



MEETING MINUTES

Wednesday, July 24, 2019
100 Cambridge St, 2nd Floor
Conference Rooms C & D
Boston, MA 02114

- Councilors Present:** Greg Abbe (for Janelle Chan), Marie Abdou (for Chris Porter), Cindy Arcate, Don Boecke (for Maura Healey), Amy Boyd, Elizabeth Cellucci, Tim Costa (for Victoria Rojo), Steve Cowell (for Paul Gromer), Justin Davidson, Mary Downes (for Cindy Carroll), Maggie Downey, Frank Gundal (for Tilak Subrahmanian), Charlie Harak, Elliott Jacobson, Paul Johnson, Judith Judson, Rick Malmstrom, Deirdre Manning, Audrey Penna (for Michael Sommer), Robert Rio, Stephanie Terach, Mary Wambui, Sharon Weber (for Martin Suuberg), Brooks Winner (for Cammy Peterson)
- Councilors Absent:** Michael Ferrante, Andrew Newman
- Consultants Present:** Eric Belliveau, Adam Jacobs, Craig Johnson, George Lawrence
- DOER Staff Present:** Rachel Evans, Maggie McCarey, Alex Pollard, Emily Powers
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1. Call to Order

Commissioner Judson, as Chair, called the meeting to order at 1:15 PM.

2. Public Comment

Susan Olshuff – ener-G-save

Olshuff expressed appreciation for hearing about the community partnerships program. She indicated her understanding is that the program would be implemented through an application and not through assignment. She asked when the application process would be made public. She indicated that she hoped that the application process would be more about building the case for what a community wants to do and less about requiring a full description of their plan.

Stan Rosenberg – ener-G-save

Rosenburg, speaking about the home energy scorecards, encouraged the PAs to not reinvent the wheel. He suggested that the United States Department of Energy Energy Star rating system is state of the art and that the PAs could build upon that and tweak it where necessary. He also noted that the city of Atlanta had developed its own system that was built off the Energy Star system.

Emily Jones – Local Initiatives Support Corporation (LISC)

Jones noted that affordable housing partners are excited to hear about the incentive levels that were recently set for multifamily passive house. She added that she was excited to see what incentives are developed for low-rise multifamily and single-family passive house. Jones also indicated that she was pleased with progress being made on passive house training opportunities such as certifications and lunch and learns.

Julia Nassar – Boston Green Ribbon Commission

Nassar noted that A Better City and Healthcare Without Harm were pleased with the quality of content and the high ratings that participants gave at a recent National Grid and Eversource sponsored Building Operator Certification (BOC) Level 1 training session. She added that participant feedback expressed interest in a follow up training specific to HVAC controls which currently do not exist as a standalone training opportunity. Nassar also indicated that A Better City would be hosting focus groups from the BOC Level 1 training and members of their sustainability groups in September to gather information on what training structure and course content would best suit their needs. Finally, Nassar reiterated continued interest in establishing a commercial and industrial working group or similar process that could strengthen stakeholder engagement and coordination to increase the amount and persistence of savings.

Jim Conlon – Focus Electrical

Conlon indicated that as an electrician he has seen maintenance deferred every where he works and particularly in commercial properties. He indicated that he understands that the PAs do not want to pay for maintenance but suggested that they could consider it if pay-for-performance or equipment and system performance optimization were down with a metering function. Conlon also referenced the effective practices for small businesses memo from a few years ago which recommended enhanced collaboration with small companies. He recommended that the PAs pair with small electrical and refrigeration companies.

3. Council Updates and Business

Commissioner Judson informed the Council that updates on the data dashboard and Columbia Gas' efforts in Greater Lawrence were included in the meeting materials but would not be discussed as part of the meeting agenda.

Commissioner Judson welcomed Greg Abbe as the newly appointed designee for the Massachusetts Department of Housing and Community Development seat.

June 5, 2019 Executive Committee Meeting Minutes

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

June 19, 2019 EEAC Meeting Minutes

Boecke motioned to approve the minutes as submitted. Manning seconded. All were in favor, with none opposed. Abbe, Harak, Wambui, and Winner abstained. The minutes were approved, as submitted, by the Council.

