

Massachusetts Energy Efficiency Advisory Council
 Meeting Minutes
 Wednesday November 12, 2014

Councilors Present:

Voting	Present (designee)	Non-Voting	Present (designee)
Martha Coakley	Matthew Saunders	James Carey	Patricia Walker
David Cash	Nancy Seidman	Cindy Carrol	X
Betsy Glynn	X	Elizabeth Cellucci	X
Charles Harak	X	Maggie Downey	JoAnn Bodemer
Elliott Jacobson	X	Michael Ferrante	
Deirdre Manning	X	Paul Gromer	
Richard Malmstrom	X	Andrew Newman	
Amy Boyd	X	Michael Sommer	X
Robert Rio	X	Tilak Subrahmanian	X
Larry Chretien	X	Carol White	X
Paul Johnson	X	Eric Winkler	X
Michael McDonagh	X		
Greg Bialecki	Mark Siegenthaler		
Brian Swett	Brad Swing		
Meg Lusardi	Tina Halfpenny		

Consultants: Eric Belliveau, Margie Lynch, Craig Johnson
 DOER: Steve Venezia, Ian Finlayson

Present:

Dhruv Bhatnagar	Jeff Leupold	Alex Papali
Derek Buchler	Paul Lipke	Laurie Pereira
Jessica Buno	Emmett Lyne	Alex Pollard
Brandy Chambers	Maggie McCarey	Laura Porter
Kristen Demeter	Steve Menges	Lisa Shea
Stacey Donnelly	Claire Miller	Margaret Song
Camilla Elvis	Katherine Moses	Amy Vavak
Philip Ferreira	Cara Mottola	Austin Whitman
David Gibbons	Mathew Nelson	Jayden Wilson
Riley Hastings		

Halfpenny called the meeting to order at 1:07 pm and welcomed everybody.

Public Comment:

Claire Miller spoke on the behalf of the Toxics Action Center. She noted that she had become aware that the PAs were falling short of their three-year goals and she urged the Council to hold them accountable, particularly in the C&I sector.

Alex Papali spoke on behalf of the Green Justice Coalition to raise an issue that threatens the programs ability to meet its goals. He noted that the proposed changes to background checks and drug testing policies would eliminate many of the existing workers as well as potential applicants. He noted that this is a major concern given the high demand for work that has come with the winter price spike. He proceeded to note the following five major responses from a recent survey of contractors:

1. Do not expand the number of job titles required to submit to background checks.
2. Do not require current employees with over six months tenure in their positions, and who have already undergone background checks and drug testing with their own organization, to complete an additional background check and testing.
3. Do not extend the probation period for a worker who fails a drug test from one month to one year.
4. Increase education to all Mass Save contractors about federal bonding and hiring incentive programs related to hiring ex-offenders.
5. Promote the use of an expedited (within two days) exception request process for qualified job applicants with a record of offenses unrelated to work inside homes.

Swing requested that the Council consider having a review of the issues raised. Harak echoed Swing's thought and noted that there is some concern over it becoming too hard for people to get work.

General Updates:

Halfpenny introduced Mark Siegenthaler as the new representative of the Department of Housing and Community Development on the Council. Siegenthaler gave a brief introduction of his background and noted he was happy to be on board.

October 15th EEAC Meeting Minutes

Saunders motioned to approve the minutes. Rio seconded the motion. All were in favor, with no opposed or abstaining. The minutes were approved by the Council.

October 24th Executive Committee Minutes

A few minor edits for misspelling of names were submitted and accepted.

Boyd motioned to approve the minutes as amended. Saunders seconded the motion. All were in favor, with no opposed or abstaining. The minutes were approved as amended by the EC.

October 29th Executive Committee Minutes

Saunders motioned to approve the minutes. Boyd seconded the motion. All were in favor, with no opposed or abstaining. The minutes were approved by the EC.

Winter Pricing Strategies

Halfpenny asked White and Subrahmanian to give an overview of some of the strategies that the PAs submitted to help customers deal with and respond to the winter price increases. White noted a few things that National Grid is doing which included urging its customers to take advantage of energy efficiency and budget billing which is available with their company. She also noted that they have encouraged high-energy users to look into competitive suppliers, but that they should be cautious in doing so. Subrahmanian noted that Northeast Utilities is working with its partners to educate and bring better awareness to its customers. He also noted that they have budget billing available and that they are continuing with energy efficiency targeted campaigns, especially for electric heat customers.

On the topic of competitive suppliers, Harak noted that there are some fraudulent ones out there and that they have submitted information they have to the Attorney General's office and to the Department of Public Utilities and that they are waiting to hear what action is taken. Swing noted that his office is also concerned about door-to-door competitive supply companies, both legitimate and fraudulent ones, and that they are working with the Attorney General's office to address their concerns.

Consultant Monthly Report

Belliveau gave a brief update noting that the Consultant team has worked on a memo outline on how the team brings forward best or effective practices of work to the PAs. He noted that this formal outline would include the type of information needed and what the expectations would be.

