

Cape Light Compact JPE Executive Committee & Governing Board Meeting

DATE: Wednesday, February 10, 2021
TIME: 2:00 – 4:30 p.m.

Note: The meeting will be held through remote participation pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. All public comments should be submitted to Maggie Downey, Compact Administrator, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, February 9, 2021 and should follow the public comment protocol below. Public comments received after the February 9th deadline will be distributed prior to the Compact's next Board meeting.

Telephone dial-in: +1 (646) 558-8656

Meeting ID: 867 0321 6073

[Further instructions are attached to this agenda.](#)

AGENDA

1. Public Comment – Written Only
2. Approval of December 16, 2020 Open Session Minutes
3. Chairman's Report, Martin Culik
 - A. Reminder to Update Board Member List
4. Energy Efficiency:
 - A. Update on 2021 Main Streets Effort, Lindsay Henderson
 - B. Demand Response Discussion and Potential Vote on Eligible Technologies, Austin Brandt
5. Administrator's Report, Maggie Downey
 - A. Scheduling Town Updates with Boards of Selectmen
 - B. Rural Energy Savings Program (RESP) Loan Update
 - C. 2022-2024 Energy Efficiency Plan Update
 - D. Monthly Operating and Energy Efficiency Budgets
6. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)
7. **Open Session Vote on entry into Executive Session** pursuant to M.G.L. c. 30A §21(a)(3) and (10) to (1) review and approve executive session minutes which contain discussions regarding pending or imminent regulatory litigation and trade secrets and confidential, competitively-sensitive or other proprietary power supply information related to a proposed Low-Income Community Solar project (when the release of the discussion would have a detrimental effect on the Compact's negotiating position); and (2) to discuss pending or imminent regulatory litigation and trade secrets and confidential, competitively-sensitive or other proprietary power supply information related to a proposed Low-Income Community Solar project, not to return to open session thereafter. **Participation in the Executive Session is limited to CLC Board Members, CLC Staff and Invited Guests**

**Chairman's Public Comment Protocols
for the February 10, 2021 Compact Governing Board Meeting**

The Chair, pursuant to his authority under G.L. c. 30A, §20, and consistent with Governor Baker's Emergency "Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, §20," issued on March 12, 2020, announces the following protocols to assist the public in effective participation in the February 10, 2021 Compact Board meeting, where all Board Members, staff and members of the Public shall be participating remotely:

1. All public comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at mdowney@capelightcompact.org by 2:00 PM on Tuesday, February 9, 2021. Written comments must include a person's name and, if appropriate, the name of the organization the person is representing. Public comments received after the February 9th deadline will be distributed prior to the Compact's next Board meeting.
2. Public comment must be respectful, courteous, and presented in a dignified manner. All remarks must also be free of personal attacks.
3. All public comments consistent with these protocols shall be included in the Compact's Board meeting packet.
4. Board members and staff shall not respond to public comment during the Compact's Board meeting.
5. Copies of the Board meeting packet shall be made available to members of the public on Wednesday, February 10, 2021 at the Cape Light Compact JPE's web site at www.capelightcompact.org. Documents exempt from disclosure pursuant to the Public Records Law or protected by the attorney-client privilege shall not be included.

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, January 13, 2021**

Pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020, the Cape Light Compact JPE Board of Directors met on Wednesday, January 13, 2021 at 2pm. The meeting was held through a Zoom videoconference for members of the Board with audio call-in available for members of the public.

Participating Remotely Were:

1. David Anthony, Secretary/Executive Committee, Barnstable
2. Robert Schofield, Executive Committee, Bourne
3. Colin Odell, Brewster
4. Timothy Carroll, Chilmark
5. Brad Crowell, Dennis
6. Erik Peckar, Dukes County
7. Fred Fenlon, Eastham
8. Alan Strahler, Edgartown
9. Ronald Zweig, Chair/Executive Committee, Falmouth
10. Valerie Bell, Harwich
11. Richard Toole, Executive Committee, Oak Bluffs
12. Martin Culik, Executive Committee, Orleans
13. Nathaniel Mayo, Provincetown
14. Leanne Drake, Sandwich
15. Jay Grande, Tisbury Alternate
16. Bob Higgins-Steele, Truro Alternate
17. Richard Elkin, Wellfleet
18. Sue Hruby, West Tisbury
19. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Absent Were:

1. Forrest Filler, Aquinnah
2. Peter Cocolis, Executive Committee, Chatham
3. Wayne Taylor, Mashpee
4. Kirk Metell, Tisbury
5. Jarrod Cabral, Truro

Legal Counsel Participating Remotely:

Jeffrey Bernstein, Esq., BCK Law, P.C.

