



**Energy Efficiency Board
Monthly Meeting**

Wednesday, March 14, 2012

Department of Energy and Environmental Protection – Public Utilities Regulatory Authority
10 Franklin Square, New Britain, Connecticut

MINUTES¹

EEB Voting Members in Attendance: Daniel Esty, Chair; Rich Steeves, First Vice Chair; Shirley Bergert; Neil Beup; Eric Brown; Jamie Howland; Rick Rodrigue [Commissioner Esty's proxy]; Amy Thompson.

Utilities Representatives: Ron Araujo, Michael Cassella, Pat McDonnell, Dale Williams

Not in Attendance: Michael Wertheimer

Other Attendees: Tim Cole, Kim Oswald (phone), Glenn Reed, Jeff Schlegel, Les Tumidaj [consultants]; Katie Scharf Dykes [DEEP Acting Deputy Commissioner], Art Marcellinas [DEEP]; Jessica Cain, Tyra Peluso, Peter Ptak, Ellen Rosenthal, Joe Swift [companies]; Taren O'Connor [OCC]; Natalie Hildt, Alicia Dunn [NEEP].

The officially noticed March 2012 monthly meeting of the Energy Efficiency Board commenced at 1:07 pm with First Vice Chairman Rich Steeves presiding.

1. Process

EEB Chair and Department of Energy and Environmental Protection Daniel Esty began the meeting by introducing the new Acting Deputy Commissioner for Energy, Katie Scharf Dykes. Mr. Esty stressed that the department's focus continues to be on moving forward toward achieving the energy efficiency goals set forth by Governor Malloy without interruption. Ms. Dykes noted that in order to get up to speed as quickly as possible, she expects to be spending substantial amounts of her time in New Britain, working with the staff of the Bureau of Energy and Technology Planning.

- A. Agenda – The Agenda² was reviewed. It was agreed to move a presentation by CL&P on options for improving Connecticut's ranking with ACEEE up from section 5. Other to section 2. Issues and Tasks.
- B. Minutes – The minutes of the February 8, 2012 board meeting were approved as presented on a motion by Jamie Howland seconded by Rick Rodrigue.³

¹ Meeting Materials Available in Box.net Folder <http://www.box.com/s/8k8d79futm2r6y3c49vj>

² 120314 EEB Agenda F3.pdf

³ 120208 EEB Minutes F.pdf

C. Public Comments –

- Sam Nutter of the Conservation Services Group (CSG) made a brief presentation and distributed collateral materials on products of potential interest to the CEEF. CSG is a nonprofit organization now working in 22 states offering software products designed to support residential energy efficiency programs. Mr. Nutter noted that a statewide program should use a tool that does more than in-home audit and assessment. It should also support back office and program management functions, along with sales support for contractors. CSG offers two relevant products: “EnergyMeasure™ Home” and “EnergyMeasure™ Hub”.⁴ In response to a question from Shirley Bergert about whether CSG’s products are compatible with DOE Weatherization Program requirements, Mr. Nutter reported that the Connecticut Department of Social Services purchased and used CSG’s tools. They can be used with all types of residential programs, including single-family, multi-family, and limited income programs. Referencing CSG’s “Residential Retrofit” program⁵, Mr. Esty noted his preference for the whole house approach. Citing the material Mr. Nutter provided, Mr. Esty inquired why, with respect to energy savings in MBTUs per completion, the effectiveness per action appears to be twice as much in New York by comparison to Massachusetts. Mr. Nutter suggested that it is attributable to the fact that New York relies on an open market model for home performance contracting, whereas Massachusetts uses a utilities-contractor model. In Massachusetts audits are done at no cost, but contractors are not necessarily going after deeper measures. Mr. Esty expressed his view that the board should take note of the striking differences and give consideration to them in discussions about the design of incentives. Eric Brown indicated for the record that he shares the same view.
- Addressing the board regarding the continuing challenges he faces completing his 360 State Street project in New Haven, developer Bruce Becker began by commenting that he is coming up on the 5 year anniversary since the project was launched. Mr. Becker requested assistance from the EEB in facilitating payment of the \$3.1 million in C&LM funds that the 360 State Street project was deemed to qualify for under UI’s Energy Conscious Blueprint program in June 2009, on the basis of an application originally submitted in April 2007. He also urged the board to review the policies and design of programs in place, with an eye to facilitating and expediting the processing of funding applications for projects. This funding has been in limbo due to various complications related to the project's efforts to include on-site generation and combined heat and power to serve the entire building, which in fact are among the reasons why the building has a LEED Platinum rating.

