, located on Sandwich Road in Bourne. The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.

Additional Information

The Cape Light Compact Board reviews and approves incentives for individual municipal projects above $150,000. The proposed motion is to approve an incentive level for the Upper Cape Tech Retrofit Project. Baker Engineering proposed the retrofitting HVAC systems with premium efficiency motors and variable speed drives, as well as installing a kitchen hood control system.

The Project facts are summarized as follows:
- Total Project Cost: not to exceed $200,000
- Total Annual kWh savings: 171,197
- Total Annual Therm savings: 6,339
- Payback Period without incentive: 8 years
- Benefit to cost ration: 1.5
- Total Customer Incentive: Not to exceed $200,000

Record of Board Action

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<th>Motion by</th>
<th>Second by</th>
<th># Aye</th>
<th># Nay</th>
<th># Abstain</th>
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