Update on Home Energy Scorecards

McCarey noted that the term sheet for the 2019-2021 Plan included home energy scorecards as part of the in-home energy assessment. She indicated that DOER was working closely with the program administrators (PAs) on the details of what that would look like and how it would be implemented. She added that the initial target was to have that completed for July but that she did not expect that target to be met. McCarey suggested that DOER and the PAs would come back to the Council once a more concrete update was ready.

Johnson asked why the home energy scorecards would not be required at time of sale. McCarey indicated that the intent of the scorecards was to provide customers with easy to read and transparent information on the current state of their home and what would happen if they implemented measures recommended in the assessment. She added that the PAs and the Council have no authority to mandate inclusion during time of sale. Cowell and Davidson indicated that customers could provide the scorecards as part of their listing when selling their home but that they would not be required to do so. Commissioner Judson added that the Council is not able to push for legislation, but that the scorecards can be made available so that if legislation were to be passed the materials would already be developed and ready for use.

Passive House Incentive Update

Brendan Giza-Sisson, on behalf of the PAs, gave an update on passive house incentive levels that the PAs have set. In his presentation, he reviewed information about the incentives for multi-family buildings including timing, activity, amount, and maximum amount. He added that the PAs were working on the incentive amounts for low-rise and single-family homes and that they would be available in the fourth quarter of 2019. Giza-Sisson also reviewed the training offerings that the PAs would be providing.

Johnson indicated that the passive house incentive reminded him of the Home Performance with Energy Star program and asked how they were different. Giza-Sisson indicated that the passive house efforts are for an in-depth performance certification.

Cowell asked if there was a specific set of standards and guidelines available or if those were still being developed. Giza-Sisson indicated that they would be using Passive House Institute's guidelines. Cowell asked if there would be a fuel-blind component to the evaluation to address unregulated fuels. Giza-Sisson indicated that they did not have a structure for fuel-blind components but that they would treat it like they would in the PAs other standard programs.

Cape Light Compact and Eversource Negotiations Update

McCarey informed the Council that the Executive Committee (ExCom) had been working closely with the two parties to ensure that they can come to an agreement. She indicated that the ExCom received a positive update at its July meeting where the two parties suggested that they were very close to an agreement.

Boyd stressed that the agreement needs to be finalized by the August meeting given that the Council is charged by the DPU to recommend a solution in September if an agreement is not reached. Commissioner Judson agreed and added that DOER would be willing to help facilitate any further conversations between the two parties should they find that useful.

Ground Rules Update

Commissioner Judson gave a quick review of the Council's ground rules as a reminder for those that have been around for a while and for those that are new. She added that the Council has a lot of content to get through during its meetings and that it is important that the Council has a collaborative and open environment so that it can be effective as possible. The Commissioner noted that the ground rules were established in the Council's bylaws in 2015 and that they apply to voting and non-voting members. Commissioner Judson reminded the Council that their questions and comments must be clear and that they must be relevant to the topic that was being presented, that their questions and comments are limited to three minutes, and that they should be respectful of other Councilor's ideas and that personal attacks are not allowed.

Johnson indicated that he felt he crossed the line earlier in the year and apologized to the Council for his performance during that period.

4. Commercial & Industrial Program Enhancements

Ezra McCarthy and Maryette Haggerty Perrault, on behalf of the PAs, presented updates on commercial and industrial (C&I) program enhancements. Their presentation included updates on active demand reduction, equipment and systems performance optimization (ESPO), upstream kitchen equipment, and nonprofit marketing development with PowerOptions.

Active Demand Reduction

Johnson asked why Eversource was only able to enroll one account for the storage daily dispatch. McCarthy noted that they were expecting more but that they have not completed the interconnection process. He added that the interconnection process for storage projects is similar to combined heat and power which takes a long time given a lengthy study period.

Cowell asked what the criteria is for calling an event. McCarthy indicated that their decision-making process is tied to the avoided cost benefits that the PAs can claim. He added that avoiding capacity, transmission, and distribution costs are driven by demand and not price which is why they tie their decision-making process to system peaks.

Equipment and Systems Performance Optimization

Malmstrom indicated that he was pleased to hear that the PAs were getting a good response on the ESPO enhancement. He asked the PAs how they determine what financial incentives get assigned through ESPO. Haggerty Perrault indicated that the C&I management committee

approved dollars per kilowatt-hour and therm savings. She added that low cost tuning measure incentives are based on individual measure costs and that all the incentive information is on the application form available on the Mass Save website.

