



**Energy Efficiency Board  
Monthly Meeting**

Wednesday, February 13, 2013, 1:00 – 3:30 PM

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

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

EEB Voting Members in Attendance: Jamie Howland [Vice Chair], Shirley Bergert, Neil Beup, Eric Brown, Katie Dykes [DEEP Designee], Joel Gordes, Taren O'Connor, Amy Thompson, Michael Wertheimer

Utility Representatives: Ron Araujo, Joe Crocco, Pat McDonnell,

Not in Attendance: Michael Cassella, Dale Williams

Other Attendees: Tim Cole, Richard Faesy, Kim Oswald [phone], Jeff Schlegel, Les Tumidaj [Consultants]; Kate Boucher, Cindy Jacobs, Rick Rodrigue [DEEP]; Geoff Embree, Paul Gray, Monica Kachru, Tyra Peluso, Pam Penna, Joe Swift [Utilities]; Bill Leahy [ISE]; Katherine Freygang [Cornwall Energy Task Force (phone)]; Kevin Ford, Doug Cahill, Ricky Gratz, Jack Starr [Contractors]

The officially noticed monthly meeting of the Energy Efficiency Board commenced at 1:10 pm with Vice Chairman Jamie Howland presiding.

**1. Process**

- A. Agenda – The companies performance reports, and the DEEP updates on the performance contracting / Lead by Example programs and the Comprehensive Energy Strategy were moved down the agenda and the Marketing Committee report was moved further up the agenda to ensure priority items were addressed first.
- B. Minutes – Shirley Bergert moved approval of the minutes of January 9, 2013 board meeting as presented. Michael Wertheimer seconded the motion. The minutes were approved with all in favor, and Neil Beup who was absent abstaining. Mr. Howland on behalf of the Board welcomed Katie Dykes back from her leave.
- C. Public Comments –
  - Gerry Martorelli, representing the Galleria Design Center in Middletown, presented a proposal to open a Green Resource Education Showroom.<sup>2</sup> He requested the Board's support for development of the Showroom. Regarding marketing, he asked for the right to use the Energize CT brand and logo and to cross link websites. Noting the assistance he has received from Rebecca Meyer of CL&P and Jocelyn Anastasiou of United Illuminating, he asked the Board to

<sup>1</sup> Meeting Materials Available in Box.net Folder <https://www.box.com/s/x6fu9epc18370deooxds>

<sup>2</sup> Galleria Proposal(2-13-13).pdf

approve the assignment of advisors to the Showroom. Don Andersen of Sun Port Industries expressed his support of Mr. Martorelli's request. He noted that his company has installed 90 sun ports in the facility. He sees an opportunity here to use green technology to reduce the cost of energy and to promote business development in the state. The Showroom will be a demonstration facility, which includes heating with scrap wood, and water recycling, with the goal of becoming a net-zero energy consumer. It uses both energy efficiency and renewable energy technologies, including control systems with components manufactured in Connecticut. In response to a question from Eric Brown regarding CEFIA's involvement, Mr. Martorelli stated that he has received advisory support from the utility companies and from CEFIA. Ronald Araujo pointed out that a "green house" model is included in the plan. Mr. Andersen stated that the Showroom will make information on all state programs available on site. Mr. Howland concluded the discussion by referring the proposal to the Marketing Committee and the joint Marketing Services Committee will review the request.

- Todd Bard of Epox-Z Cool Roof Coating made a brief presentation about his product, which is a reflective polymer-based material that helps reduce greenhouse gas emissions. The product has been approved in New York state and Massachusetts, and he is now seeking to expand into Connecticut. He noted that the material is especially effective when used underneath solar installations. Currently his focus is on commercial applications, with expansive flat and sloping roofs. Mr. Araujo stated that he would introduce Mr. Bard to the RD&D Roadmap process.