In response to a question from Mr. Steeves about who he is working with, Mr. Becker stated that he has been in ongoing dialogue with UI. There are a number of different issues in play. The parties have not been able to come to an

⁴ CSG HOME cutsheet.pdf; CSG HUB_Product_Sheet.pdf

⁵ CSG InfoSheet ResidentialRetrofit Jan2012.pdf

agreement about sub-metering. 360 State Street has agreed not to form an electrical co-op as a workaround for the sub-metering issue, however getting to a final agreement is still elusive. In the interest of making energy efficiency incentives more useful and effective for developers of green buildings in Connecticut, regarding the issue of turnarounds and timelines from when developers or customers apply for funding and when funding results; Mr. Becker offered to share his experience in attempting to obtain C&LM funds in CT compared to working with NYSERDA on a similar project in New York State where the funding process was much more straightforward. He noted that with a comparable project in New York state, sub-metering was approved by NYSERDA within one week of filing an application and funding flowed as the stages of the project were completed. By way of clarification, Mr. Rodrigue inquired whether the project received funding for the distributed generation components separately. Mr. Becker confirmed that the Clean Energy Fund (now CEFIA) had made a \$900,000 grant for the fuel cells. He noted that it was a much simpler process. In fact, it was CCEF that suggested creating an electric co-op to get around the sub-metering issue. The project had also received Green Building tax credits. Mr. Howland noted that it falls under the purview of the EEB to address questions regarding outstanding to incentive payments. Issues regarding sub-metering are not within its charge.

Mr. Steeves concluded that it would be appropriate for the board's Dispute Resolution Committee to consider Mr. Becker's concerns. Mr. McDonnell noted that in docket 11-01-10 PURA issued a decision relating to the matter and PURA will need to approve of a proposed solution. Mr. Steeves indicated that the committee can review the record of incentive payments and try to determine who can resolve the problem. Mr. Esty commented that it is important to continue to work at breaking down bureaucratic walls and barriers. He proposed that once the committee had reviewed the matter, a letter from the board to PURA might be helpful. Ms. Bergert noted that the sub-metering issue is truly complicated and questioned whether the Dispute Resolution Committee is the proper venue to address the issues. Mr. Steeves expressed his view that we need to find ways to improve the process so desirable projects can move forward. Mr. Brown concurred with this view and suggested that the board should work on developing recommendations to improve the process. He requested that it be added to the running list of Outstanding Issues the board keeps. Mr. Esty noted further that in this case there are distributed generation related policy issues. Finding a workable approach to sub-metering is critical to making behavioral approaches to EE work. He proposed that the EEB should have a tracking mechanism for all grants – for example, the standard could be that action is taken in response to proposals or applications within 60 days or flags go up when actions are not taken. Ron Araujo noted that the companies do already have the ability to make partial payments to help developers handle cash-flow. In closing Mr. Becker noted that he made the trip to New Britain in an electric vehicle and was surprised that the DEEP/PURA facility does not have an electric vehicle charging station.

- D. Consultant Committee – Mr. Schlegel presented consultant workplans and budgets for the first half year of 2012 work plans.⁶ Mr. Steeves noted that a proposal to adopt retainer-based invoicing with annual true-ups will be presented next month. Amy Thompson’s motion to approve the presented workplan budget was seconded by Mr. Howland and approved by unanimous consent.
- E. Energy Efficiency Board Calendar and Schedule
- 2012 EEB calendar – Tim Cole pointed out that Marketing Committee meetings have been added to the even-numbered months through October. Ms. Bergert confirmed that no Residential Committee meetings would be held in May or June on account of conflicts with the May Public Input Session and the June NEEP Summit. She urged stakeholders to use the Public Input Session to provide input on residential program related matters.
 - Scheduling June Board Meeting & Retreat – Regarding the impact of the June 13-14 NEEP Summit in Stamford on the board’s planned June activities, it was agreed that the monthly board meeting would be held at its regularly scheduled time at 1:00 PM on Wednesday June 13 in Stamford and that the annual board retreat originally scheduled for June 20 would be moved forward to Friday June 15. Peter Ptak from CL&P agreed to contact the Lyceum in Hartford about the date change. Taking up the question of what level of sponsorship, if any, the board wished to provide for the NEEP Summit, Mr. Araujo stated that in the past the CEEF has participated as a Gold sponsor at \$10,000. The question is whether the board wished to come in as a Platinum sponsor at \$25,000 this year, because the meeting is in Stamford and will attract leading policy makers from throughout the region. It will be an opportunity to spotlight the state’s leadership role. Mr. Howland moved that the board approve a Platinum level sponsorship. Mr. Rodrigue seconded the motion. Ms. Bergert observed that \$25,000 seemed expensive to her and she could not see the value of the additional \$15,000. In response to a question from Mr. Brown about whether the money is in the budget, Mr. Araujo stated that the funds would be taken from various programs in the marketing budget. Mr. Araujo explained that a Platinum level sponsorship would allow for a larger role in planning the entire event, the focus of which is the Business Case for Energy Efficiency. The Governor will be invited. Secretary of Commerce John Bryson has also been invited. The emphasis will be on the “Three E’s” – Energy, Economy, Environment. With the Governor speaking there will be an opportunity to begin launching the state’s new marketing program, in which case the extra money will be inexpensive for the value realized. Mr. Howland noted that he finds the brand launch opportunity a compelling reason. Ms. Thompson agreed that as the board is focused on raising the profile of energy efficiency in the state, this will be an excellent opportunity, a point with which Neil Beup concurred. Mr. Schlegel advised the board that a launch in mid-June is possible but involves an aggressive schedule. The full website and residential collateral materials will not be ready by then, but a launch

