

**Cape Light Compact JPE  
Governing Board  
Open Session Meeting Minutes  
Wednesday, September 19, 2018**

The Cape Light Compact JPE Board of Directors met on Wednesday, September 19, 2018, in the Martha's Vineyard Conference Room at the Cape Light Compact JPE Offices at 261 Whites Path, Yarmouth, MA 02664 at 2:00PM.

**Present Were:**

1. David Anthony, Secretary, Barnstable
2. Peter Doyle, Barnstable Alternate
3. Robert Schofield, Executive Committee, Bourne
4. Colin Odell, Brewster
5. Peter Cocolis, Executive Committee, Chatham
6. Robert Hannemann, Chilmark Alternate – By phone
7. Fred Fenlon, Eastham
8. Paul Pimentel, Edgartown
9. Ronald Zweig, Vice-Chair, Falmouth
10. Valerie Bell, Harwich
11. Wayne Taylor, Mashpee
12. Martin Culik, Orleans – By phone
13. Thomas Donegan, Executive Committee, Provincetown
14. Leanne Drake, Sandwich
15. David Mead-Fox, Wellfleet Alternate
16. Sue Hruby, West Tisbury
17. Joyce Flynn, Chair, Yarmouth

**Absent Were:**

1. Michael Hebert, Aquinnah
2. Timothy Carroll, Chilmark
3. Brad Crowell, Dennis
4. Richard Toole, Executive Committee, Oak Bluffs
5. Jay Grande, Tisbury
6. Jarrod Cabral, Truro
7. Richard Elkin, Wellfleet

Members/Alternates

Physically present: 15

Present by phone: 2

**Legal Counsel:**

JoAnn Bodemer, Esq., BCK Law, P.C.

**Staff Present:**

Austin Brandt, Senior Power Supply Planner

Briana Kane, Planning and Evaluation Manager

Dan Schell, Marketing and Communications Coordinator

Joanne Nelson, Comptroller  
 Maggie Downey, Administrator  
 Margaret Song, C&I Program Manager  
 Melissa Allard, Senior Administrative Coordinator  
 Phil Moffit, Residential Program Manager

**Public Present:**

None Present.

Joyce Flynn called the meeting to order at 2:04 PM. Joyce Flynn recognized Robert Hannemann of Chilmark and Martin Culik of Orleans who were remotely participating because physical attendance at the meeting would be unreasonably difficult.

**PUBLIC COMMENT:**

There were no members of the public present.

**APPROVAL OF MINUTES:**

The Board considered the July 11, 2018 Meeting Minutes. Phil Moffit stated that the missing word under 2019-2021 Energy Efficiency Plan, Cape Light Compact Enhancements is OPower.

*Colin Odell moved the Board to accept the minutes as amended, seconded by Peter Cocolis.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Abstained
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Robert	Hannemann	Chilmark	Abstained
Fred	Fenlon	Eastham	Abstained
Paul	Pimentel	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Thomas	Donegan	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
David	Mead-Fox	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (13- 0 – 3)*

**CHAIRMAN’S REPORT:**

Joyce Flynn reminded the Board to turn in their list of upcoming events that the Compact could participate in. The Board is to email them to Maggie Downey and copy Joyce Flynn.

**FISCAL REPORT, PETER COCOLIS:**

Peter Cocolis stated that there is no 2018 Energy Efficiency Budget update today because the Compact is working on the 2019-2021 Energy Efficiency Plan. Maggie Downey stated that she will email it to the Board once she receives it or include in the October meeting.

Peter Cocolis reviewed the 2018 Operating Budget. Valerie Bell asked how the operating costs looks now compared to when we were a part of Barnstable County. Maggie Downey stated that as the JPE has now been in its new space for a year, she would compile the costs and share that information with the Board as part of the 2019 budget discussion at the November Board meeting. Fred Fenlon asked how many months this budget represents. Peter Cocolis stated that the budget represents 8 months of expenditures.