D. Cornwall Energy Task Force request for March 1 extension for co-pay modification implementation –

- Mr. Howland introduced the Cornwall Energy Task Force's representative Katherine Freygang who was participating by phone and directed the Board's attention to Ms. Freygang's memo conveying the request for an extension until March 1 of the increases in HES co-pays approved in January by the Board.<sup>3</sup> Ms. Bergert inquired whether customers had already signed up for HES audits as a result of the Task Force's promotions. Ms. Freygang responded that the campaign is up and running. People have signed up already and others are signing up. Ms. Bergert noted that people who already signed up would still be eligible. Ms. Freygang stated that the issue is that the communications that are already out there can't be stopped on short notice. Mr. Araujo informed the Board that he had spoken to Ms. Freygang. It is correct that people who signed up before the cut-off are in the system and are getting the lower co-pays. The problem is that a third party generated leads before the cut-off date, but did not forward them to the vendor on time for them to get into the system. In response to a question from Mr. Howland about why it took so long for the communication to reach the task force, Mr. Araujo stated that vendors received word the same day the Board approved the increased co-pays and they in turn communicated with the towns.

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<sup>3</sup> 130129 KFreygang re Co-pay Extension.docx

Ms. Freygang commented that in her case the problem is that no one communicated with her task force, until she called a vendor and was informed about the increase. Doug Cahill of Competitive Resources, Inc. informed the Board that his company is one of the vendors partnering with the Task Force to serve Cornwall. He put forward the proposal that his company and the other partnering company, EnergyPRZ, be permitted to absorb the difference between the published co-pays and the increased co-pays between now and March 1. He affirmed that EnergyPRZ agrees with this proposal. Mr. Araujo expressed the view that this would be an excellent solution. Ms. Bergert moved that the vendors be allowed to make up the difference for this campaign through March 1 by whatever mechanism is convenient. Amy Thompson seconded the motion, which passed with all in favor. Mr. Araujo agreed to coordinate with Ms. Freygang regarding the details of implementing the approved policy. For the future, Mr. Howland asked the companies to report back on how they plan to ensure that information about policy changes like this is effectively communicated to all affected parties.

- E. CEFIA Report – Mackey Dykes covered the following in his update to the Board:
- C-PACE launch – The program was launched on January 24, with 11 towns participating, covering 25% of the commercial building space in Bridgeport, Beacon Falls, Durham, Hartford, Middletown, Norwalk, Simsbury, Stamford, West Hartford, Westport, and Windham. Eight financial institutions have qualified, including Citigroup, Peoples Bank, Wells Fargo, Ameresco, Bostonia, Clean Fund, Urban Energy Advisors, and Structured Finance Associates. 53 deals are in the pipeline, for a total of \$19.6 million.
  - Residential Program Launches – The Smart-E loan program will launch on March 11 and the Solar Loan program between March 18 and 25. The Solar Lease program will launch in early April
  - Solarize Program – Phase I concluded on January 14. Installers reported 296 contracts covering 2.2 MW of PV. Within a 20 week period the program accomplished as much as had been done in the previous 7 years. For Phase II five towns have been selected including Bridgeport, Canton, Coventry and Mansfield and Windham together as a coalition. The program will kick off officially in early March. Note that two distressed communities are involved. CEFIA is seeking to raise more funding from foundations to accomplish the board’s goals of expanding the program across the state, and adapting it to support other clean energy technologies, as well as energy efficiency, and equipment replacement.
  - Legislative priorities – CEFIA is working with stakeholders to promote a commercial clean energy property tax exemption.
- F. Consultant Committee –
- 2013 Board Consultant Workplans – Mr. Howland reported that the Committee is not ready yet to recommend 2013 workplans to the Board, pending clarification of how Ellen Zuckerman’s time will be allocated. For now, consultants will continue to bill at their current hourly rates. He expects that the Committee will be able to present a recommended package to the Board at its March meeting.