Staff Participating Remotely:

Austin Brandt, Senior Power Supply Planner
Maggie Downey, Administrator
Margaret Song, C&I Program Manager
Melissa Allard, Senior Administrative Coordinator

Public Participants:

None.

Ron Zweig called the meeting to order at 2:00 PM.

PUBLIC COMMENT:

There were no members of the public present, and no public comments were submitted to the Board in writing under the public comment guidelines.

APPROVAL OF MINUTES:

The Board considered the December 16, 2020 Open Session Meeting Minutes.

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

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Erik	Peckar	Dukes County	Yes
Fred	Fenlon	Eastham	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Abstained
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

Motion carried in the affirmative (16-0-1)

Alan Strahler joined meeting at 2:05 PM.

CHAIR REPORT:

1. Elections for 2021 Officers

Before reopening the nominations for Officers and the Executive Committee, Ron Zweig stated that under the Joint Powers Agreement, there are five officers: Chair, Vice Chair, Secretary, Treasurer and Business Officer

and a minimum of five Board members on the Executive Committee. Historically, the Chair, Vice Chair, and Secretary and four additional Board Members have made up the Compact's Executive Committee.

Ron Zweig noted that at the December Board Meeting Martin Culik was nominated for the position of Chair, Joyce Flynn for Vice-Chair, David Anthony for Secretary, Tammy Glivinski for Treasurer, and Megan Terrio for Business Officer. He asked whether there were any other nominations for these positions. No other nominations were made for the 2021 Compact Officer positions. He asked Melissa to call the roll for a vote.

Robert Schofield moved the entire slate of Martin Culik, Joyce Flynn, David Anthony, Tammy Glivinski, and Megan Terrio. Seconded by Richard Elkin.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Ron Zweig thanked the Board for supporting him as Chair over the past few years and introduced Martin Culik as the 2021 Compact Chairman.

2. Elections for 2021 Executive Committee Member

Maggie Downey stated that Robert Schofield, Colin Odell and Richard Elkin were nominated for Executive Committee Members at the December 2020 Board meeting. She then asked for other nominations.

Robert Schofield nominated Tim Carroll. Seconded by Sue Hruby.
Joyce Flynn nominated Richard Toole. Seconded by Sue Hruby.

Robert Schofield moved the CLCJPE Board of Directors vote to increase the number of Executive Committee Members to eight. Seconded by Richard Elkin.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Jay Grande joined meeting at 2:18 PM.

Robert Schofield moved the entire slate of Martin Culik, Joyce Flynn, David Anthony, Robert Schofield, Colin Odell, Richard Elkin, Tim Carroll, and Richard Toole as the 2021 Executive Committee. Seconded by Sue Hruby.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Jay	Grande	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

ENERGY EFFICIENCY: DISCUSSION ON 2021 MAIN STREETS EFFORT:

Margaret Song reviewed the 2021 Main Streets PowerPoint. She stated that in the past the Compact has worked with two Compact vendors, RISE Engineering and NRM, to put on the Main Streets event. In 2021 the Compact is looking to serve as many towns as possible. Towns should have a geographically compact business area so that the Compact's vendors can go door to door and provide energy efficiency services to each business.

Margaret Song asked Board members to reach out to their towns to see if their town is interested and get back to Lindsay Henderson. The Compact is looking to do these events from mid-April through June and then the last week of August through October. The Compact would offer up to 100% for a qualifying incentive to all Small Businesses that have measures installed through an energy assessment or during these events.

Maggie Downey stated that Lindsay Henderson will send out an email to the Board seeing what towns are interested in participating.

Martin Culik asked if there are any towns that would be interested. Valerie Bell stated that Harwich is still very interested. Joyce Flynn stated she would follow up with Yarmouth. Richard Toole stated that if Oak Bluffs is able to participate again, then the town would be interested. Ron Zweig stated that Falmouth would be interested. Colin Odell stated that Brewster would be interested but its main street is unique from other towns because it is spread out. Sue Hruby stated that West Tisbury is interested and could possibly combine with other towns. Jay Grande stated that Tisbury is interested. Fred Fenlon stated Eastham is interested. Richard Elkin stated that Wellfleet is interested, but like Brewster it has a very spread out business district.