**2018 ENERGY EFFICIENCY PROGRAM:**

**1. VOTE TO APPROVE \$541,000 FOR BOURNE PUBLIC SCHOOLS**

Margaret Song stated that the Town of Bourne has been reviewing options for their schools. They decided to install an Energy Management Systems (EMS) on the heat pumps. Fred Fenlon asked if all the money was going towards energy efficiency. Margaret answered yes. Sue Hruby asked if Bourne is a Green Community. Margaret Song answered no. Sue Hruby asked why they weren't. Bob Schofield stated that a lot of that has to do with building codes. Those codes are changing though, and he has asked the Town Administrator to open this topic again. With Margaret Song's help, he hopes Bourne can become a Green Community. Paul Pimentel stated that EMS requires a lot of maintenance and asked what the Compact is doing to make sure that the EMS are being maintained correctly. Margaret Song stated that training will be done once the system is in place. Paul Pimentel stated that EMS go out of date and asked if there is money to keep them updated. Margaret Song stated that the recent protocols that the Compact installed EMS has is open sourced to make sure we are keeping up with the changes in energy efficiency. Paul Pimentel asked if there was room in the budget for this project. Margaret Song answered yes. Sue Hruby stated that this is a good project and the Compact has the money but should try to encourage them to become Green Community. Colin Odell stated that many towns are participating in the Energy Efficiency program. Pressuring towns to become a Green Community could cause problems. David Anthony stated that there are some measures in here that are less economical paired with more economical packaged together to leverage that into stronger system. Valerie Bell stated that many towns are on their way to becoming a Green Community.

David Anthony moves the Board vote to approve an incentive of up to \$541,000 for the Bourne Public Schools. 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. Seconded by Bob Schofield.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Robert	Hannemann	Chilmark	Yes
Fred	Fenlon	Eastham	Abstained
Paul	Pimentel	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes

Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Thomas	Donegan	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
David	Mead-Fox	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (15– 0 – 1)*

**2. VOTE TO APPROVE \$253,550 FOR FALMOUTH HIGH SCHOOL**

Margaret Song stated that there will be lighting upgrades throughout the Falmouth High School. Joyce Flynn asked if the incentive dollars for lighting were coming to end in the next Energy Efficiency Plan. Margaret Song answered that the most generous phase of cost-effective incentives is coming to an end.

Tom Donegan moved the Board vote to approve an incentive of up to \$253,550 for the Falmouth High School. 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. Seconded by Colin Odell.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Robert	Hannemann	Chilmark	Yes
Fred	Fenlon	Eastham	Abstained
Paul	Pimentel	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Thomas	Donegan	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
David	Mead-Fox	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (15– 0 – 1)*

**3. VOTE TO APPROVE \$161,133 FOR THE HARWICH FIRE STATION, POLICE STATION, TOWN HALL AND COMMUNITY CENTER**

Margaret Song stated that Demand Control Ventilation (DCV) will be installed that would connect to all these buildings. That DCV will be controlling ventilation related equipment that are not at this moment controlled. EMS will be installed or upgraded in several of the buildings. National Grid is giving some incentives since it is

gas project. Ron Zweig asked where the rest of the money for the project was coming from. Margaret Song answered that the town is contributing to cost.

Bob Schofield moved the Board vote to approve an incentive of up to \$161,133 for the Harwich Fire Station, Police Station, Town Hall and Community Center. 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. Seconded by Colin Odell.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Peter	Cocolis	Chatham	Yes
Robert	Hannemann	Chilmark	Yes
Fred	Fenlon	Eastham	Abstained
Paul	Pimentel	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Wayne	Taylor	Mashpee	Yes
Martin	Culik	Orleans	Yes
Thomas	Donegan	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
David	Mead-Fox	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (15– 0 – 1)*

**DISCUSSION ON PROPOSED CAPE & VINEYARD ELECTRIFICATION DEMONSTRATION OFFERING, 2019-2021 ENERGY EFFICIENCY PLAN:**

Maggie Downey reviewed the Proposed 2019- 2021 Cape & Vineyard Electrification Demonstration Offering PowerPoint. The Proposed Cape and Vineyard Electrification Demonstration will recruit 700 non-gas heated customers, who heat their homes with oil, propane, and/or electric resistance heat and convert/install cold climate heat pumps, paired with PV/Solar installation to support electrification of heating system, and install battery storage for demand response and resiliency. Incentives for the 700 customers will be tiered based on their income.