- G. Dispute Resolution Committee – Mr. Wertheimer reported on the Committee’s investigation of a complaint filed by Mr. Handyman about not being selected as a vendor for the HES program following the recent RFP process.
- Mr. Handyman’s complaint was based on an assertion that the companies made their decisions on “price only” basis that was not disclosed in the RFP. The Committee received a response from CL&P that Mr. Handyman is indeed a highly qualified company but its pricing was significantly higher than other bidders that were selected.
  - The Committee reviewed in detail pertinent correspondence and the RFP, met separately with Mr. Handyman and the companies, obtained additional information about what was covered at the bidders’ conference and through other communications such as Q&As exchanged after the conference.
  - The Committee considered only whether the companies followed the process in RFP correctly in this case. Its conclusions are not a reflection on the company’s qualifications. Regarding the RFP process, 51 companies applied. Bidders were offered two chances after the initial submittal to improve their bids, including with respect to whether they were firm on their proposed pricing. 40 of the 51 bidders that submitted were considered qualified to perform. After that, the 40 were compared by price. The top 30 with the most competitive prices were offered the opportunity to join the program. Mr. Handyman was not included.
  - The Committee can now report to the Board that in its view Mr. Handyman was not unfairly treated. It has no doubt that Mr. Handyman is a highly quality company, which has demonstrated the ability to achieve high BTU savings as well as impressive follow on measure up-selling. The Committee also notes that Mr. Handyman can still work within the Home Performance with Energy Star and the Multi-Family programs. Furthermore, if there are dropouts from the 30 selected vendors, Mr. Handyman will be able to reapply. Ms. Bergert moved that the Board accept the Committee’s report. Ms. Thompson seconded the motion. All voted in favor and the motion passed.
- H. Board Calendar & Schedule – Executive Secretary Tim Cole reported that locations for the May Public Input Session and June Board Retreat have now been set. The Public Input Session will be held in the Phoenix Auditorium at the DEEP building in Hartford. The Board Retreat will be held at the Institute for Technology and Business Development in New Britain.

## **2. Programs and Planning**

- A. Introduction of Committee-Recommended Evaluation Consulting Team – Special Presentation and Board Decision – Ms. Thompson reported on the results of the RFP process for selecting a new evaluation consultant team. The selection subcommittee consisted of Board members Taren O’Connor, Mr. Howland, DEEP representatives Tracy Babbidge, Cindy Jacobs, and Rick Rodrigue, and herself. They were actively supported in their work by Paul Gray from UI and Geoff Embree and Joe Swift from CL&P. The subcommittee interviewed four teams and selected two finalists. After receiving responses to further questions, the subcommittee is now recommending one

team, which has been invited here to make an introductory presentation. The team is comprised of three members, each with extensive experience in the field. It is headed up by Lisa Skumatz of SERA, Inc., and includes Scott Dimetrosky of Apex Analytics and Lori Lewis of Megdal Associates. Ms. Skumatz led off the presentation, highlighting the team's emphasis on implementing the requirements of the Evaluation Roadmap and providing the high level of expertise required.<sup>4</sup> The team will implement a partnership model, whereby they will work closely and interdependently with each other and with the Evaluation Committee, the Board and stakeholders. Team strengths are reflected by the fact they are currently working in eight states, as well as for the Department of Energy. They are seen as industry leaders in the field, they are the individuals at their respective firms who will be doing the work for the board, and they enjoy working together. In response to a question from Ms. Bergert about experience working with residential, and especially low-income residential programs, Ms. Skumatz assured her that all of them have deep experience in the field. Ms. Thompson moved that the Board approve the selection of the team. Ms. Bergert seconded the motion. All voted in favor and the motion passed.

