



MEETING MINUTES

Wednesday, July 19, 2017
100 Cambridge St, 2nd Floor
Conference Rooms B & C
Boston, MA 02114

- Councilors Present:** Eric Beaton (for Chrystal Kornegay), Don Boecke (for Maura Healey), Amy Boyd, Cindy Carroll, Elizabeth Cellucci, Maggie Downey, Charles Harak, Elliott Jacobson, Paul Johnson, Richard Malmstrom, Deirdre Manning, Michael McDonagh, Jeremy Newberger, Robert Rio, Victoria Rojo, Arah Schuur (for Judith Judson), Lisa Shea (for Tilak Subrahmanian), Michael Sommer, Brad Swing (for Austin Blackmon), Trish Walker, Sharon Weber (for Martin Suuberg)
- Councilors Absent:** Larry Chretien, Michael Ferrante, Paul Gromer, Andrew Newman
- Consultants Present:** Eric Belliveau, Craig Johnson, Margie Lynch, Courtney Moriarta
- DOER Staff Present:** Rachel Evans, Ian Finlayson, Alex Pollard, Matt Rusteika
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1. Call to Order

Schuur, as Chair, called the meeting to order at 1:06 PM.

2. Public Comment

No public comment was offered.

3. Council Updates and Business

EEAC Executive Committee Meeting Minutes – May 3, 2017

Boyd motioned to approve the minutes as submitted. Boecke seconded. All were in favor. Malmstrom abstained. The minutes were approved, as submitted, by the Executive Committee.

EEAC Meeting Minutes – June 21, 2017

Swing motioned to approve the minutes as submitted. Boecke seconded. All were in favor, with none opposed. Boyd abstained. Johnson and Rio were not present at the time of the vote. The minutes were approved, as submitted, by the Council.

EEAC Executive Committee Meeting Minutes – July 5, 2017

Boyd motioned to approve the minutes as submitted. Boecke seconded. All were in favor, with none opposed. Malmstrom abstained. The minutes were approved, as submitted, by the Executive Committee.

Consultant Team Budget Update and Vote to Approve Final Budget

Belliveau gave the Council an update on the consultant team's (C-Team) budget. He began by noting that the C-Team had been asked to under budget and to come back to the Council with a request for additional funds if needed. Belliveau went on to highlight items that were not anticipated in the original workplan as well as items that were in the workplan but that required more time than originally estimated. At the conclusion of his update, Belliveau asked that the Council approve a request for an increase of \$120,000 to the budget.

Boyd motioned to approve the C-Team's request for an increase of \$120,000 to the budget. Weber seconded. All were in favor, with none opposed or abstaining. Johnson was not present at the time of the vote. The C-Team's budget request was approved by the Council.

4. Multifamily Market Characterization and Initiatives Overview

Marge Kelly (Eversource), Aimee Powelka (Eversource), and Amy Vavak (National Grid) gave a presentation on the PA's multifamily initiatives. In their presentation they gave an overview of the initiatives, including participation eligibility, enhancements in the 2016-2018 Plan, common measures, and historical savings achievements. They also reviewed the process flow for how customers participate in the initiatives, as well as a few case studies. They concluded with an overview of recent evaluations and future improvements to the initiatives.

Boyd noted that she was encouraged to see that evaluation results were being used to inform program design changes and innovation. She also asked if the PAs could elaborate on how they would plan to use evaluation results to do targeted marketing to specific segments. Vavak gave the example whereby the evaluations indicated high penetrations in high-rise multifamily buildings and low penetrations in low-rise multifamily buildings. In the example given, Vavak explained that they could do things like targeted marketing towards low-rise buildings or make alterations to incentive design for that segment.

Rojo asked how long CHP has been a measure in the multifamily initiative. Vavak indicated that they have done CHP projects in multifamily buildings before, but that they had been reported on the C&I side. She added that they are in the process of changing that and that by the end of the year they should be able to track and report CHP projects on the multifamily side.

Swing asked how many multifamily CHP projects were ongoing. Kelly indicated that there were two in Eversource's territory. Swing asked if they were looking to island those projects for the

purpose of resiliency. Kelly indicated that she was unsure, but agreed that they should at least consider that.

Beaton referenced delivered fuels as a new addition to the initiatives. He asked the PAs if they anticipated it growing or remaining level at where it is at. Powelka indicated that it is difficult for them to predict whether it will hold, increase, or drop in the future.

5. Multifamily Program Improvement Opportunities

Courtney Moriarta of the Consultant team gave an overview of opportunities for program improvement in the multifamily sector. Moriarta began by reviewing market rate multi-family retrofit initiatives. She then highlighted the fact that multifamily programs will have to be adjusted due to the decline in claimable lighting savings and offered suggestions for continued improvement based on recent evaluations. Moriarta concluded by recommending strategies to overcome the barriers of the program.

Johnson asked why the market rate multi-family retrofit initiative did not pass the benefit cost ratio (BCR) on the electric side. Moriarta indicated that items like hours of use, the in-service rates, and baselines have all cut into savings and therefore have reduced the BCRs.

Johnson asked if the PAs are doing investment grade audits and if so are they doing them for free. Vavak indicated that they do on a case-by-case basis and that the customer would have to cover the cost. She added that they are typically only done if there are a lot of opportunities available.

Boyd referenced Moriarta's discussion of multifamily ventilation system optimization, and asked if she thought auditors were not pushing HVAC because of how complicated it was. Moriarta indicated that it was possible.

Boyd suggested that the Council consider Moriarta's suggestion of using combined BCRs and that it should discuss the idea at the upcoming planning workshops. Weber indicated that she was intrigued by the concept and agreed that it should be discussed during the workshops.

6. Introduction to the New Mass Save Website

Brenda Pike and Lindsay Henderson gave the Council an update on the new Mass Save website. Some of the key aspects of the new website that they discussed included changes to the homepage, a mobile-first design, the MyEnergy profile, and expanded and improved C&I pages.

Swing made a recommendation that the Mass Save website move away from using the term "no cost" and using "free" instead. He recognized that using the word "free" is not technically accurate, but noted that from a customer's perspective it's how they see the program. Johnson agreed.

7. July Data Dashboard

Steve Menges (National Grid), on behalf of the PAs, presented the statewide data dashboard through the end of May 2017. The presentation included updates on the electric and gas year-to-date achievements as a percent of the annual plan; as a percent of the three-year plan goal; and in comparison to 2016 by month.

Malmstrom noted that he was starting to get concerned about the low performance in the C&I sector. He suggested that the PAs give a detailed update at the next C&I focused Council meeting. Menges indicated that they could do that and added that initiative-level data would be available in the second quarter report next month.

8. New Construction Incentive Structures

Amy Vavak and Leah Berger (Columbia Gas) gave a presentation to the Council on the incentive structure for the new construction programs. In their presentation, they gave an overview of the new construction program, reviewed the program's baseline, and discussed a new path for residential low-rise homes using strategies such as tiered design and incentives and a blended savings approach.

Boyd asked how the user defined reference home (UDRH) that they use as a baseline compares to the base code and stretch code. Vavak indicated that it is completely different with some measures being above code while others are below.

Boyd asked why home energy rating systems (HERS) companies have grown so much. Vavak asserted that she thought it was a result of the programs.

Johnson noted that the maximum incentive of \$10,000 and asked what the BCRs look like. Vavak indicates that the incentive and BCRs vary by project, but that the program as a whole is cost-effective.

9. Adjournment

Schuur, as Chair, adjourned the meeting at 4:04 PM.