



**Energy Efficiency Board
Special Meeting on Small Business Program Capitalization**

**Monday, July 16, 2018, 1:00 – 3:00 PM
10 Franklin Square, New Britain, CT (Hearing Room 1)**

MINUTES¹

In Attendance

Voting Board Members: Bill Dornbos (Chair), Amanda Fargo-Johnson (Vice-Chair, phone), Taren O'Connor, Mike Wertheimer, Diane Duva, Neil Beup, Jack Traver, Adrienne Houel (phone), Ravi Gorthala (phone), Eric Brown (phone)

Utility Board Members: Chris Plecs, Pat McDonnell, Ron Araujo

Board Members Not in Attendance: Roddy Diotalevi, Justin Connell

Board Consultants: Craig Diamond, Jeff Schlegel (phone), George Lawrence (phone)

Others: Steve Bruno, Pam Penna Verrillo, Bert Hunter, Mackey Dykes, Laura Fidaio, Anthony Clark, Amy McLean-Salls, Jane Lano

Process

Minutes

The Board considered whether to approve the minutes from the June 13, 2018 Board meeting. Ms. O'Connor moved to approve, Ms. Houel 2nd. Vote: Mr. Dornbos, Ms. O'Connor, Ms. Houel and Ms. Duva voted to approve; Ms. Fargo-Johnson, Mr. Wertheimer, and Mr. Beup abstained. Mr. Gorthala, Mr. Traver, and Mr. Brown were not present for the vote. **Minutes for June 13, 2018 EEB meeting approved.**

Public Comments

None.

Programs and Planning

Small Business (SBEA) Capitalization

- *Background on current situation and objectives.* Mr. Schlegel provided an overview of the process. He said the RFP had resulted in some good potential proposals. Mr. Schlegel then provided a presentation. He noted that different approaches were being taken for Eversource and UI. Mr. Beup asked why UI had not yet finished its analysis, and why it could potentially take days to weeks to finish the analysis.

¹ Meeting materials are available in Box.com: <https://app.box.com/s/wavn6ke8nndd5ralwzo8hbsxctr1l8t1l>

- *SBEA RFP, proposal review criteria and process, and proposals received.* Mr. Clark provided a presentation. He said the Green Bank was pleased with the outcome of the RFP process because it had received some good proposals. Mr. Clark discussed the RFP selection criteria.
- *Proposal review and analysis, and recommendation from proposal review group (Companies, Green Bank, and Consultants).* Mr. Clark said that Amalgamated Bank had been chosen by the review group as the recommended vendor. He said that cash flow savings to the CEEF would be \$2.7 million versus business as usual over a 3-year period, and \$6 million overall savings for the CEEF over a 3-year period. Ms. O'Connor asked if the costs could change after the Board votes today. Mr. Schlegel said that Eversource's costs would not change, and that UI did not have any numbers yet. Mr. Beup asked how the Board would be able to vote on a vendor today without knowing the UI component. Mr. Schlegel said that the outcome of the UI costs would not influence the recommendation to select Amalgamated Bank as the vendor. It was clarified that the Board would vote at a later time on UI's engagement with the winning bidder. Mr. Wertheimer asked why the Board needed to move forward with vote today, given that there was an incomplete arrangement with UI. Mr. Schlegel said there was no reason to wait on a Board vote for Eversource. Mr. Schlegel said it was important to wrap up the process now for Eversource and move forward. Mr. Clark clarified that the proposed winning bidder would definitely want to move forward with negotiations with UI. Mr. Brown pointed out that the Board made a commitment to make a decision in July. Mr. Traver said that the Board should vote only on the Eversource component today.
- *Board discussion.* It was noted that the review committee's recommendations were on page 14 of the presentation. Ms. O'Connor asked for clarification on the timing of the UI analysis. Mr. McDonnell said that savings for UI's small business customers would be in the range of \$100,000. After taking costs into consideration, he said there was a question of whether it was worth doing this for UI. He said UI had more capital constraint for municipal customers, so he would like UI to pursue that route first. Mr. McDonnell requested that the Board vote today to approve UI working with Amalgamated on municipal loans. Ms. O'Connor said she was frustrated because there was no explanation provided as to why UI did not have cost numbers for today's meeting. Mr. Beup also expressed similar frustration. Mr. Schlegel said that he was not recommending the Board vote today on supporting a UI agreement with Amalgamated because costs had not been calculated yet, but he clarified that the Board should encourage UI to continue exploring possibilities with Amalgamated. Mr. McDonnell said UI would provide cost estimates for municipal customers prior to the August Board meeting.
- *VOTE: proposal selection.* The Board considered whether to support the review committee's recommendation (found on slide 14 of the presentation): **"The Utilities and Green Bank seek, and the EEB consultants recommend, an EEB vote of support that the Amalgamated Bank proposal addresses the goals outlined above and is the winning proposal, and EEB authorization to proceed with the next steps outlined below with respect to the recapitalization of the Eversource SBEA program:**
 - **Communicate with winning bidder**
 - **Complete final negotiations with winning bidder**

- **Develop final package and legal documents with winning bidder**
- **Present final package and contract summary to EEB for vote of approval**
- **Execute documents and begin implementation”**

Mr. Traver moved to approve the review committee’s recommendation. Ms. Fargo-Johnson 2nd. Vote: All voted to support the recommendation, except DEEP which abstained. **Recommendation approved.**

2018 Program Implementation and Program Status

- *Status of programs and funds available, and impact of legislative diversion.* Mr. Bruno said all Eversource programs were open for electric and gas. Ms. Lano provided a presentation for UIL. In her presentation, she showed the status of all UI residential and C&I programs. Mr. Wertheimer asked which UI programs had been closed. Ms. Lano said that UI’s Energy Opportunities and Energy Conscious Blueprint programs were currently curtailed.
- *Program incentive changes and timing of changes.* Mr. Schlegel said there had been a delay in implementation of some C&I incentive changes for 2018. Ms. Fargo-Johnson said wanted an answer either today or at the August meeting as to why there had been a delay in implementing the incentives. Mr. McDonnell said there had been no delay in implementing the incentives.
- *Update: Smooth allocation of the legislative diversions in 2018 and 2019 program years.* Mr. Plecs provided a presentation on this topic.

Other

Mr. Schlegel said the proposer of the Fireye product had requested that the Board review the PWG’s assessment of the product’s eligibility. Mr. Schlegel said that the Board needed to form a subcommittee per the EEB Rules/Roadmap. Mr. McDonnell requested that the Companies review the Fireye technology situation and report back to the Board in August regarding the Companies’ final decision on the technology.

Closing Public Comments

None.

The meeting adjourned at 3:00 pm.