- B. Special Presentation – Julie Michals, Director of the Northeast Energy Efficiency Partnership's Evaluation, Measurement and Verification (EM&V) Forum made a presentation to the Board regarding the mission and background, along with the current makeup and activities of the Forum.<sup>5</sup> She placed particular emphasis on the importance and value of taking a regional approach. At present 10 jurisdictions are participating in the Forum, including Connecticut. The Forum is involved in planning, evaluating savings, and reporting the impacts achieved through the REED database. In addition she noted the Forum's close work on the national level with the Department of Energy and Environmental Protection Administration. She expressed her interest in working closely with the newly selected evaluation team. Mr. Brown cited Richard Faesy's report to the Residential Committee comparing Home Retrofit programs across states in the region and noted that there are significant differences among states' approaches.<sup>6</sup> Mr. Faesy noted that the Forum's approach is higher level, not yet applicable at the program level. Ms. Michals noted that there is considerable detail in the REED database that can be used for analysis. Mr. Howland urged Mr. Faesy to talk further with the Forum to follow up on the discussion.
- C. DEEP / PURA coordination update
- 2013-2015 Multi-Year Plan
    - Regarding the final revisions of the 2013-15 C&LM Plan budget tables and proposed Board comments, Mr. Schlegel directed the Board's attention to the set of eight tables – two each for CL&P, UI, and the combined gas companies, plus two summary tables – together with a descriptive narrative summary that were all included in the board packet.<sup>7</sup> He pointed out that the tables

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<sup>4</sup> Recommended Evaluation Consultant Team Presentation – SERA Inc.pdf / SERA evaluation consultant team resumes.pdf

<sup>5</sup> EMV Forum Overview for CT EEB 2-13-13.pptx

<sup>6</sup> CT Res Retrofit Comparisons 2-27-13.pptx

<sup>7</sup> The files are available online in a separate folder at <https://www.box.com/s/vrh4e1l2llwxzwrq2wxf>

include three columns on the right of each sheet showing the changes due to the revisions compared to the original filing. He also noted that this final set of tables includes the results of the systematic review undertaken in the last months and takes into account comments received from the Board. Regarding the performance incentives, he pointed to the Exhibit 4 tab in each of the budgets show the incentive tables. Mr. Schlegel finally noted that the Board Comments document now includes a new piece on the performance incentives and the revised savings goals connected with performance management fee, along with the Board's final recommendations. With these materials now available, the consultants are recommending approval of 1) the revised tables, 2) the revised performance management fee, and 3) the comments. Mr. Howland stated that he would like to see separate votes on each of the three components of the package. Ms. Thompson requested one day to review the tables. Mr. Howland directed the Executive Secretary to set up an electronic vote on the three items that would be concluded by Friday, March 15. Mr. Araujo advised the Board that the companies would then file the proposed amendments with a narrative describing the changes since November filing.

- PURA data requests on the Multi-Year Plan – Mr Araujo reported that PURA had issued a number of interrogatories for the gas docket 12-11-04, which were directed to the gas companies. Mr. McDonnell commented that the Board's approval of the final budget numbers is essential, so they can be referenced in the responses to the interrogatories. The due date is around February 21, around the same time they plan to file the new tables and the Board's comments.
  - Weatherization Standard – Additional Comments – Mr. Howland indicated that a letter would be sent to DEEP containing a reiteration of one comment about the desirability of working with Massachusetts and Rhode Island on issuing a regional RFI, which would invite responses from the Department of Energy and vendors with building labeling program experience. Mr. Faesy noted that he had not yet discussed the idea with people in the other states. Ms. Dykes stressed the issue of timing, given the urgency at DEEP of completing work on the weatherization standard. Mr. Howland noted that because the matter does not need to be voted on by the Board, he would simply ask Mr. Faesy to provide a one page letter to DEEP as soon as possible.
- D. PURA Draft Decision on Conservation Adjustment Mechanism (CAM) Procedure – Mr. Schlegel reported that although NU had requested a technical session on February 8, PURA had not yet ruled on the request. However, PURA is requesting comments by February 22<sup>nd</sup> on the issue of legal authority with reference to the Energy Adjustment Clause. While this issue is not directly pertinent to the EEB, the Board should consider speaking to the Authority's request for documentation of ratepayer benefit. The consultants can work with the companies on compiling this documentation. The Board could provide a letter containing a summary of why additional funding is justified to support additional funding for energy efficiency programs. This would need to be done

by February 18<sup>th</sup> and filed before the 22<sup>nd</sup>. Mr. Araujo noted that the EEB could also endorse request for technical meeting, which would allow for more time to compile the required documentation. Mr. Howland commented that much of the requested material is in the plan already, and that therefore a letter could reference that information and show the justification. He asked Mr. Schlegel to create a short letter by around February 20<sup>th</sup>.