Tom Donegan asked if the Compact would be using the numbers provided in the PowerPoint for residential income verification instead of the Barnstable County income numbers. Maggie Downey answered yes. Tom Donegan asked that the Compact research whether it could use area (Barnstable and Dukes County) income levels instead of the state levels. Maggie Downey noted she would research and bring back to the Board at their October meeting. David Anthony stated that if participants can use the heat loan for the PV system and install, they can use the money they save on utility bills to put towards the loan. Maggie Downey stated that the Compact is proposing to do so for the extended moderate-income participants. However, low-income participants will receive 100%. Leanne Drake believes it is best to not encourage debt for this group because too many of these people are working paycheck to paycheck. Ron Zweig asked what the projection of battery prices looks like. Austin Brandt stated that the prices are predicted to decrease. Maggie Downey stated that the Compact prefers the Tesla battery.

## **2019-2021 ENERGY EFFICIENCY PLAN, CAPE LIGHT COMPACT ENHANCEMENTS:**

Briana Kane opened the “Building on Success: Update on Cape Light Compact’s 2019-2021 Three-Year Energy Efficiency Plan” PowerPoint talking about the history of the 3-Year Energy Efficiency Plan and the upcoming final draft that is to be submitted on October 10, 2018. Maggie Downey recapped the current direction of the Board for Energy Efficiency Programs.

Phil Moffit reviewed the “Residential Behavior & Demand Management Offering” slide on OPower. Paul Pimentel asked if the benefits from OPower come from measured savings or estimated savings. Briana Kane answered that the benefits are an estimated value. Paul Pimentel stated that he has had a difficult time getting people to participate in behavioral programs in the past. Therefore, he doesn’t have much faith in OPower being successful. Maggie Downey stated that the Compact does get to claim savings through this program. Colin Odell asked if the Compact decides not to participate in OPower, what is going to be available for the loss of savings? Briana Kane stated that deciding not to participate in OPower will not make or break the program. Colin Odell stated that with the incentives for lighting decreasing it is harder to get residential savings. Tom Donegan asked if the Compact does not participate in OPower would that weaken our response to the DPU. Maggie Downey stated that it would not impact our response. Sue Hruby asked what customers will be receiving in the mail from OPower. Will the letter tell the customers what they used compared to their neighbors? Briana Kane stated that the letter will be comparing the customers usage to similar and blended households. Tom Donegan stated that there are too many seasonal homes on Cape Cod. Phil Moffit stated that the Compact can time when the reports go out. Maggie Downey stated that OPower would also be a marketing piece. The letter would have the Cape Light Compact logo and general information about the Compact’s programs on it. Maggie Downey then asked what the sense of the Board was on pursuing OPower. The sense of the board is to not pursue OPower as a measure. Tom Donegan stated that if the Compact does get push back about not participating in OPower then it should be brought back to the Board.

