

**Massachusetts Energy Efficiency Advisory Council**  
 Meeting Minutes (DRAFT)  
 Tuesday, July 13, 2010

**Councilors Present:**

<b>Voting</b>	<b>Present (designee)</b>	<b>Non-Voting</b>	<b>Present (designee)</b>
Heather Clark	X	Derek Buchler	X
Martha Coakley	Danielle Rathbun	James Carey	X
Penn Loh	X	Penni Conner	X
Lucy Edmondson	X	Alisha Frazee	
Philip Guidice	Frank Gorke	Kevin Galligan	X
Debra Hall	X	George Gantz	X
Charles Harak	X	John Ghiloni	
Elliot Jacobson	X	Paul Gromer	X
Jeremy McDiarmid	X	Andrew Newman	
Rick Mattila	X	Richard Oswald	X
Robert Rio	X	Michael Sommer	Robert Gyurjan
		Edward White	Carol White

DOER: Steven Venezia

Consultants: Paul Horowitz, Jeff Schlegel, John Livermore

**Present:**

MaryJo Connelly	Fran Cummings	Frank Gundal
Jack Habib	Natalie Hildt	Lyn Huckabee
Birud Jhaveri	Sue Kaplan	Jeff Leupold
Tiffany Mackie	Emmett Lyne	Danah Tench
Mark Siegal	Ben Spruill	John Walsh
Tilak Subrahmanian	John Wells	Don Wells
Christine Vaughan	Bob Dvorchik	Monica Cohen
Trish Walker	Theresa Lavoie	Toby Ast
Elisabeth Krautscheid	Keith Wrightson	Dan Sosland
Thomas Darling		

I. Introduction

Gorke convened the meeting at 2:05pm. He mentioned that Heather Clark will be leaving the Council and thanked her for her efforts. He also mentioned upcoming Council field trips to Genzyme and project sites in Western Mass.

II. PA Quarterly Reports, Second Quarter 2010 – Part 1, Qualitative

Gorke asked the PAs to present the results of their quarterly reports. Lyne indicated that this month will be the qualitative report, and next month the update on savings and metrics will be presented. Walker presented the slides for the PAs and touched on some highlights of Q2, including: EM&V is in full swing; in progress with integrated gas and

electric planning and implementation; and it has been a challenge for the parties to pursue all financing channels.

Walker noted that residential and low-income programs are generally doing well, but that there is some variability in participation by program and area of the state. She explained that C&I results are mixed, with some challenging economic conditions in some areas such as Fall River. Walker noted the importance of creative financing to getting more customers to participate. Schlegel asked if the PAs have a sense of what percentage of projects are deep, multi-measure projects. Lyne said that the PAs can pull this info together as they're looking at next quarter's numbers.

Buchler presented slides showing three success stories from the Bay State Gas C&I programs, representing three very different types of customers: 1) Medical Center in Western Mass; 2) Greater Lawrence Sanitary District, which serves 4 towns and 3) Callaway Golf, which is involved in a 4 year project with the company. Buchler also commented on 170 surveys received back from residential customers, which reported high customer satisfaction.

Galligan presented a case study of Hyannis resident, Cynthia Haun, who has reduced her annual electricity use by 52% using a combination of program incentives, participation in the pay-and-save pilot, and funds from the HEAT Loan program option. Galligan noted that case studies are an inexpensive way to promote program services and that the PAs will be preparing more of them.

Conner noted that the PAs are trying to be smarter about how they identify and locate small business customers, and she explained the NSTAR data mining pilot's three step process: 1) Enhance NSTAR data to create leads, 2) prep leads with customized analysis; and 3) follow-up by the Small Business Solutions vendor. Conner explained that DetectIT software can take C&I accounts and triage them into to reach customers more apt to participate. She noted that the early results indicate a large improvement in outreach effectiveness. NSTAR is considering using this approach in the residential sector and combining it with O-Power.

Gorke noted that the quarterly reports have a lot of information for people to absorb, and he suggested maybe distilling reports down to four key things that Councilors need to know/track, in the form of a dashboard. Schlegel noted that this approach could also be used with the data.

### III. PA 2010 Mid-Year Adjustments (Unitil, WMECO)

Gantz and Oswald presented their mid-year budget adjustment proposals for Unitil and WMECO respectively. They indicated that requests will be submitted to DPU in a week or so, and they each prepared a draft resolution for the Council, based on NGRID's recent resolution. To respond to increased customer demand, Unitil proposed to request additional funds for both the electric and gas programs in the residential sector and additional monies for its gas C&I programs.