ADMINISTRATOR'S REPORT:

1. Review 2020 Operating and Energy Efficiency Budgets

Maggie Downey stated that Peter Cocolis will be stepping back from presenting the budget reports at the monthly Board meeting as a result of increased responsibilities as a Selectman in Chatham. She asked the Board if they are okay with her presenting them instead during her Administrator's report. Sue Hruby stated that hearing about the finances from the Administrator is appropriate. Sense of the Board is yes.

Martin Culik asked if the Board is okay with getting them quarterly. Joyce Flynn stated that she would be interested in getting them quarterly. That would leave more time for discussion on other items. Martin Culik stated that they would still be included in every Board Meeting packet. Sense of the Board is yes.

Maggie Downey stated that she will continue to put them in the packets and address them quarterly. She stated that she will work with Megan Terrio to develop a format that presents a summary and some analysis. If any of the Board has thoughts on what they would like to see, Maggie asked that they contact her.

Colin Odell stated that there should be an agenda item monthly if there is anything that needs to be discussed or commented on. Maggie Downey stated she will put it under the Administrator's report and will ask if there are any questions.

Maggie Downey reviewed the Operating Budget. This does not include all of the December invoices. 84% of the budget has been spent. She believes that there is less than \$10,000 of 2020 invoices to be received and/or paid.

Maggie Downey reviewed the Energy Efficiency Budget. The Compact has spent 69% of the budget through the first week of January. She stated that there are significant outstanding 2020 invoices that will be processed throughout the month of January.

2. Review Documents Sent to CLC Board

Maggie Downey stated that she emailed out the Summary of Conflict-of-Interest Law for Municipal Employees; Office of the Attorney General: Open Meeting Law Guide and Educational Materials; Office of the Attorney General: 940 CMR: Open Meetings; Office of the Inspector General: How to be an Effective Board Member of a Public Board or Commission; First Amended and Restated Joint Powers Agreement of the CLCJPE; Cape Light Compact Aggregation Plan, dated April 4, 2018; and the Cape Light Compact Code of Conduct for Board Members. Board members need to sign and return the signature page for the Conflict-of-Interest Summary and Open Meeting Law materials.

Open Session Vote on entry into Executive Session pursuant to M.G.L. c. 30A §§21(a) (10) to discuss matters below, to return to open session:

Martin Culik at 3:02 PM moved to enter into Executive Session pursuant to M.G.L. c. 30A §21(a)(3) and (10) to discuss litigation strategy and trade secrets and confidential, competitively sensitive, or other proprietary power supply information related to a proposed Low-Income Community Solar project, not to return to open session thereafter.

Martin Culik 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 that the consideration of the purchase, exchange, lease, or value of electricity will have a detrimental effect on Cape Light Compact's negotiation position as a public body. The Governing Board would return to Open Session at the conclusion of Executive Session. Seconded by Joyce Flynn.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Tim	Carroll	Chilmark	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Jay	Grande	Tisbury	Yes

Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

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

Tim Carroll left meeting at 3:50 PM

ADJOURNMENT:

Motion to adjourn made at 3:56 PM moved by Robert Schofield, seconded by Colin Odell.

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Brad	Crowell	Dennis	Yes
Fred	Fenlon	Eastham	Yes
Alan	Strahler	Edgartown	Yes
Ron	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Jay	Grande	Tisbury	Yes
Bob	Higgins-Steele	Truro	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

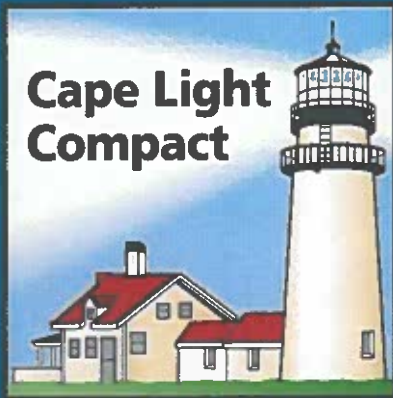
Motion carried in the affirmative (17-0-0)

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- December 16, 2020 Draft Meeting Minutes
- 2020 Operating Budget
- 2020 Energy Efficiency Budget
- 2021 Main Streets PowerPoint



*Your Trusted, Local
Energy Resource*

2021 Main Streets - Update

Small Business Opportunity

2/10/21

What is Main Streets

- Working with RISE Engineering and NRM (refrigeration vendor), go door-to-door to small businesses in a specified area to install energy efficiency measures on-site. For other opportunities we will follow up with customer.
- Ideal situations:
 - Defined “Main Street” which allows for walking the street to go business to business
 - Engaged Chamber of Commerce
 - Supportive Town staff (this would be ideal to help enforce the validity/importance of the programs)



