



EXECUTIVE COMMITTEE MEETING MINUTES

Wednesday, November 2, 2016
100 Cambridge St, 10th Floor
Boston, MA 02114

Attendees: Eric Belliveau, JoAnn Bodemer, Donald Boecke, Amy Boyd, Betsy Glynn, Jonathan Goldberg, Frank Gundal, Craig Johnson, Margie Lynch, Emmett Lyne, Richard Malmstrom, Jeremy Newberger, Jerrold Oppenheim, Alex Pollard, Matt Rusteika, Arah Schuur, Steve Venezia

1. Welcome and Introductions

Schuur welcomed everyone at 2:35 PM.

2. November Agenda

Rusteika noted that the November meeting would be mainly focused on the residential sector and that the agenda is mostly unchanged from what was proposed at the last Executive Committee meeting. He noted that in addition to usual Council business, the proposed agenda included third quarter results from the PAs, an update on the renter and moderate income initiatives from the PAs, an overview of the multifamily sector from the consultant team (C-Team), and a residential electric savings forecast from the C-Team.

Newberger spoke on behalf of the PAs with regards to the update on the renter and moderate income initiatives. He noted that the presentation would have four parts that would include an overview of the initiative, year-to-date participation, qualitative lessons learned, and marketing. Schuur indicated that that all sounded good and that it would be good to hear how things are going.

Lynch spoke on behalf of the C-Team with regards to their agenda items. She noted that the first presentation would be an overview of the multifamily sector. She noted that the multifamily sector is complex and so they wanted to start by providing some information on the sector and its initiatives. She also noted that the C-Team is working on a white paper that would be part of the presentation. Lynch suggested that they would also be highlighting some quantitative indicators and comparing them between initiatives. For the second presentation she noted that they would be talking about what they think is going to happen to residential lighting and how they think they will be able to fill that in.

Gundal reminded everyone that they are not losing lighting savings, rather that the market is changing and so their ability to claim those savings are going away. Belliveau agreed and noted that that was a good point.

Newberger asked what the timeline of their residential forecast would be. Lynch indicated that the primary focus would be on the 2019-2021 plan period and that the analysis would be reasonably high-level.

Malmstrom asked what level cost-effectiveness is evaluated at. Newberger noted that it is evaluated at the program level. Goldberg added that that will be changing to the initiative level. Boecke and Glynn also had a brief discussion about how and what non-energy impacts (NEIs) should be incorporated in the cost-effectiveness testing. Glynn noted that social benefits beyond what are already being captured should be explored. Boecke agreed, but questioned at what level it should be something that electric ratepayers are paying for. He suggested that maybe others should be paying for some of the social benefits, such as the healthcare industry. There was a general consensus that it would be worth having a discussion on this topic at a future meeting.

3. December Meeting

Rusteika asked if anyone had ideas of what could be covered at the December meeting. He noted that they definitely would like to have the C-Team report back on their analysis of the Three-Year Term Report. He also noted that 2017 Council priorities needs to be discussed and either voted on in December or January.

Glynn asked the question if whether it would make sense at to have a call out for public comment at the end of the year. She noted that she was wary of having too busy of a meeting in December and that she was thinking the call for public comment would serve as a reminder to stakeholders that public comment can be heard at meetings or through written letters to the Council.

Belliveau asked that the C-Team have just a few minutes to give a quick update on their recent efforts to reach out and work with Councilors more directly. He also previewed how the C-Team would be presenting their analysis of the Three-Year Term Report and that they would like to know whether or not the style of their analysis works for Councilors. Newberger asked if the C-Team was working with the PAs to make sure their interpretation of the results was the same. Belliveau indicated that it was.

4. Preview of January and February Meetings

Pollard noted that the next commercial and industrial (C&I) themed meeting would be in February of 2017. He indicated that most of the items required by the Council's priorities have been covered but that DOER wanted to start getting a sense of things that Councilors might want to hear about at that meeting.

Malmstrom noted that he wanted the PAs to tell him what they were interested in since they are out on the front lines and should have a pulse on what might be new and exciting. He also

indicated that he would like to hear some examples of projects, technologies, or strategies that have been successful and that have failed. Lyne noted that he thought that would be a great idea and that the PAs would appreciate the opportunity to present on something like that.

Belliveau asked if there would be any way to have the PAs present on their customer engagement platform. He added that he recognized that it is more cross-cutting than C&I, but that it would be interesting to hear more about. Boyd added that it would be good to hear how that is going. Gundal noted that the PAs could certainly do something like that. Schuur asked if it would make more sense to do it in a C&I themed meeting, or in a meeting with a different theme. Gundal noted that their engagement platform is different for different sectors, so it might be best to do separate versions of the presentation at the appropriate meetings.

Glynn suggested that it would be good to hear about new or changing initiatives that the PAs are thinking about or considering.

Boyd indicated that it might be helpful to hear about opportunities for program evolution to account for changes in lighting. Pollard noted that he thought that the last C&I meeting covered that pretty well.

Lyne added that they could go back to the CIMC and raise the question to see if they have any additional ideas.

5. Council Priorities

Schuur began by giving an introduction of the current draft of the 2017 Council priorities.

Lyne noted that the PAs felt that the draft was well written and consistent with discussions that the PAs have had with the Councilors. He provided some overarching comments on the draft document. Where there were references to demand savings, he suggested that the language be revised to be clear that they are talking about active demand so that it is clear that the PAs are still achieving a lot of demand savings. Another comment was that the PAs thought language suggesting that C&I goals would need to increase was premature and that it should instead suggest that additional focus might be placed on other sectors. Lyne also recommended a variety of other minor edits to language as it related to pay for performance, participation, and the technical reference library.

Boyd indicated that she would be hesitant to change the language with respect to Lyne's comments about active demand versus just demand savings. She noted that the priorities are about more than just active demand. Goldberg indicated that the PAs did not want to lose sight of the fact that there is peak demand reduction with energy efficiency. Schuur noted that she was not hearing any disagreement of the intent of the wording, just how it may be read by others. She noted that DOER would edit the language to reflect everyone's thoughts.

With respect to Lyne's comments about it being premature to say C&I goals need to increase, Boyd suggested that language be added to reflect that other sectors would be looked at as well. Lyne noted that he did not think language saying that additional focus be placed on the C&I

sector would be problematic, rather that they just felt it was too early to say goals have to go up. Boecke noted that he was okay with the language as is. He added that it might be fair to also include some language that suggests that they would like to see C&I goals increase given that many Councilors seem to feel that way.

Boyd noted that the priorities document usually has some language to indicate an expectation that the PAs go broader and deeper with savings. Lyne indicated that the PAs are always doing that. Schuur noted that she thought it would be appropriate to include that language somewhere.

Malmstrom noted that he would hope that language about potential program improvements such as pay-for-performance and strategic energy management remains in the document. Lyne noted that the PAs comments regarding that language was that those strategies might be great but that they might also not be the best of equitable participation by customers and that better strategies might exist.

Schuur noted that DOER would try to address all the feedback and that they would then bring this document to the full Council at the December meeting at which point the Council can either vote for it or decide to push the vote to January if more amendments are needed.

6. Adjournment

Judson adjourned the Executive Committee at 3:47 PM.