



EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, January 8, 2020
100 Cambridge St, 10th Floor
Boston, MA 02114

Executive Committee Members Present: Don Boecke, Amy Boyd, Emmett Lyne, Rick Malmstrom, Maggie McCarey (for Judith Judson)

Other Attendees: Eric Belliveau, Adrian Caesar, Elizabeth Cellucci, Audrey Eidelman (for Maggie Downey), Rachel Evans, Jonathan Goldberg, Jodi Hanover, Jerrold Oppenheim, Emily Powers

1. Call to Order

McCarey, as Chair, called the meeting to order at 10:09 AM.

2. Executive Committee Updates & Business

2020 Council Priorities Update

Powers, McCarey, and Boyd indicated that they are in the process of determining 2020 Council priorities. They are set to meet January 9th, 2020 and plan on holding Council priority discussions during the Council's January 22nd meeting. McCarey noted that the vote on the 2020 Council priorities will be included in the Council's February meeting agenda.

3. Consultant Team Work Plan

Annual Consultant Team Work Plan Review

McCarey noted that the technical consultant's (C-Team) contract is still being finalized, pending feedback from the Executive Committee prior to voting on the final work plan during the Council's January meeting. In addition, she described a new process for defining quarterly tasks (priorities) such that the Executive Committee can assist DOER in guiding C-Team efforts and increasing transparency around the C-Team's work.

Belliveau presented the 2020 C-Team work plan and budget to the Executive Committee. He described strategic changes that have been proposed, including the addition of new consultants and subject matter experts (SME's) in areas such as distributed energy resources, demand response, and low-income equity. Belliveau indicated that suggestions and feedback provided by Executive Committee members to the C-Team priorities will be added into workplan updates.

First Quarter Tasks and Deliverables

Belliveau transitioned into the First Quarter (Q1) priorities and tasks identified for 2020, as well as some that may feed into Q2. Selection of the best key performance indicators, according to Belliveau, will be crucial for identifying trends and evaluating both past and future program performance. McCarey asked whether there would be a review of the 2019 Q4 results in the January or February Council meetings. Belliveau responded that the review would likely occur during the March Council meeting. Lyne added that the 2019 Q4 results will be available around mid-February, which would provide sufficient time for analysis and presentation generation. McCarey then emphasized the importance of analyzing the 2019 results in order to determine which strategic adjustments program administrators (PAs) should implement moving forward.

Belliveau added that the C-Team will contribute to the potential studies being conducted in Massachusetts by the PAs and their selected third-party organizations. McCarey recommended that the C-Team review potential study scopes and objectives, produce a short report to ensure the studies meet DPU order requirements, and facilitate cooperation with the PAs to optimize the content of the potential studies. Belliveau suggested the C-Team will work with the Council and PAs to establish a potential study scope review process. Lyne said he expects PAs to disclose potential study scopes in Q1 as early as mid-January. Belliveau commented that potential study results would have to be concluded by the end of 2020 in order for them to be useful in planning for 2021. Lyne responded that finalized potential study results are not guaranteed for the end of 2020, despite experience Belliveau shared regarding a New Jersey potential study conducted in about three months.

Lyne asked if there were any lessons derived from heating electrification conducted in Maine. Belliveau replied that the need for a holistic approach was a key takeaway from the heat pump installation efforts there. In Maine, indoor wall unit heat pumps were pushed, despite the lack of aesthetic appeal; Belliveau suggested that this would present a larger issue in Massachusetts since there are many multi-room houses in the state. Additionally, he indicated that hydronic system heat pumps should be considered as they have better heating capacity. Boecke, Boyd, and McCarey agreed that any opportunities to optimize heating electrification strategy and implementation should be explored.

Belliveau addressed the increased difficulty of meeting energy efficiency goals in the future, which influenced the 2020 work plan. He alluded to demand management, strategic energy management, and energy optimization as much more complex systems to implement when compared to product sales-driven savings that were achieved in the past. McCarey, given that 2020 is the second year within the 2019-2021 planning cycle, noted that she has not observed substantial changes to program design or fuel displacement incentives within energy optimization. She recommended that the C-Team and PAs make fuel displacement incentives a

Q1 2020 priority, as deferring energy optimization program changes would hinder progress toward savings goals.

Regarding the technical services described in the work plan, Belliveau indicated that there would be no major changes for 2020. He added that since the Council website does generate substantial user traffic, some changes to the website could be helpful, including updated summary data and pictures. McCarey said that DOER will work on creating a dashboard for program progress updates once high-level metrics to display are selected.