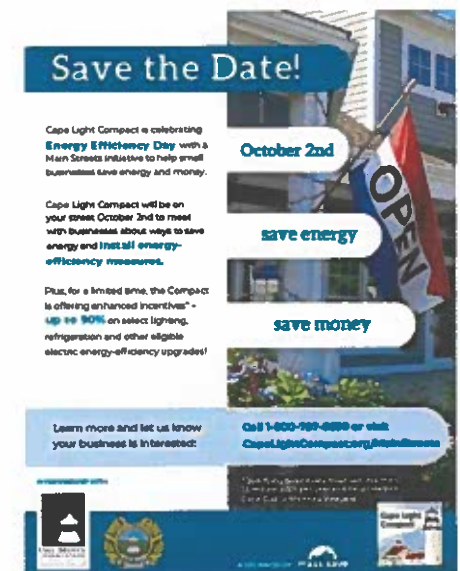
2021 Main Streets

- Looking to serve as many towns as possible in 2021 – *Prioritize those who are interested*
- Why do we want to do these?
 - Our businesses are struggling, and these Main Streets efforts would help to reduce their energy costs.
- Timing of these events
 - Mid-April – June
 - Last week of August through October



Logistics

- Incentives
 - Currently offering up to 100% incentive through at least June for all Small Businesses who have measures installed through an energy assessment.
 - Those incentives would apply to these Main Street events
- Energy Specialists will follow the PPE and Safety guidelines that have been established
- Direct mail letters/flyers will be sent out to the targeted customers in advance of the Main Street effort
- Engage the local Chambers of Commerce/Business Assoc. to help with outreach to the businesses



Status of Town Interest

Town	Interest
Aquinnah	Yes
Barnstable	Discussing with Town on 2/8
Brewster	Yes
Bourne	Need to hear back
Chatham	Need to hear back
Chilmark	Yes
Dennis	Waiting to hear from Town
Eastham	Need to hear back
Edgartown	Yes
Falmouth	Waiting to hear from Town
Harwich	Yes
Mashpee	Need to hear back

Town	Interest
Oak Bluffs	Yes
Orleans	Yes
Provincetown	Yes
Sandwich	Yes
Tisbury	Need to hear back
Truro	Yes
Wellfleet	Need to hear back
West Tisbury	Yes
Yarmouth	Yes



Next Steps

- Board Members
 - For Towns that haven't confirmed interest please
 - If you haven't spoken with your Town, please ask the following:
 - Co-sign a letter that would be sent to the targeted customers and ideally have use of the Town seal.
 - If the Town Manager/Administrator sends out a newsletter, could we include info about these efforts.
 - Please speak with your Chamber Director/Business Assoc. and see if they would be able to promote this effort through email blasts, etc. CLC would provide the content/flyer to each of them.
- Lindsay is working on a draft schedule of the efforts