- E. 2012 End of Year Progress Report – Mr. Araujo directed the Board’s attention to the reports on CL&P results included in packet.<sup>8</sup> He noted that there is roughly a \$5.3 million carryover due to higher revenues from some highly cost effective projects that came late in the year. Mr. McDonnell reviewed United Illuminating’s results, noting that while the year ended very nearly on budget, the energy savings results were considerably above the targets set for the year.<sup>9</sup> Expenses ran approximately 105% of budget, while kWh savings actual came in for instance at 132% of goal. Joe Crocco reported on the results for the Connecticut Natural Gas and Southern Connecticut Gas companies. Combined they came in with expenses at 91% of budget, and energy savings achieved at 112% of goal. He noted that the gas results were affected by the fact that PURA had approved the expanded plan for gas, but the electric expanded plan to which it was linked was not yet approved. Mr. Tumidaj inquired whether the companies were seeing any resurgence in demand and market activity that will carry over into 2013. Mr. Araujo responded that it was too early to tell, though they are off to a strong start in 2013. Mr. McDonnell commented that UI tends to be a leader in economic activity trends. They saw an earlier surge in 2012, but then it cooled off later. CL&P typically follows the trends seen at UI. Mr. Araujo noted that while not much is going on in new construction, the Energy Opportunities program is doing well and the Small Business Energy Advantage program is performing better.
- F. Performance Contracting and Lead By Example initiatives – Les Tumidaj informed the board that a detailed report will be deferred until next month.
- G. DEEP Update: Comprehensive Energy Strategy – Ms Dykes informed that Board that the 19<sup>th</sup> of February is the planned date for the release of the final version of the Comprehensive Energy Strategy.

### 3. Outreach and Marketing

- Joint DEEP/EEB/CEFIA statewide marketing project update
  - Report on Energize CT website launch – Mr. Schlegel confirmed for the Board that new website did launch and is now fully live. Some interactive features are still being debugged and enhanced. He expects most of the fixes and improvements will be done in the next four weeks, although some enhancements have been deferred to the next phase – Phase III – of the project. Phase III will require a new scope of work from the joint Marketing Services Committee (MSC). He indicated that it is likely a website maintenance contract RFP will be issued by the MSC. Currently an interim contract with CLEAResult is in place. Formal announcement of

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<sup>8</sup> CL&P CLM QTR Report 2012 Q4.pdf; YGS\_ CLM QTR Report 2012 Q4.pptx

<sup>9</sup> UI CLM 4th qtr 2012.ppt

the website through appearances by the Governor and Commissioner Esty are still in the works. It is expected they may happen later in February, when the final Comprehensive Energy Strategy is released.

- Board web pages, documents, and archives – Mr. Schlegel informed the Board that Ms. Zuckerman will be working with Mr. Cole over the next few weeks on arrangements to transfer the materials on the Board’s own websites over to the EnergizeCT website to allow for the use of the new site going forward.

**4. Committee Reports**

- Commercial & Industrial – Mr. Tumidaj noted that the Committee is continuing to work with the companies on action plans for 2013 that take into account budget uncertainties regarding the base and expanded plans.
- Evaluation – Ms Thompson directed the Board’s attention to the monthly report contained in the meeting packet.<sup>10</sup>
- Residential – Ms. Bergert informed the Board that the Committee’s comprehensive review is continuing. Next month it will receive detailed presentations by CEFIA, CHIF, and the Housing Development Fund.
- Fuel Oil Conservation Board – No report.

**5. