

**Building on success:  
Update on Cape Light Compact's  
2019-2021  
Three-Year Energy Efficiency Plan**



**Cape Light  
Compact**

*Working Together Toward A Smarter Energy Future*

# Agenda for Presentation



- Overview of Cape Light Compact (CLC)
- Three Year Energy Efficiency Plan – Cape Light Compact Enhancements and New Opportunities
  - 2019-2021 is the fourth 3-year Energy Efficiency Plan filed by the Program Administrators (PAs).
    - PAs = Cape Light Compact and & Investor Owned Utilities (e.g. Eversource)

# Cape Light Compact



- Award-winning energy services organization operated by the 21 towns on Cape Cod and Martha's Vineyard
- Mission: serve customers through delivery of
  - proven energy efficiency programs
  - effective consumer advocacy
  - competitive power supply and green aggregation
- Model for other community choice aggregation programs in MA and nationally



# Background on Three-Year Energy Efficiency Plan



- 2008 Massachusetts Green Communities Act (GCA) mandates *“electric and natural gas resource needs shall first be met through all available energy efficiency and demand reduction resources that are cost effective or less expensive than supply.”*
- 2018 Amendments to the GCA:
  - Explicitly allows for cost effective energy storage and other active demand management technologies
  - Adds cost-effective strategic electrification
  - Explicitly authorizes renewable funding through EE funds
  - Changes cost-effectiveness requirement from program level to sector level (increases flexibility)
- Meetings with Department of Energy Resources and the Attorney General indicate Program Administrators’ 2019-2021 Energy Efficiency Plans should comply with amendments
- Compact works collaboratively with seven other statewide PAs to provide cost-effective energy efficiency programs. These programs are most commonly known as Mass Save®.

# Calendar of Events



Date	Action
November 2017 – February 2018	Stakeholder Engagement Meetings to help inform the 2019-2021 EE Plan
April 30, 2018	Compact & all PAs submitted draft 2019-2021 Statewide EE Plans
September 14, and October 10, 2018	Second draft of Plan submitted Third draft of Plan due
October 31	Compact & all PAs file final 2019-2021 Statewide EE Plan with Department of Public Utilities

## We Want Your Feedback:

- Cape Light Compact's online survey – [www.capelightcompact.org/eeplan](http://www.capelightcompact.org/eeplan)
- Email – [info@capelightcompact.org](mailto:info@capelightcompact.org)

# Overview of Compact Programs



Sector	Program	Initiative
Residential	Residential New Buildings	Residential New Homes & Renovations
	Residential Existing Buildings	Residential Coordinated Delivery
		Residential Conservation Services
		Residential Retail
		Residential Behavior & Active Demand Reduction
Income-Eligible	Income-Eligible Existing Buildings	Income-Eligible Coordinated Delivery
Commercial & Industrial	C&I New Buildings	C&I New Buildings and Major Renovations
	C&I Existing Buildings	C&I Existing Building Retrofit
		C&I New & Replacement Equipment
		C&I Active Demand Reduction

Residential is non-income eligible, 61% + of state median income and includes multi-family (5+ units)

Income Eligible is up to 60% state median income, fuel assistance, and other income eligible benefits

Commercial and Industrial is businesses (including non-profits, churches, etc.), industrial, and municipal

# CLC Specific Program Enhancements



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# Enhanced Residential Coordinated Delivery Offerings



Statewide Offerings	Continue Current CLC Enhancements
90% with no cap on insulation measures for: <ul style="list-style-type: none"><li>- Landlords that agree to complete whole-building scoped weatherization work</li></ul>	100% with no cap on insulation measures for: <ul style="list-style-type: none"><li>- Year-round tenants (who pay their own electric bill)</li></ul>
Gas PAs serve gas heated homes, and electric PAs serve all other fuels	Serve customers with natural gas heated homes who prefer to be served by the Compact



# Enhanced Residential Income Verification Offerings



- Continue Compact-specific income verification for low-income customers

Household Members	60% State Median Income (SMI)
1	\$35,510
2	\$46,437
3	\$57,363
4	\$68,289

- Continue Compact-specific income verification for customers 61-80% of SMI

Household Members	61-80% SMI
1	\$35,510 - \$47,550
2	\$46,437 - \$61,915
3	\$57,363 - \$76,484
4	\$68,289 - \$91,052

# Enhanced Residential Behavior & Demand Management Offerings



- Behavior & Demand Management
  - Considering implementing a home energy report (e.g., OPower)

## UtilityCo

1515 N. Courthouse Road, Floor 8  
Arlington, VA 22201-2909

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\*\*\*\*\*AUTO\*\*S-DIGIT 12345



JANE JOHNSON  
3434 WAVERLEY ST  
APT. 9  
SAN FRANCISCO, CA 94131-1245

### Home Energy Report

November 21, 2015  
Account number 8249865991

We've put together this report to help you understand your energy use and what you can do to save.