Lindsay Henderson

508-375-6889

lhenderson@capelightcompact.org



2020 Operating Budget Expenditures as of 2/8/2021

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	45,000	63,726.39	-63,726	100.00
01001	5119	OP-SALARY RESERVE	5,000	0.00		0.00
01001	5171	OP-RETIREMENT	13,503	9,773.79	-9,774	100.00
01001	5173	OP-GROUP INSURANCE	12,035	11,266.09	-11,266	100.00
01001	5174	OP-MEDICARE/OTHER TAXES	1,275	696.32	-971	-253.20
01001	5175	STATE UNEMPLOYMENT INSURANCE	0	81.96	193	29.80
01001	5179	OP-MISC FRINGES	500	12.15	-12	100.00
01001	5180	OP-RETIREMENT OPEB LIABILITY	57,700	57,700.00	-57,700	100.00
01001	5210	OP-UTILITIES	500	58.26	-58	100.00
01001	5270	OP-MISC RENTALS	1,000	35.53	-36	100.00
01001	5272	OP-RENT	3,600	3,525.00	-3,525	100.00
01001	5290	OP-CUSTODIAL SERVICES	800	906.38	-906	100.00
01001	5301	OP-ADVERTISING	160,000	126,682.50	-126,683	100.00
01001	5309	OP-IT SERVICES	398	364.25	-364	100.00
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	5,000	3,905.73	-5,006	-355.10
01001	5314	OP-PAYROLL SERVICES	80	104.39	896	10.40
01001	5315	OP-LEGAL SERVICES	195,000	224,736.96	-224,737	100.00
01001	5316	OP-AUDIT FEES	1,000	1,494.55	-995	298.90
01001	5318	OP-TREASURY SERVICES	1,000	453.10	-453	100.00
01001	5319	OP-CONTRACTUAL	20,000	32,527.75	-18,528	232.30
01001	5320	OP-OUTREACH/MARKETING CONTRACT	100,000	76,884.32	-76,884	100.00
01001	5341	OP-POSTAGE	10,000	7,801.11	-7,801	100.00
01001	5343	OP-TELEPHONES	1,257	1,940.60	-341	121.30
01001	5344	OP-INTERNET	587	1,467.74	132	91.70
01001	5345	OP-PRINTING	12,500	11,709.76	-11,710	100.00
01001	5400	OP-SUPPLIES	1,500	113.72	-114	100.00
01001	5490	OP-FOOD SUPPLIES	500	382.02	-382	100.00
01001	5710	OP-TRAVEL IN STATE	17,000	2,016.87	-14,617	-16.00
01001	5720	OP-TRAVEL OUT STATE	6,000	1,645.32	-7,645	-27.40
01001	5730	OP-SPONSORSHIPS	41,800	28,383.75	-28,384	100.00
01001	5731	OP-SUBSCRIPTIONS	20,000	19,100.50	-19,101	100.00
01001	5732	OP-SOFTWARE LICENSES	1,225	1,567.45	-567	156.70
01001	5741	OP-INSURANCE	15,000	13,133.15	-13,133	100.00
01001	5789	OP-UNPAID BILLS	2,000	0.00		0.00
01001	5850	OP-MISC EQUIPMENT	500	491.69	-492	100.00
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	1,000	4,341.70	-4,342	100.00
01001	5855	OP-COMPUTER EQUIPMENT	3,000	0.00		0.00
		Total 01 OPERATING FUND	\$ 757,260.00	\$ 709,030.80	\$ (709,030.80)	100.00
		Expense Total		\$ 709,030.80	\$ (709,030.80)	
		Operating Fund Balance 2020	\$ 48,229.00			

2021 Operating Budget Expense Report 2/8/2021

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	45,000	0.00	45,000	0.00
01001	5119	OP-SALARY RESERVE	5,000	0.00	5,000	0.00
01001	5171	OP-RETIREMENT	13,503	0.00	13,503	0.00
01001	5173	OP-GROUP INSURANCE	12,035	0.00	12,035	0.00
01001	5174	OP-MEDICARE/OTHER TAXES	1,275	0.00	1,275	0.00
01001	5175	STATE UNEMPLOYMENT INSURANCE	500	0.00	500	0.00
01001	5179	OP-MISC FRINGES	500	0.00	500	0.00
01001	5180	OP-RETIREMENT LIABILITY	42,700	0.00	42,700	0.00
01001	5181	OP-OPEB LIABILITY	15,000	0.00	15,000	0.00
01001	5210	OP-UTILITIES	500	4.56	495	0.90
01001	5270	OP-MISC RENTALS	1,000	0.00	1,000	0.00
01001	5272	OP-RENT	3,600	1,875.00	1,725	52.10
01001	5290	OP-CUSTODIAL SERVICES	800	0.00	800	0.00
01001	5301	OP-ADVERTISING	160,000	1,424.69	158,575	0.90
01001	5309	OP-IT SERVICES	398	0.00	398	0.00
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	5,000	10.00	4,990	0.20
01001	5314	OP-PAYROLL SERVICES	80	0.00	80	0.00
01001	5315	OP-LEGAL SERVICES	195,000	23,119.88	171,880	11.90
01001	5316	OP-AUDIT FEES	1,000	0.00	1,000	0.00
01001	5318	OP-TREASURY SERVICES	1,000	0.00	1,000	0.00
01001	5319	OP-CONTRACTUAL	20,000	0.00	20,000	0.00
01001	5320	OP-OUTREACH/MARKETING CONTRACT	100,000	0.00	100,000	0.00
01001	5341	OP-POSTAGE	10,000	0.00	10,000	0.00
01001	5343	OP-TELEPHONES	1,257	0.00	1,257	0.00
01001	5344	OP-INTERNET	587	51.50	536	8.80
01001	5345	OP-PRINTING	12,500	0.00	12,500	0.00
01001	5400	OP-SUPPLIES	1,500	0.00	1,500	0.00
01001	5490	OP-FOOD SUPPLIES	500	0.00	500	0.00
01001	5710	OP-TRAVEL IN STATE	17,000	0.00	17,000	0.00
01001	5720	OP-TRAVEL OUT STATE	6,000	0.00	6,000	0.00
01001	5730	OP-SPONSORSHIPS	41,800	5,265.00	36,535	12.60
01001	5731	OP-SUBSCRIPTIONS	20,000	0.00	20,000	0.00
01001	5732	OP-SOFTWARE LICENSES	1,225	129.84	1,095	10.60
01001	5741	OP-INSURANCE	15,000	0.00	15,000	0.00
01001	5789	OP-UNPAID BILLS	2,000	0.00	2,000	0.00
01001	5850	OP-MISC EQUIPMENT	500	0.00	500	0.00
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	1,000	0.00	1,000	0.00
01001	5855	OP-COMPUTER EQUIPMENT	3,000	0.00	3,000	0.00
01001	5900	CONTINGENCY	85,000	0.00	85,000	0.00
		Total 01 OPERATING FUND	842,760	31,880.47	810,880	3.80
		Expense Total	842,760	31,880.47	810,880	3.80

