



## Energy Efficiency Board Monthly Meeting

Wednesday, November 13, 2019, 1:00 – 3:30 PM  
10 Franklin Square, New Britain, CT (Hearing Room 1)

### MINUTES<sup>1</sup>

#### In Attendance

Voting Board Members: Neil Beup (EEB Chair), Amanda Fargo-Johnson (EEB Vice-Chair), Michael Li, Jack Traver, Bruce McDermott, Amy McLean Salls, Taren O'Connor, Adrienne Houel (phone)

Utility Board Members: Andy Brydges, Liz Murphy, Ron Araujo, Jane Lano

Board Members Not in Attendance: John Wright, Eric Brown, Scott Whittier

Board Consultants: Glenn Reed, George Lawrence, Craig Diamond, Richard Faesy (phone)

Others: Sean Condon, Donna Wells, Steve Cowell, Guy West, Tammy Wilson (phone), Leticia Colon (phone)

#### Process

##### Minutes

The Board considered whether to approve the minutes from the October 10, 2019 Board meeting. Mr. Traver moved to approve. Mr. McDermott 2<sup>nd</sup>. **Vote: all present voted to approve the October 10, 2019 minutes.**

##### Public Comments

Steve Cowell, E For The Future - Mr. Cowell said that next week E For The Future would be kicking off a workforce analysis for the Residential sector in Connecticut. He said they would be working with Eversource and UI. He said the analysis would identify workforce development needs, and they would work with BPI to develop tools that HES vendors can use to ramp up staff and staff training. He also said that E For the Future would soon conduct a heat pump analysis with 20,000 Massachusetts customers who had received heat pumps. He said they would analyze what worked and what could be improved, and pass on lessons learned to other states. He said the heat pump study would include an advisory group comprised of individuals from different states. He said that NEEP would convene/coordinate the advisory group.

Guy West, Clean Water Fund - Mr. West thanked the Board for developing a process for responding to unsolicited proposals. Mr. West said that he was shocked by the way the Clean Water Fund proposal was characterized at a recent Board meeting. He said the lack

---

<sup>1</sup> Meeting materials available in Box.com: <https://app.box.com/s/palbgx5j3c5mmk8xri68mimgjio8xawr>

of response from Board members and Board Consultants at the meeting caused him to think that neither Board members and nor the Board consultants had read the proposal. Mr. West also requested that meeting documents be uploaded to the Box folder sooner than the night before, or day of, meetings.

#### Vote: EEB procedure for managing unsolicited proposals.

The Board considered a draft proposal for a process on how the Board should manage unsolicited proposals. Mr. Brydges suggested that the word “will” should be changed to “may” in the second sentence under the Process subheader. The Board agreed to incorporate that change. Vote: Ms. Fargo-Johnson moved to approve. Ms. O’Connor 2<sup>nd</sup>. All present voted to approve. **Unsolicited proposal process approved, and will be incorporated into Board Process and Operations document (formerly EEB Rules/Roadmap).**

#### EEB 20-year anniversary marketing campaign

Ms. Murphy provided a presentation. Ms. Fargo-Johnson said the primary audience of the campaign should be customers. She asked what the status was of using Instagram in EnergizeCT marketing. She said she would like the campaign to utilize a 20-year anniversary logo or seal. Ms. Murphy asked for time on the December EEB agenda to provide an update on the campaign.

### **Programs and Planning**

#### EEB Focus Area - Incentives in C&LM Programs

Mr. Reed provided a presentation on incentives in the C&LM programs. The first part of the presentation was on benchmarking against incentives in Massachusetts and Rhode Island, and the second part was on parity across programs and customer segments. Mr. Beup asked how the 2017-2019 C&LM budget raid impacted incentives. Mr. Reed said that for Residential, the cost of saved energy probably increased for electric programs. Mr. Lawrence said he was not sure how the raid impacted C&I incentives. Mr. Beup said he would like to know what the impact of the raid was on the Companies’ internal management of the programs (for example, did the raid make it more expensive to run the programs?). Mr. Araujo clarified that the raid was very detrimental to the HES program, and that it would require effort to get the programs and contractor base back to where they were before the raid. Ms. Lano said that the raid did negatively impact C&I programs, because there was no pipeline for 2019. She said they were now trying to build the pipeline back up. Ms. Colon commented that seven vendors went out of business or moved to Massachusetts as a result of the raid, and about 35% of the vendor workforce had been lost. She also said that the increases in HES co-pay reduced demand for services. Mr. Beup said he would like the Companies to achieve a balance with incentives, spending levels, non-program costs, etc. Ms. Fargo-Johnson asked about data on the agriculture sector, since many agriculture companies are under residential rate codes. Mr. Cowell commented that the equity issue was not just revenues vs. expenditures, and that the programs should consider social issues. He also commented that the programs should look a very small businesses (“micro-businesses”) since a lot of them experience barriers to participation. Mr. Reed presented a proposed schedule for the other EEB focus areas. A