⁶ EEBConsultantWorkplanTable-2012_031412toEEB approved.xlsx

of the business aspects of the new brand should be feasible, including the brand itself and the visual identity that will go with it. Messrs. Beup, Brown, Esty, Howland, and Steeves, and Ms. Thompson voted to approve the motion. Ms. Bergert voted against. The motion carried.

2. Issues and Tasks

A. Outstanding Issues –

The board reviewed the monthly list of Outstanding Issues.⁷ Mr. Steeves agreed to follow up on item 1.b. regarding setting up a technical meeting with PURA staff to talk about implementing the expanded plan approved for gas in docket 11-10-03. In response to a question from Mr. Rodrigue about item 1.a. concerning the application for renewed funding from Connecticut Retail Merchants Association, Mr. Araujo reported that his team is working with CMRA to agree on a way to track leads developed through their outreach and education activities. Mr. Brown noted that the board should continue to monitor overall movement toward a more open market based process. Ms. Bergert requested that coordination with the Low Income Energy Advisory Board (LIEAB) be added to item 1.e. concerning a workgroup involving oil dealers, social services providers, and the Fuel Oil Conservation Board to address potential impact on low income consumers if a surcharge is added to sales of deliverable fuels.

B. Special Presentation on Connecticut's ACEEE ranking –

Jessica Cain and Joe Swift from CL&P offered a presentation⁸ on the results of their analysis of the 2011 ACEEE report⁹. They noted that on a number of points, incomplete or inaccurate information resulted in CT being scored lower than warranted by a full picture of energy efficiency programs in the state. Correcting such gaps in the information might have brought CT up from no. 8 to no. 3 in the national ranking. Mr. Esty inquired whose responsibility it will be to ensure that the correct information is supplied. Mr. Swift stated that CL&P would do so. Ms. Cain noted that Massachusetts is best overall, so the team is looking at subcategories to see where the differences are. For instance if CT fully supported the All Cost Effective Energy Efficiency program, based on existing criteria points would be awarded. Citing the testimony received from Mr. Becker about the 360 State Street project, Mr. Esty observed that CT must also see to it that performance improves. Ms. Cain noted that they are also identifying some areas where legislative action may be required. Slide #8 in the presentation identifies the areas where by 1) correcting the information provided; 2) legislative initiatives; and 3) regulatory initiatives Connecticut would surpass Massachusetts' current ranking. A roadmap for closing the gaps is provided on Slide # 9. Because ACEEE data is gathered in April and May, prompt actions now can affect the 2012 scoring. The main takeaway is that achieving the Governor's goal of becoming no. 1 in the field is in fact doable. Mr. Araujo suggested that a single point of

⁷ 120314 Outstanding Issues F.pdf

⁸ CLPs CT ACEEE Roadmap to Best Approach v.2012.03.13 4PM v.16.pdf

⁹ 2011 aceee state scorecard e115.pdf

contact for information should be identified, conceivably the Institute for Sustainable Energy. Mr. Esty responded that he would ask Ms. Dykes to work on this with Bill Leahy at ISE. He also noted that ACEEE Executive Director Steve Nadel is coming to DEEP April 13 and it would be appropriate to set up an opportunity for board members to meet with him.