2020 Budgeted (Based on 2021 EES)

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
A - Residential	\$ 1,693,206	\$ 782,814	\$ 17,659,047	\$ 6,009,558	\$ 596,133	\$ 26,740,759
A1 - Residential New Buildings	\$ 66,115	\$ 27,609	\$ 755,235	\$ 190,546	\$ -	\$ 1,039,504
A1a - Residential New Homes & Renovations	\$ 66,115	\$ 27,609	\$ 755,235	\$ 190,546	\$ -	\$ 1,039,504
A2 - Residential Existing Buildings	\$ 1,261,424	\$ 493,549	\$ 15,093,348	\$ 5,581,736	\$ -	\$ 22,430,057
A2a - Residential Coordinated Delivery	\$ 719,895	\$ 186,558	\$ 10,763,380	\$ 2,294,245	\$ -	\$ 13,964,077
A2b - Residential Conservation Services (RCS)	\$ 136,319	\$ 50,643	\$ -	\$ 1,779,672	\$ -	\$ 1,966,635
A2c - Residential Retail	\$ 325,987	\$ 233,629	\$ 4,147,049	\$ 618,731	\$ -	\$ 5,325,397
A2d - Residential Behavior	\$ 43,525	\$ 9,163	\$ -	\$ 631,641	\$ -	\$ 684,329
A2e - Residential Active Demand Reduction	\$ 35,698	\$ 13,556	\$ 182,919	\$ 257,446	\$ -	\$ 489,619
A3 - Residential Hard-to-Measure	\$ 365,668	\$ 261,656	\$ 1,810,464	\$ 237,276	\$ 596,133	\$ 3,271,197
A3a - Residential Statewide Marketing	\$ -	\$ 159,797	\$ -	\$ -	\$ -	\$ 159,797
A3b - Residential Statewide Database	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ 1,000
A3c - Residential DOER Assessment	\$ 157,723	\$ -	\$ -	\$ -	\$ -	\$ 157,723
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ 37,590	\$ -	\$ 37,590
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 596,133	\$ 596,133
A3g - Residential EEAC Consultants	\$ 88,867	\$ -	\$ -	\$ -	\$ -	\$ 88,867
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3i - Residential HEAT Loan	\$ 118,078	\$ 26,859	\$ 1,810,464	\$ 149,686	\$ -	\$ 2,105,087
A3j - Residential Education	\$ -	\$ 75,000	\$ -	\$ 50,000	\$ -	\$ 125,000
B - Income Eligible	\$ 366,628	\$ 114,122	\$ 4,126,278	\$ 812,772	\$ 135,358	\$ 5,555,158
B1 - Income Eligible Existing Buildings	\$ 290,145	\$ 95,549	\$ 4,126,278	\$ 787,772	\$ -	\$ 5,299,744
B1a - Income Eligible Coordinated Delivery	\$ 290,145	\$ 95,549	\$ 4,126,278	\$ 787,772	\$ -	\$ 5,299,744
B1b - Income Eligible Active Demand Reduction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2 - Income Eligible Hard-to-Measure	\$ 76,483	\$ 18,573	\$ -	\$ 25,000	\$ 135,358	\$ 255,414
B2a - Income Eligible Statewide Marketing	\$ -	\$ 18,573	\$ -	\$ -	\$ -	\$ 18,573
B2b - Income Eligible Statewide Database	\$ 1,013	\$ -	\$ -	\$ -	\$ -	\$ 1,013
B2c - Income Eligible DOER Assessment	\$ 45,883	\$ -	\$ -	\$ -	\$ -	\$ 45,883
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ 25,000	\$ -	\$ 25,000
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 135,358	\$ 135,358
B2g - Income Eligible Energy Affordability Network	\$ 29,587	\$ -	\$ -	\$ -	\$ -	\$ 29,587
C - Commercial & Industrial	\$ 1,322,453	\$ 394,036	\$ 13,754,975	\$ 1,733,539	\$ 731,147	\$ 17,936,149
C1 - C&I New Buildings	\$ 44,124	\$ 8,522	\$ 690,000	\$ 101,359	\$ -	\$ 844,006
C1a - C&I New Buildings & Major Renovations	\$ 44,124	\$ 8,522	\$ 690,000	\$ 101,359	\$ -	\$ 844,006
C2 - C&I Existing Buildings	\$ 1,180,259	\$ 351,252	\$ 13,027,475	\$ 1,603,825	\$ -	\$ 16,162,811
C2a - C&I Existing Building Retrofit	\$ 949,582	\$ 278,499	\$ 10,592,498	\$ 996,619	\$ -	\$ 12,817,198
C2b - C&I New & Replacement Equipment	\$ 90,507	\$ 46,662	\$ 1,163,752	\$ 211,055	\$ -	\$ 1,511,977
C2c - C&I Active Demand Reduction	\$ 140,170	\$ 26,091	\$ 1,271,225	\$ 396,151	\$ -	\$ 1,833,636
C3 - C&I Hard-to-Measure	\$ 98,070	\$ 34,261	\$ 37,500	\$ 28,354	\$ 731,147	\$ 929,333
C3a - C&I Statewide Marketing	\$ -	\$ 29,261	\$ -	\$ -	\$ -	\$ 29,261
C3b - C&I Statewide Database	\$ 1,394	\$ -	\$ -	\$ -	\$ -	\$ 1,394
C3c - C&I DOER Assessment	\$ 83,162	\$ -	\$ -	\$ -	\$ -	\$ 83,162
C3d - C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3e - C&I Workforce Development	\$ -	\$ 5,000	\$ -	\$ 28,354	\$ -	\$ 33,354
C3f - C&I Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 731,147	\$ 731,147
C3g - C&I EEAC Consultants	\$ 13,514	\$ -	\$ -	\$ -	\$ -	\$ 13,514
C3h - C&I R&D and Demonstration	\$ -	\$ -	\$ 37,500	\$ -	\$ -	\$ 37,500
Grand Total	\$ 3,382,287	\$ 1,290,973	\$ 35,540,300	\$ 8,555,868	\$ 1,462,639	\$ 50,232,066

2021 Actuals through January 2021

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
A - Residential	\$ 3,196	\$ 5,668	\$ -	\$ 105	\$ -	\$ 8,969
A1 - Residential New Buildings	\$ 148	\$ 162	\$ -	\$ -	\$ -	\$ 310
A1a - Residential New Homes & Renovations	\$ 148	\$ 162	\$ -	\$ -	\$ -	\$ 310
A2 - Residential Existing Buildings	\$ 2,784	\$ 5,216	\$ -	\$ 105	\$ -	\$ 8,105
A2a - Residential Coordinated Delivery	\$ 1,610	\$ 3,927	\$ -	\$ -	\$ -	\$ 5,537
A2b - Residential Conservation Services (RCS)	\$ 278	\$ 305	\$ -	\$ 105	\$ -	\$ 688
A2c - Residential Retail	\$ 729	\$ 800	\$ -	\$ -	\$ -	\$ 1,529
A2d - Residential Behavior	\$ 97	\$ 107	\$ -	\$ -	\$ -	\$ 204
A2e - Residential Active Demand Reduction	\$ 70	\$ 76	\$ -	\$ -	\$ -	\$ 146
A3 - Residential Hard-to-Measure	\$ 264	\$ 290	\$ -	\$ -	\$ -	\$ 554
A3a - Residential Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3b - Residential Statewide Database	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3c - Residential DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3g - Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3i - Residential HEAT Loan	\$ 264	\$ 290	\$ -	\$ -	\$ -	\$ 554
A3j - Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B - Income Eligible	\$ 696	\$ 764	\$ -	\$ -	\$ -	\$ 1,461
B1 - Income Eligible Existing Buildings	\$ 696	\$ 764	\$ -	\$ -	\$ -	\$ 1,461
B1a - Income Eligible Coordinated Delivery	\$ 696	\$ 764	\$ -	\$ -	\$ -	\$ 1,461
B1b - Income Eligible Active Demand Reduction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2 - Income Eligible Hard-to-Measure	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2a - Income Eligible Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2b - Income Eligible Statewide Database	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2c - Income Eligible DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2g - Income Eligible Energy Affordability Network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C - Commercial & Industrial	\$ 2,367	\$ 2,598	\$ -	\$ -	\$ -	\$ 4,964
C1 - C&I New Buildings	\$ 91	\$ 99	\$ -	\$ -	\$ -	\$ 190
C1a - C&I New Buildings & Major Renovations	\$ 91	\$ 99	\$ -	\$ -	\$ -	\$ 190
C2 - C&I Existing Buildings	\$ 2,276	\$ 2,498	\$ -	\$ -	\$ -	\$ 4,775
C2a - C&I Existing Building Retrofit	\$ 1,843	\$ 2,023	\$ -	\$ -	\$ -	\$ 3,866
C2b - C&I New & Replacement Equipment	\$ 177	\$ 194	\$ -	\$ -	\$ -	\$ 371
C2c - C&I Active Demand Reduction	\$ 256	\$ 281	\$ -	\$ -	\$ -	\$ 537
C3 - C&I Hard-to-Measure	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3a - C&I Statewide Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3b - C&I Statewide Database	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3c - C&I DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3d - C&I Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3e - C&I Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3f - C&I Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3g - C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3h - C&I R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Grand Total	\$ 6,259	\$ 9,031	\$ -	\$ 105	\$ -	\$ 15,394