Jacobson, in reference to low income-specific programs, prioritized meeting with the C-Team as early as possible in Q1 in order to set expectations for staff resource allocations. McCarey added that MMBtu measurement issues addressed in the work plan, though not described in the presentation, were still a Q1 priority as PAs need to file this decision in the annual report in May.

4. Columbia Gas Greater Lawrence Proposal

Installation Incentive Extension

Cellucci and Lyne provided the Executive Committee members an update on the Columbia Gas request to the Department of Public Utilities (DPU) regarding the extension of enhanced insulation and air sealing incentives in 2020.

McCarey asked for clarification on what Cellucci was expecting from the Council, as it relates to the enhanced program offerings in Greater Lawrence. Cellucci responded that Council member feedback and support of the draft resolution to the Department of Public Utilities (DPU) is important to obtain.

Boyd asked if the proposed extension of the enhanced incentives also includes enhanced customer outreach. Cellucci indicated that the enhanced outreach during 2019 included targeted advertisements and outreach from Columbia employees in the field and at open houses, but these events will no longer be held. Cellucci added that there will still be a focus on advertising low-cost installations, but they will not have to invest significant funding into this since the contractors and insulation vendors have been propagating the incentive information independently. Cellucci also predicted that if the enhanced program offerings in Lawrence, Andover, and North Andover were extended without modifications, contractors would continue to focus on serving residents in Andover as they did in 2019 since the open market allows them complete autonomy over areas they serve. Boyd suggested that the Council should offer support of extending the program offerings if changes were implemented to remediate the equity issues; she alluded to comments related to increasing the number of job completions in Lawrence, which were provided by Mary Wambui in the Council's November 20th meeting.

Cellucci reiterated that Council member input is key for mitigating the job completion disparities between Lawrence, Andover, and North Andover, but actionable feedback will need to be provided in order to make any changes to the enhanced incentive offerings. McCarey stated the Council can recommend a strategy specific to Lawrence that might involve methods to boost low-income customer participation in the program. Boecke added that housing stock is a

contributing factor in the customer participation discrepancy issue that might not be easily addressed by the Council.

McCarey asked if there was data on how many LEAN customers in Lawrence were unable to receive services. Jacobson also highlighted the need to understand low-income participation more thoroughly. He indicated that tax liens have been one common obstacle to offering services to low-income residents. Cellucci responded that delinquent water bills do not hinder the provision of services in Lawrence, while property taxes do.

Cellucci mentioned that the draft resolution extension letter was created by a wider group of individuals that are not all directly involved with Lawrence. Boyd responded that Lawrence is a municipal community partnerships target, and perhaps members of the Lawrence community may provide better recommendations around how to better serve residents.

Belliveau asked about the cost-effectiveness of the enhanced incentive offerings, and why they were limited to three areas if the goal is to pursue all cost-effective savings. Cellucci indicated that the offerings are still cost-effective, but funding allocation is a constraint.

McCarey highlighted that conversion rates in Lawrence were lower for both low-income and market rate customers than in Andover and North Andover, which Cellucci attributed to barriers for completing work after home energy assessments are completed.

Cellucci announced that the Council should submit recommendations and feedback on how to handle the enhanced air sealing and insulation incentive extension as soon as possible in order to vote on a resolution in February. Columbia needs to fully disclose what they will be offering customers in 2020, especially as it relates to the status of the enhanced incentive extension. In addition, she indicated that since they have already exceeded the Residential budget by about \$7 million a mid-term modification may be necessary. She noted that she would prefer the Council to fully vet the resolution to understand the dilemmas the PAs face, and then discuss steps to ameliorate the equity issues in the Council's January meeting.

5. January EEAC Meeting Agenda Finalization

McCarey listed the topics on the Council's January meeting agenda. The agenda items included discussion of the Columbia Gas efforts in Greater Lawrence, 2020 Council priorities discussion, Consultant Team work plan for 2020, and preliminary results of the Daily Dispatch evaluation. McCarey said that since the full Cape Light Compact Cape and Vineyard Electrification Offering (CVEO) proposal had not been discussed by the Executive Committee, they would have to postpone discussion of it to a later meeting, potentially voting on the proposal during the Council's February meeting.

6. February EEAC Meeting – Draft Agenda Topics

McCarey outlined potential agenda items for the Council's February meeting. These included a vote on the Daily Dispatch Resolution, Low-Income Program Update, 2020 Council Priorities, CVEO Proposal, and DPU Budget Request.

Jacobson requested that the vote on the Low-Income Program Update be deferred to the April or May Council meeting to allow adequate time for Council members to provide feedback.

7. Adjournment

McCarey, as Chair, adjourned the meeting at 11:18 AM.