3. Programs and Planning

- A. 2012 Progress to date – Companies review of financial results through February 2012¹⁰
Regarding the results from CL&P and Yankee Gas, Mr. Araujo highlighted that they are doing somewhat better on Forward Capacity Market Auction revenues than forecast. This will be trued up when they submit a revised budget to PURA. Basically, the sense is that the programs are doing okay, but a lot of work needs to be done given the challenges attracting customer interest due to the recent mild weather and real estate market conditions. Additional marketing efforts are needed. Mr. McDonnell remarked that as of February revenues appear to be markedly ahead of expenses. He noted however that a lot of activity now in the pipeline has not yet been captured in expenses. He expects to see the numbers even out fairly quickly.
- B. DEEP coordination update and plans – Mr. Schlegel provided a brief summary of how the approval process for the C&LM base and expanded plans is proceeding:
- 2012 C&LM Plan – DEEP and PURA Review
 - DEEP has completed its Final Determination of the Electric Base Plan and it is now being reviewed by PURA Review status under docket no. 12-02-01
 - DEEP's Draft Determination of the Expanded EE Plan (Increased Savings) is expected out this week. Comments have been reviewed and the text is now going through final edits. Another round of comments is expected. Once the Final Determination is released, the expanded plan too will be reviewed by PURA.
 - 2012 Integrated Resource Plan (IRP) – According to the current schedule from DEEP the Final Draft of the IRP, including the expanded plan for energy efficiency, is expected to be released by March 30 with comments due by April 11.¹¹
 - Mr. Schlegel followed with a brief review of a selection of slides offered on behalf of the board at the IRP technical meetings.¹² In response to a question from Mr. McDonnell, Mr. Esty agreed that the companies need to wait for the approval process to be completed by DEEP and by PURA before they can move ahead with implementing programs under the expanded plan. Mr. Schlegel drew the board's attention especially to slide #11 on options for funding the expanded plan, noting

¹⁰ EEB Financial Summary February 2012.xlsx

EEB February 2012 Projection 3-9-12 New Format.xlsx

UI 2012 CLM.2012.02-EEB.xls

2012 RGGI_ARRA_3Mill_Monthly Tracking through Feb 2012 CLP.xls

¹¹ 120313 Schedule - IRP.pdf

¹² DEEP2012IRPTechnicalMeeting_EE_02-01-2012rev2F.ppt

that it reflected the pros and cons presented by board members at the February 8 board meeting when the options were discussed.

- Legislative initiatives – Regarding legislative proposals current before the General Assembly, Mr. Howland commented that the building labeling and disclosure bill would be a positive step from the perspective of increasing energy efficiency. CEEF incentives would achieve greater impact when the overall value of buildings is affected by its energy efficiency rating. Consideration is also being given to a PACE financing program for commercial buildings. Mr. Esty noted that at the previous week’s Energy Solutions Simulation there was extensive conversation about the building disclosure topic. Mr. Howland noted that the proposed bill has three parts involving energy usage disclosure for rentals, residential and commercial properties. Ms. Bergert observed that energy usage disclosure could be doable even without legislation, in those instances where the utilities can provide prospective renters with usage data on a per unit basis. PURA has the authority to approve such a program. Mr. Esty remarked that a key challenge is to get the necessary political leverage. Mr. Araujo referenced the “Greening of Multiple Listings” now increasingly widely adopted in the real estate field. He also mentioned the contacts between the new Home Performance Alliance of CT and the Independent Connecticut Petroleum Association looking for ways to come together to improve access to energy efficiency programs for oil customers. Ms. Bergert noted that there was also strong interest in the building energy disclosure topic at the morning’s Residential Committee meeting. Mr. Esty commented finally that the key now, considering the question goes to basic business competitiveness in the state, is to develop incentives attractive to realtors who are still resistant to the idea of disclosure.

4. Outreach and Marketing

A. Marketing Committee –

- Mr. Schlegel provided a succinct summary update on the joint DEEP/EEB/CEFIA statewide marketing project. The team is now in negotiations now with selected contractor. The new program will be strongly modernized in all respects: platform, message, social media, mobile applications and access. Contract negotiations should reasonably be concluded within days. Plans call for a business launch at the NEEP Summit in June and a big launch for the residential programs in the fall, after the expanded plan funding becomes available.
- Companies’ 2012 program marketing plan – Mr. Schlegel reported that the committed had reviewed and approved the concepts put forth by the companies at its March 7 meeting. The importance of continuing efforts to bring in business is fully recognized. Mr. Araujo noted that the companies have a campaign they will begin rolling out on Monday, March 19. Mr. Esty stressed that the goal for all marketing should be to make the process seem seamless from the customer’s point of view. “All doors get you where you need to go.” Customers should feel like they are doing business on their own terms, not ours as is common with government programs.