2020 Actuals as Percent of Budgeted

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EMV	
A - Residential	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%
A1 - Residential New Buildings	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%
A1a - Residential New Homes & Renovations	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%
A2 - Residential Existing Buildings	0.2%	1.1%	0.0%	0.0%	0.0%	0.0%
A2a - Residential Coordinated Delivery	0.2%	2.1%	0.0%	0.0%	0.0%	0.0%
A2b - Residential Conservation Services (RCS)	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%
A2c - Residential Retail	0.2%	0.3%	0.0%	0.0%	0.0%	0.0%
A2d - Residential Behavior	0.2%	1.2%	0.0%	0.0%	0.0%	0.0%
A2e - Residential Active Demand Reduction	0.2%	0.6%	0.0%	0.0%	0.0%	0.0%
A3 - Residential Hard-to-Measure	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%
A3a - Residential Statewide Marketing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3b - Residential Statewide Database	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3c - Residential DOER Assessment	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3d - Residential Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3e - Residential Workforce Development	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3f - Residential Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3g - Residential EEAC Consultants	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3h - Residential R&D and Demonstration	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3i - Residential HEAT Loan	0.2%	1.1%	0.0%	0.0%	0.0%	0.0%
A3j - Residential Education	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B - Income Eligible	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%
B1 - Income Eligible Existing Buildings	0.2%	0.8%	0.0%	0.0%	0.0%	0.0%
B1a - Income Eligible Coordinated Delivery	0.2%	0.8%	0.0%	0.0%	0.0%	0.0%
B1b - Income Eligible Active Demand Reduction	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2 - Income Eligible Hard-to-Measure	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2a - Income Eligible Statewide Marketing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2b - Income Eligible Statewide Database	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2c - Income Eligible DOER Assessment	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2d - Income Eligible Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2e - Income Eligible Workforce Development	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2f - Income Eligible Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2g - Income Eligible Energy Affordability Network	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C - Commercial & Industrial	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%
C1 - C&I New Buildings	0.2%	1.2%	0.0%	0.0%	0.0%	0.0%
C1a - C&I New Buildings & Major Renovations	0.2%	1.2%	0.0%	0.0%	0.0%	0.0%
C2 - C&I Existing Buildings	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%
C2a - C&I Existing Building Retrofit	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%
C2b - C&I New & Replacement Equipment	0.2%	0.4%	0.0%	0.0%	0.0%	0.0%
C2c - C&I Active Demand Reduction	0.2%	1.1%	0.0%	0.0%	0.0%	0.0%
C3 - C&I Hard-to-Measure	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3a - C&I Statewide Marketing	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3b - C&I Statewide Database	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3c - C&I DOER Assessment	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3d - C&I Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3e - C&I Workforce Development	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3f - C&I Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3g - C&I EEAC Consultants	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3h - C&I R&D and Demonstration	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total	0.2%	0.7%	0.0%	0.0%	0.0%	0.0%