December Meeting

Halfpenny proposed that the December meeting be moved from the usual location to the newly opened building for the Division of Fish and Wildlife in Westborough. She proposed a loose agenda that would contain a facilitated conversation that would discuss the roles and responsibilities of the Council, put together some priorities to work on, put forward issues for the Consultant team to work on for their 2015 work plan, and lay out a map for planning in 2015.

Halfpenny informed the Council to look out for more information on that meeting.

EEAC Process Assessment and Strategic Engagement Draft Findings:

Halfpenny introduced Dr. Jonathan Raab and stressed that the goal of this presentation and following discussion is not to find solutions or to come to an agreement, but rather to get an idea of what Raab's findings and recommendations were.

Raab noted that he had two separate presentations, the first of which was on the processes assessment and the second of which was on the strategic engagement plan. He noted upfront that the findings are things that they heard or observed and that the recommendations were their suggestions, not things that interviewees might have suggested. Following each presentation there was time for questions and discussions.

MA EEAC Process Assessment Findings

Harak noted that one of the reasons the Council has consultants is because it is a volunteer Council. To that point, Harak asked for thoughts on how Council members can provide more direction to its consultants. Raab responded that the first thing is to clarify the roles and responsibilities so that Council members know what they should be weighing in on. He then noted that when issues do arise there should be a sense of the full Council at meetings which can then be brought to the EC.

Halfpenny asked for clarification if one of the recommendations was to add a Commercial and Industrial (C&I) seat to the EC. Raab confirmed that adding a C&I representative to the EC would be appropriate.

Johnson noted that it would be important to know where some of the recommendations come from given that in the end it is the voting members of the Council that would determine what to do with the findings. Raab stressed that all recommendations presented are the position drafted by his group and that the findings from the interviews cannot be distinguished between voting and non-voting Council members for reasons of confidentiality. Johnson also questioned the recommendation that the Council meet fewer times throughout the year given that the Council is struggling to get things done with monthly meetings. Raab referenced a recommendation that there be sub-committees that meet more regularly and can bring back what happens outside of the full Council back to quarterly or bi-monthly Council meetings.

Winkler asked if there would be another step in the process such as helping the Council in implementing the recommendations. Raab noted that there would be a recommendation that comes out of the report to have the Council try out some of the recommendations during the Three-Year planning process.

Referencing the set of recommendations on the process for when there is a gap in achieving goals, Chretien noted that it would be helpful to see this process in some kind of a diagram. Raab noted that feedback is useful as this process is not yet complete and work is still being done.

Boyd noted that it would be good to have a set of procedures for when issues arise, however, she expressed concern that this could undercut the reason for having the Council in the first place,

which is to keep issues out of the DPU. She suggested that that be considered when drafting a set of procedures. Raab clarified that the general recommendation is to have a clear set of steps and roles and responsibilities of participating members of the Council for when issues come up.

Harak noted the extra roles and responsibilities that DOER has and that a facilitator would certainly help with that. He then inquired if there were any other ideas as to how to unload some of the responsibilities from DOER. Raab noted that a better and clearer role for the EC and perhaps more administrative support would help.

MA EEAC Strategic Engagement Plan for Next Three Year Plan Development

Winkler noted that he did not feel that breaking the committee structure out into sectors would be effective because there are components in the programs that flow through all sectors. Raab responded that they tried to segregate out cross-cutting issues that could be discussed at the full Council meetings and then more sector-specific issues could be brought to sub-committees.

Jacobson inquired about what the role of Raab Associates would be at the December Council meeting. Raab noted that it had yet to be decided and that it would be a point of conversation at the next EC meeting.

Johnson noted that before a strategy plan can be developed, it would be important to identify what was wrong with the last planning process, what is not working now, and how have the Council's priorities changed in the last three years.

Halfpenny had a different take on this process, noting that the Council and its dynamic is much different at present than it was during the last planning process and that it is important to get the Council working together before the planning process begins. She further communicated that during the last planning process, there was not much of a plan for developing the three-year plan, and that that is something important to have this time around.

Malmstrom noted that the concept of having sub-committees is a good idea if done right. He further noted that at the end of the day, the goals are not being met and so the Council needs to identify what needs to be changed to be able to meet the goals.

Boyd questioned why there is a recommendation for there to be two different phases for the term sheet negotiations. Raab noted that it is an iterative process and that it would be better to start early and not when it is late in the game.

Raab noted that one item that he had not mentioned that could be a possibility is to have targeted workshops to supplement the sub-committees. Halfpenny noted that this is something that should be discussed in December. White wondered if working groups and sub-committees would be subject to the same open meeting laws of the full Council meetings. Raab noted that they would not be charged with making any decisions, but that they would meet and report back to the full Council. Venezia noted that regardless of what these groups would be called, they would be required to have notice and minutes.

Halfpenny relieved the Council for a short break at 3:00 pm.

The Council reconvened at 3:15 pm.