recommendation was made to do New Technologies/Market Transformation in January 2020, and then do the Residential overview in May and the C&I overview in June, Marketing in February, Administration and Labor/Parity in March, and Education in April.

### 2020 Plan Update

Mr. Reed provided a presentation.

- Board conditions of approval. Mr. Reed provided an update on the three conditions. For the CEP, he said there was a follow-up presentation to the Board planned for the December meeting. Regarding Evaluation realization rates, he said the Evaluation Administrators would complete a memo within next two weeks, and then the issue would be resolved within the Evaluation Committee.
- Changes to Plan Update schedule. Mr. Reed noted that the EEB Consultants now had access to the Companies screening tools, which he said would give the Consultants a better understanding of C&LM budgets. He recommended that the annual planning process should start earlier, and that the Evaluation Administrators should be involved earlier in the planning process to review PSD changes.

### Q3 Financial Report

Mr. Araujo provided a presentation on behalf of Eversource. He said that overall spending was under goal, but savings were at or exceeding goal. Mr. Riddle provided a presentation for UIL. He said the UIL companies as a whole were behind on spending but mostly at target for savings (although the gas companies were below target for savings).

### Update on Grid Modernization PURA Dockets

Ms. Wells said that PURA had issued an interim decision in October, and it had created new dockets to address specific topics, including energy affordability. She said there had been a technical meeting on November 1, and that the overall process would likely take 1 ½ to 2 years. Mr. Li noted that the discussions were wide-ranging, and that there had been a lot of discussion about energy efficiency. He said many issues were raised that were not within PURA's purview, particularly related to energy efficiency. Mr. Beup said that EEB might be able to provide input on issues in the PURA docket related to energy efficiency. Ms. O'Connor said the EEB should provide input into the PURA docket, but the Board should be very careful about the input it provides. Ms. O'Connor suggested that the EEB submit comments, regarding energy affordability only, by the December 4 deadline. Mr. Beup asked the Consultants to draft EEB comments for an electronic vote before December 4.

### Committee Updates

Mr. Traver and Mr. Lawrence provided an update on the November C&I Committee meeting. They noted that this month's meeting included a presentation on lighting technologies which showed that lighting technologies had advanced significantly in the programs. It was noted that Connecticut had the most progressive lighting incentive structure, and it appeared to be working. They also noted that there was a good presentation on C&I segmentation, particularly in regard to customers with 200kwh or less. There was also a presentation on the HVAC modernization project. Ms. Houel noted that

the next Residential Committee meeting would be next Monday (not the usual day). She said the Residential Committee continued to do a “deep dive” on low-moderate income issues.

### **Other**

Mr. Araujo provided an update on the HES co-pay campaign (DEEP funded effort from DOE funds) that features a reduced co-pay of \$75.00. He said the response to the reduced co-pay has been quite significant; participation has gone up significantly in November 2019 due to the co-pay reduction. Mr. Araujo said he would like to discuss at the next Residential Committee meeting whether the co-pay should remain at \$75 moving forward. He noted that the Board would also need to make a recommendation on the co-pay to DEEP. Mr. Li said he would like to understand how HES demand fluctuates over the course of the year - e.g., should co-pay vary with time of year.

### **Closing Public Comments**

Mr. Cowell said that information on low-moderate income would be very important for the vendor analysis. Ms. Colon said that a past study showed that a co-pay of \$99 or lower was the best for incentivizing HES program participation.

**The meeting adjourned at 3:30 pm.**