### **Wayne Taylor left meeting at 4:15pm.**

Austin Brand reviewed the Bill Impacts slide and stated that OPower was not included in the September 14<sup>th</sup> 2019-2021 Energy Efficiency Plan draft filing. Briana Kane reviewed where the Compact is at currently and stated that the total three-year budget is at a 20% increase over the Compact’s 2016-2018 Energy Efficiency Plan. Austin Brandt quickly reviewed the Cape & Vineyard Electrification slide as it had been covered in the previous PowerPoint. Valerie Bell asked what the Compact is expecting to learn from the 700 participants. Maggie Downey stated that the Compact wants to learn by implementing this program on a small scale how to expand it. The Compact wants to help make operating homes and businesses affordable so that people aren’t struggling to stay on the Cape and Vineyard. Sue Hruby stated that it depends on what happens after and asked how the Compact is planning to expand the program in a way that is cost managed for the Compact and its customers. Austin Brandt stated that the Compact can plan the cost and budget. Briana Kane reminded the Board that in December the Compact does True-Up with what the Compact has spent in the Energy Efficiency Budget. Maggie Downey stated that if the Compact is not spending the money the amount will change the next year. Valerie Bell stated that the cost for a Solar/PV is around \$24,000 and asked what the Compact is offering to help cover the cost. Maggie Downey stated that there would be a \$1,000 incentive (excluding low-income customers) and that the Compact is proposing that the heat loan would fund the rest of the cost.

Maggie Downey had reviewed the Next Steps for CLC Board on the previous PowerPoint. Colin Odell asked about the threshold for participation in the Cape and Vineyard Electrification program and stated that the 700 participants should have 12-months heating and cooling. Maggie Downey agrees that the participants must be year-round residents. David Anthony asked if the Compact was helping customers with the cost of removing

existing heating systems. Maggie Downey stated that the Compact doesn't currently have any incentives to help with the removal of previous systems. David Anthony stated that National Grid does offer incentives for removal when converting from oil to natural gas, but this program is different. Maggie Downey stated that the Compact will look into the removal of previous systems being covered by the heat loan. Maggie Downey then asked the Board if they were comfortable with the number of participants. Colin Odell believes the 700 participants split up by different incomes should show the Compact good results. David Anthony questioned whether the four groups of people are all being offered the same thing. Maggie Downey stated that each group will be receiving the same thing but is being offered different levels of incentives depending upon their annual income. Sue Hruby asked what would happen if the Compact were to reduce other programs to do this one. Maggie Downey answered that the Compact can't do that because it is bringing in other savings. David Mead-Fox stated that it doesn't seem worth it to reduce the number of participants. Peter Cocolis stated that many of the residents in Chatham are natural gas customers therefore they are unable to participate in this demonstration offering. Maggie Downey stated that it is a statewide goal to help all customers. Maggie Downey stated that if the Compact does not receive grant funds then the customer costs will increase and must be included in a heat loan. If there are no grant funds, the sense of the Board is to provide the same level of incentives for both moderate-income and low-income participants. David Anthony asked if the 700 participants would have had a Home Energy assessment. Maggie Downey answered yes and stated that all measures recommended would have to have been completed. The sense of the Board is to stay at 700 participants.

#### **ADMINISTRATORS REPORT:**

Maggie Downey stated that the Compact is assisting the Towns and municipal entities in their power supply bid. The Request for Proposals (RFP) is going out soon and that Austin Brandt is the lead staff member working on it. She stated if a Board member wants to participate on the bid opening to let her know. Maggie Downey mentioned that there is a potential Cape Wide Energy Committee Meeting in early November that Liz Argo, from CVEC, will be sending out that information.

**Robert Hannemann and Martin Culik stopped participation by phone at 4:42pm.**

#### **ADJOURNMENT:**

*Motion to adjourn made at 4:45PM moved by Ron Zweig, seconded by Tom Donegan.*

Respectfully submitted,

Melissa Allard

#### **LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice / Agenda
- July 11, 2018 Meeting Minutes
- 2018 Operating Budget
- Agenda Action Request: Proposed Incentive for Bourne Public Schools Project
- Agenda Action Request: Proposed Incentive for Falmouth Public Schools Project
- Agenda Action Request: Proposed Incentive for Harwich Town Buildings Project
- Proposed 2019-2021 Cape & Vineyard Electrification Demonstration Offering PowerPoint
- Building on Success: Update on Cape Light Compact's 2019-2021 Three-Year Energy Efficiency Plan PowerPoint