EEAC Discussion: Sense of the Council Follow up from October EEAC:

Halfpenny noted that during the last Council meeting there was significant debate over the value of the implementation update (IU) document and that a motion had passed to have a vote on it, or an update of it. She informed the Council that she and Boyd worked to re-draft the document into something that contained language that was actually actionable called the Key Actions of the Council document. Halfpenny noted that in the original IU document, key issues number three and four were items that were already being worked on or that would be worked on in the immediate future. As a result they were left out of the Key Actions of the Council document. Halfpenny noted that issues number one and two form the body of the Key Actions of the Council document.

Glynn commented that she appreciated the work done to turn this into an actionable document and that she would continue to be interested in working with the PAs or anyone else working on multifamily.

Belliveau noted that this document does not limit what is done, but gives a process to have a more productive working group with everyone at the table.

Johnson noted a concern with the document which was that it calls for a set of actions that he believes the Council has had for the last year and that that has not worked. He suggested it would be helpful to have a list of projects that the PAs are working on and their respective possible completion dates. He stressed that asking for that type of information is important and crucial to fulfilling his role as a Council member. Halfpenny noted that she appreciated Johnson's comment but that she was unsure if whether or not getting pipeline data would actually inform the Council if the PAs would meet goals or not.

Malmstrom noted that the PAs presentation from the prior Council meeting was informative and showed that the PAs are indeed working to bridge the gap on goals. He noted that he would rather have the PAs spending hours working on solving issues then spending too much time pulling data to present to the Council and that the Council has to, at some level, trust that the PAs are doing what they can to reach goals.

Jacobson suggested that more and more data will not necessarily answer the questions that are being asked. Glynn echoed this comment noting that she is worried that discussing granularity will prevent the Council from getting to all the nuances in program design.

Boyd noted that the intent of the Key Actions of the Council document was to work on items that are actually actionable and to try to put the sense of the council and the IU document behind so that the Council can move onto the three year planning process.

Saunders noted that he remained unconvinced that the Council needed this document. Harak asked if Saunders thought that the items in the document would happen without it. Saunders indicated that he believed they would.

Halfpenny noted that Emmett Lyne was very helpful in the guiding of this document. Lyne noted that the PAs first choice would be to not have the document, but that given the amount of work that went into it that the PAs are unanimously behind it and fully support it.

Chretien motioned to approve the Key Actions of the Council document. Seidman seconded the motion. Saunders opposed the motion and all others were in favor with no abstaining.

Deeper Savings

Margaret Song, Amy Vavak and Laurie Pereira presented on behalf of the PAs to discuss deeper savings. Vavak began by explaining that the definition of deeper savings is broad spectrum and depends on the customer and the type of energy efficiency measures that would work best for them. She further discussed how cost and complexity were key barriers for customers who did not get involved with the deep energy retrofit pilot and some key actions to resolve those issues. Lastly she noted two examples of National Grid deep energy retrofit projects.

Song discussed trends in lighting. She noted that both CFL and LED light sales are trending upwards and that LEDs are starting to increase more rapidly. She also noted that she found it surprising that there were not as many ENERGY STAR compliant LEDs as there were non-ENERGY STAR compliant LEDs. In regards to pricing, she noted that the prices and trends are volatile with some LED bulbs increasing in price and others decreasing. She noted that this is something they are keeping an eye on to make sure that it is cost effective and the best option for their customers. Pereira added the rapid growth in LEDs per residential direct install which went from none in 2012, to one per assessment in 2013, to thirteen per assessment through October of 2014.

Pereira also discussed the targeting they have done to go after customers who represent the best opportunity for early boiler replacements. She noted that as part of the program they have increased from about 2,000 replacements in 2012 to a projected 8,000 replacements in 2014.

Transitioning to deeper savings on the C&I side, Dave Gibbons noted that C&I is much different than residential in that they typically involve large custom projects that might span multiple end-uses, buildings, and years of investment. Michael Sommer discussed the example of Old Castle Stone Products. He noted that they invested in a 1.8 million dollar project with about 400,000 dollars in incentives to replace outdated equipment. Sommer noted that the result was that the customer was able to reduce their hours of operating equipment from 8,700 hours per year to 1,500 hours per year, further noting that this saves the customer about 400,000 dollars per year.

Johnson noted that he was concerned that there was all this effort on deeper savings when the demand for shallower savings is not even being met.

Halfpenny noted that the Council did want to know about the backlog on weatherization with the increased demand. She also noted that she thought it would be possible to do both shallow and deep savings. Vavak responded to indicate that the average customer has about a two to three week wait to find a time that fits into their schedule for an audit and about a five to six week wait for insulation.

Margie Lynch noted that she appreciated the PAs presentation and that she hopes it is the start of a longer term discussion with the Council. She also noted to the Council that Consultant team thought that the pricing available to customers for LEDs might be more favorable than the ENERGY STAR data from the presentation indicated. Song noted that they are not quite in sync on that topic at the moment but that the conversation is continuing.

Halfpenny noted that she would like to see more in the deep energy retrofit space and customer satisfaction with lighting.

Adjournment:

Halfpenny thanked the Council for their hard and dedicated work and that she would be in touch regarding the December meeting. She adjourned the meeting at 4:10 pm.