Find a list of rebates and energy-saving products and services you can buy.  
[www.utilityco.com/rebates](http://www.utilityco.com/rebates)

## Home Energy Reports—designed just for you



### Why you're receiving this report

Based on your energy trends, you've been selected for our Home Energy Report program. We think you have great potential to save.

- Throughout the year, you'll get customized reports with:
- Insights into how you compare to similar homes in your area.
  - Personalized tips to help you save.
  - A visual snapshot on your progress over time.

See back for frequently asked questions.

## Here's how you compare to neighbors



Oct 21, 2015 - Nov 21, 2015

This is based on 87 similar homes within approx. 4 miles. Efficient neighbors are the 20% who use the least amount of natural gas. See back for details.

**You're using more than your neighbors.**

**8% more natural gas** than average neighbors

## Tips from efficient neighbors



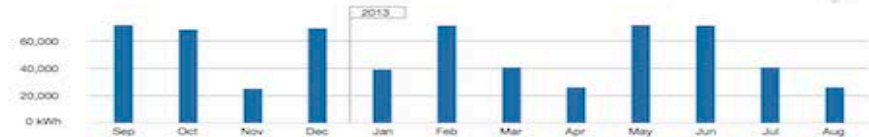
**Unplug electronics when they're not in use**  
Save up to \$75 per year



**Replace your inefficient light bulbs**  
Save up to \$30 over the bulb life

## Track your progress

**This billing period, you used 36% less than last billing period.**



## Save on your next bill



### Replace your old refrigerator

Your refrigerator is on 24 hours a day, seven days a week. As a result, it uses more electricity than any other appliance.

You could save up to 40% on your refrigerator's energy costs when you replace a model manufactured before the year 2001 with an efficient ENERGY STAR® unit. Remember that models with a freezer on the top are generally more efficient than side-by-side models.

**Save up to \$45 per year**

## Frequently asked questions

**What's a kWh?**  
A kilowatt hour (kWh) is a way to measure electricity use. A 100-watt lightbulb uses 1 kWh every 10 hours.

**How is my comparison calculated?**  
Your electricity use is compared to homes with a similar size, building type, and heating system. You can view your home information at <http://test.opower.com>.

**Why does BGE send these reports?**  
When customers save energy, we get closer to meeting our state energy efficiency goals. It's good for everyone.

**How do I stop receiving reports?**  
Call (555) 555-5555.

## We're here to help

► <http://www.opower-test.com/>

► [test.client@example.com](mailto:test.client@example.com)

► (555) 555-5555

## Find more energy saving purchases

► <http://www.opower-test.com/rebate>

# Enhanced Residential Offering Strategic Electrification



- Objectives
  - 700 total non-gas heated participants, tiered services by income
    - Additional incentives for low-income (up to 60%), moderate income (61-80%) and extended moderate income (81-120%) customers
  - Convert oil, propane, electric resistance heat to cold climate heat pumps
  - Install PV systems to support electrification of heating system, reduce GHG emissions, offset increased electricity usage
  - Install battery storage for demand response and resiliency

# Enhanced Residential Demonstration



- Look to explore ways to incentivize connected devices (i.e., smart appliances, WiFi thermostats, plug load controllers, etc.) to reduce residential energy use.

# Summary of Enhancements for C&I Programs



- Continue enhancements for thermal measures in the New Construction and Major Renovation program as well as the C&I Retrofit program
- Municipalities – 7% of total C&I customers
  - Incentives (up to 100%) for greater cost coverage with equipment maintenance training to ensure savings with board approval for projects over \$150,000.
- Continue to offer Small Business incentives up to 100% as well as a zero-interest financing option
- Continue to offer a Business Energy Audit (BEA) which offers 100% incentive coverage for certain instant savings measures (ex. efficient lighting, water saving measures, etc.)
- Non-profits
  - Up to 100% coverage for recommended improvements
    - For 501 (c)(3) that promotes economic, social, cultural development on Cape or Vineyard or to organizations providing services to the low income population
    - Operating  $\geq 3$  years with unrestricted annual op. rev.  $< \$15M$
- Main Streets Initiative

# Enhancements for Residential and C&I Programs



- Exploring residential battery storage to reduce peak demand in homes that have distributed energy resources
  - Will then look to investigate the potential for offering this to C&I customers
- Explore ways to reduce demand through Electric Vehicle Charging
  - Shifting charging to off-peak hours

# Thank You!

April and September Draft Plans

<https://www.capelightcompact.org/eeplan/>

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