Johnson asked why the pay-for-performance (P4P) model was mismatched with retro commissioning (RCx) opportunities. Haggerty Perrault indicated that RCx is considered a low cost or even no cost measure, however costly study work needs to go into it to make sure that changes can be made which creates the mismatch. She added that she thinks positioning the program with more early intervention will help drive more projects forward.

Cowell asked how the PAs saw the role of customers they are working with versus what the marketplace is offering. Haggerty Perrault indicated that the PAs have held about two dozen interviews with vendors in the private sector to figure out what does and does not work.

Boyd asked if the PAs could talk more about what they were thinking for workforce development. Haggerty Perrault indicated that they are trying to identify what people engaged in the program will need. Boyd asked if training would be provided for trades people in addition to the PA vendors? Haggerty Perrault indicated that training to date has been focused on PA vendors but that she could see that expanding in the future.

McCarey asked how ESPO interacts with Strategic Energy Management (SEM). Melissa DeValles noted that ESPO came out of the research the PAs committed to doing on SEM in the previous three-year plan. She added that out of their research they identified two pathways. The first pathway was to identify ways to improve how they go to market with low- and no-cost measures which is what ESPO ended up being. The second pathway is a long-term approach to understanding how the SEM cohort model currently being tested can be applied to a customer profile for the entire state.

Belliveau asked if both ESPO and SEM would exist in the programs in the future. McCarthy indicated that he thought that would be likely given that they target customers in different ways.

Upstream Kitchen Equipment

Weber asked how much the incentive was for condensing units and how that compared to customers total cost. McCarthy indicated that he was not sure off the top of his head but that he could look it up and get back to Weber.

Nonprofit Marketing Development with PowerOptions

Cowell highlighted the importance of getting intermediaries that small businesses already know and trust involved in the marketing process. Johnson agreed, and added that engaging even just a couple of small business networks will help spread the information quickly.

5. Small Business Delivery

PA Presentation

Ezra McCarthy, Joe Van Gombos, Lindsey Henderson, and Bill Bullock, on behalf of the PAs, led a presentation on small business delivery. In their presentation they reviewed the delivery

pathways available to small businesses and non-profits, highlighted recent findings from the customer profile study, discussed how they are using segment specific approaches, and reviewed campaigns that they are running in 2019.

Wambui referenced a point in the presentation where the PAs indicated that professional energy efficiency services firms manage the entire customer experience in the turnkey delivery path. She asked how diverse those firms are and what their geographical distribution was.

Wambui referenced the PA's discussion during the segment specific approaches portion of their presentation and suggested that translated fliers are not enough to drive projects. She suggested that they do more to include people who speak those languages when working with customers. Bullock noted that the PAs do try to bring someone who speaks different languages when they do their main streets campaigns.

Wambui suggested that when the PAs work with restaurants that they should do more to work with small businesses and not just regional and national chain restaurants. McCarthy indicated that small business restaurants are not excluded from their efforts.

Winner asked how the cities targeted in the main streets campaign were selected. Bullock indicated that in some cases cities selected were a result of a downtown coordinator or sustainability officer reaching out and expressing interest.

Weber indicated that she would like to know how many of the towns and communities in Massachusetts the PAs have reached through their main streets campaigns. She added that the PAs should strive to doing those campaigns in every city and town in the state.

Belliveau asked if the PAs had considered what the main streets efforts would look like once claimable savings from efficient lighting went away. Bullock suggested that it would probably look like ESPO but for small customers.

C-Team Presentation

George Lawrence, on behalf of the consultant team (C-Team), gave a presentation to the Council on the small business turnkey pathway. In his presentation he focused on ways to improve the small business turnkey pathway so that it becomes more comprehensive. He also suggested that the turnkey pathway be an ideal starting place for energy optimization in the C&I sector.

Boyd asked if the PAs manage their vendors according to their performance. Bullock noted that Eversource manages its vendors by giving them monthly goals and scorecards that hold them to their performance. He added that they also meet with them as a group to share best practices and individually if their performance is lacking.

Abbe encouraged the PAs to think about ways to engage different businesses when they are making HVAC improvements to also do weatherization at the same time.

6. Adjournment

Commissioner Judson, as Chair, adjourned the meeting at 4:01 PM.