



## **EEB Residential Committee Meeting**

**Wednesday, December 11, 2019, 10:00 am – 12:00 pm  
10 Franklin Square, New Britain, CT (Hearing Room 2)**

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

#### **In Attendance**

Voting Committee Members: Amy McLean, Mike Li

Utility Committee Members: Larry Rush, Ron Araujo, Will Riddle (phone), Diane Del Rosso (phone),

Board Consultants: Richard Faesy, Glenn Reed, Craig Diamond

Others: Linda Foreman, Guy West, Joe Roy, Bill Wesson, Madeline Priest (phone), Tasha Perault (phone), Tammy Wilson (phone), Pete Carlson (phone)

#### **Public Input/Comments**

None.

#### **Minutes**

It was decided that approval of the Nov. 18, 2019 Residential Committee meeting minutes would be moved to the January meeting, because some Committee members had not had a chance to review the minutes.

#### **Program status updates for 2019**

Mr. Araujo provided an update for Eversource. Mr. Riddle provided an update for UIL. He said that UI was at 90% of budget and at 110% of lifetime savings. He said that SCG was a little over 100% of budget and savings, and that CNG was at 86% of budget and at 100% of savings.

#### **HES Co-Pay discussion: \$75 co-pay and longer-term plans**

Mr. Faesy provided a presentation. He benchmarked the co-pay level and Residential services provided in other northeast states. Mr. Araujo provided a presentation on Eversource's HES activity and co-pay levels since 2014. It showed that the reduction to a \$75 copay in October 2019 had significant impact on demand, beyond what would be expected from an ordinary increase in demand in the fall. Mr. Araujo said that the co-pay should be kept at the same number, for all fuels, throughout the year, because it was much clearer to customers. Ms. McLean asked about the status of the vendor workforce, and training that would be needed to ramp up to meet increased demand. Mr. Li asked what was the number of homes needed to meet Eversource's budget and savings targets. Mr. Araujo said that if the co-pay were kept at \$75 for 2020, then the cost would be approximately \$1.2 M, with

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<sup>1</sup> Meeting materials available in Box.com: <https://app.box.com/s/1azfdy6va9n42rpx8z0t5rq0hb79tdwg>

about \$700K of that being RGGI funds. He said that amount would need to be made up from other parts of the C&LM budget. Mr. Araujo said that Eversource was recommending that the \$75 co-pay be maintained. He said the program would continue to be cost-effective, and that it would have minimal impact on the 2020 budget. He said the lower co-pay would also be beneficial for positioning the programs for lower lighting savings in the programs in the near future. He said that Eversource would like flexibility to make changes to the co-pay over the course of the year if necessary. He said it was difficult, and took a lot of time, to get approval from the EEB and DEEP for changes to the co-pay. Mr. Riddle said he agreed with Mr. Araujo's recommendations, including having the flexibility to make changes to the co-pay without EEB and DEEP approval. Mr. Li recommended that DEEP could approve a co-pay range that the Companies could work within. He said he wanted to lower the co-pay to increase demand. Mr. Faesy asked if UI had experienced a similar increase in HES demand due to the reduced copay. Mr. Riddle said yes, although they had not seen quite as high an increase in leads. Mr. Roy commented that he would like the co-pay to be maintained at \$75. He said that his company's biggest challenge was with workforce training. Mr. Carlson commented that his company was also investing in workforce training because the lower co-pay had helped increase demand. Mr. Carlson suggested setting the co-pay at \$99 now, and then dropping it to \$75 once lighting became a smaller part of the program. Mr. Li noted that the co-pay was just one component of the Residential programs, and that it was important to understand how the co-pay fit into the need to incentivize more add-on measures such as insulation. Mr. Wesson commented that workforce training was a big issue for his company. He said he supported the Companies having a co-pay range available to them. Mr. Araujo said he would not support setting the co-pay at \$99 now and then changing it to \$75. He said he would prefer setting it a one price and leaving it at that price.

### Updates

- HES 12/10/19 Principals Meeting - Mr. Rush provided an overview. He said the meeting went well, and that there were four new vendors that participated. Mr. Li asked about a particular vendor which had done many projects, but which had a very low percentage of projects that resulted in installation of add-on measures. Ms. Del Rosso said they were working with that vendor to increase its rate of add-on measures. Mr. Li asked what would happen with that vendor if they did not improve. Ms. Del Rosso said they could potentially remove that vendor if they didn't see an improvement in add-on measures.
- PURA Grid Modernization docket - Ms. McLean said it was important that different entities in the state working on energy efficiency issues provide each other with information related to the topics being covered in the Grid Modernization docket.
- Evaluation Realization Rates - Mr. Reed said that the issues were being discussed in the Evaluation Committee. He said the issues had not yet been resolved.

Ms. Foreman said the CTAC would be meeting on Dec. 16<sup>th</sup>. She said the key issue for discussion would be workforce development.

The meeting adjourned at 11:53 am.