For similar reasons WMECO proposed to request additional funds for Mass Save for the rest of 2010, while shifting funds within the C&I sector to address customer response in the programs. A discussion ensued. WMECO's additional residential initiatives included in their funding proposal were questioned. Oswald explained that details of the additional initiatives had not yet been worked out, and that the focus is on resolving the Mass Save budget issue.

White noted that the DPU had indicated that PAs do not have to shut down programs while requests are being considered, so the PAs can stay in compliance with the GCA mandate regarding obtaining all available cost-effective energy efficiency. In response to a question from Schlegel, White and Conner stated that the PA-proposed 2010 mid-year modifications and the associated impacts on the performance incentives would not reset the 2010 performance incentive target levels.

Gorke recommended adopting Until's proposal as proposed. Edmondson moved, Harak seconded. The motion was approved with one abstention (Rathbun).

A motion to consider WMECO's proposed resolution was proposed by Edmondson and seconded by Hall. After discussion of specific modifications to the company's proposed resolution, . Harak proposed a Motion to amend the original document; McDiarmid seconded. The resolution as amended was approved with one abstention (Rathbun).

#### IV. 2011 Midterm Modifications

Schlegel discussed the opportunity under 08-50 for mid-term modifications to the PAs' three-year plans. He noted that the DPU originally asked for modifications by August 2<sup>nd</sup>, and that the consultants are proposing an October 29<sup>th</sup> filing date (proposal schedule included). Schlegel explained that the Council would be reviewing drafts in the July and August meetings, and that there will be a lot of interaction between consultants and PAs on this. He noted that program descriptions would not need to be re-filed, but that most of the tables will need to be updated.

Lyne mentioned the parallel process of the DPU 08-50 working group which is tackling mid-term modification timing and format. He indicated the need to synch up with DPU on this, and agreed with Schlegel on the need to be focused on modifications as outlined in 08-50. Rathbun commented that the mid-term process is not intended for the re-visitation of every single sentence in the three-year plans. Venezia added that the Council had always acknowledged that there would need to be mid-course modifications, and he suggested sticking to the big topics.

#### V. Calendar and Council Priorities for 2010 – Nine Month Calendar

Gorke referred Councilors to the handout in their package.

## VI. Technical Reference Manual (TRM)

Gorke noted that the TRM is in the calendar, and urged everyone involved to get it done. White explained that the process is moving along well and on-schedule. Schlegel noted that a working draft would be available in a few weeks, with a final draft to be filed in October.

## VII. Comprehensive Multifamily Low Income Funds Pooling Proposal

Jacobson introduced Gorke noted that the content of this agenda item was not a proposal, but a concept for discussion. Jacobson introduced Wells, who presented slides and discussed the history of the low-income multifamily program, which has been taking applications in 2010. He explained that now the entire budget for the next three years is spoken for, and only 10 of 37 accepted projects can be funded in 2010. He pointed up the imbalance in gas and electric funding in serving low-income multifamily buildings and indicated that imbalance as a barrier to delivery of the program, which they suggested needed to be addressed. Jacobson noted that they want to present a resolution at the August Council meeting to address this.

Gorke noted that the Council may want to develop an approach for mid-year adjustments so as not to deal with requests on an individual basis.

## VIII. Mass Save Home Energy Services Update

Gorke indicated that the Mass Save Home Energy Services Steering Committee will report back at the August Council meeting. He explained that the Steering Committee's job, as a high level policy direction group, will be to build on program success, to take advantage of opportunities for more efficient program delivery and deeper savings per customer, and to provide direction to the RMC. He noted the very short timeline, due to upcoming vendor RFPs, and the need to balance the needs of individual PAs with the needs of a statewide program.

Darling noted that the Rental Task Force would be meeting again, and that two upcoming meetings had been scheduled. Schlegel emphasized the need to be leaving behind HEAT Loan brochure at all audits. Walsh said that it's supposed to be part of the package.

## IX. Consultant Monthly Team Report and Expenditure Report

Gorke referred Councilors to the handout in their package.

## X. Public Comments

Natalie Hildt noted that NEEP's work on common protocols for methods and savings assumptions are rolling into the MA TRM, and that they are sharing best practices through EM&V.

XI. Gorke thanked everyone for their time and adjourned the meeting at 4:58pm.