3. Programs and Planning [continued]

C. Special Reports – Companies

Regarding the IT Dashboard and Statewide Reporting RFPs, Mr. Araujo reported that the statewide reporting RFP was released the previous Friday. The RFP for a mobile app is still under review, awaiting comments from Art Marcelynas at DEEP. It is expected that the RFP will be released within a week or so.

D. Evaluation Committee –

Kim Oswald highlighted the following items from her monthly evaluation report¹³:

- The draft report by NMR on the CL&P HERs OPower program has been released for public comments, which are due back by the 23rd.
- Weatherization focus groups are starting to move along. She is working offline with Glenn Reed and Richard Faesy to obtain definitions of weatherization and decisions about the use of infra-red cameras.
- Lighting and lighting saturation study – the consumer survey is complete. The team is currently working on data analysis. Ms. Oswald expects to see a memo in early April. The survey was used to recruit people for on-site visits. Those visits have started. About 50 people have gone through saturation study, which will be completed in the next few weeks. Focus groups are now in process. The goal is to involve people from across the state.
- Mr. Howland reported that the committee has undertaken revisions of the evaluation roadmap. Ms. Oswald has a revised text, which she will forward to the Executive Secretary to circulate to the board. The revised text will be submitted to DEEP no later than Friday, March 16, after approval of the final version by the committee Plan on Thursday.

E. Commercial & Industrial Committee –

Mr. Beup commented on the productive meeting the previous day which provided an opportunity to coordinate with DEEP staff on performance contracting. He expressed his interest in meeting with Ms. Dykes to discuss in more detail how to strengthen the joint efforts of the C&I committee and C&I and DEEP staff. Mr. Steeves remarked on the importance of recognizing the independence of the board and its committees, which is key to its effectiveness in working with the companies, and other partners, as well as with the department. Les Tumidaj reported that the committee continues to focus on its ongoing collaboration with companies, including the current work at the companies to develop and prioritize a list of programmatic strategies. He also reported that the committee had received an updated workplan from the Institute for Sustainable Energy and is awaiting an updated budget that will take account of the expanded plan and the Integrated Resource Plan now under review at DEEP.

F. Residential Committee –

Ms. Bergert reported that limitations on funding to support HES audits in oil heated homes continue to be a big issue. It is projected that UI will run out of money to assist

¹³ EEB Evaluation Report 3-2012.pdf

such customers by the end of April; CL&P by the end of May. Work on a definition of weatherization should be completed within a few weeks. She noted that HES vendors have become very active in the work of the committee. They are attending meetings. They are beginning to adapt their business models, becoming partners in moving the issues forward. She perceives this as having a healthy effect on communications with companies. She also commented on the presentation the companies made to the committee regarding the Residential New Construction program. Noteworthy was the fact that 29% of all new permitted projects are participating in the program. Mr. Reed pointed out that the companies are pushing the envelope to find ways to encourage builders to participate. He noted that on April 4 there will be a roll-out of the Home Performance with EnergyStar program in North Haven, which will include outreach to contractors not included in the HES vendor pool.

- G. EEF-CEFIA Joint Committee – Mr. Steeves reported the committee had not formally met. Mr. McDonnell expressed his view that the EEB should interact with members of the CEFIA board, not only with CEFIA staff as is now the common practice.
- H. Fuel Oil Conservation Board – Ms. Bergert reported that the new successor board to date had had two meetings. It plans to go to the state bond commission for \$5 million in funding to invest in fuel oil burner replacements and upgrades. Once this happens, the FOCB expects to hire a new administrator and will coordinate its activities with EEF programs.

4. Other

- With regard to notable outreach activities, Mr. Steeves commented on his rewarding experiences at the Quinnipiac University Science Fair and at the program at Shiloh Baptist Church in Bridgeport where there was a unique opportunity to promote both the HES and HES-IE programs.
- Mr. McDonnell highlighted the story on EEF programs published in the Hartford Business Journal under Mr. Steeves's by-line. He also reminded the board of the upcoming Home Performance with EnergyStar rollout planned for April 4.
- Mr. Araujo reported on the visit with Ms. Thompson to Web Industries in Dayville. Web Industries is an employee owned company. With assistance from the Energy Opportunities team at CL&P operators and supervisors conducted a lean analysis of the production line. They were able to eliminate six hour-long blocks of idle time with associated energy costs. The energy saved was sufficient to provide for 50 homes a year. The project also reduced the cost of products, kept jobs in state, and saved six jobs in the plant. They are continuing to work with the account executive and EO staff to find more savings opportunities.

5. Adjournment With no further business to attend to, the meeting adjourned at 3:27 pm.

Respectfully submitted,

Tim Cole
Executive Secretary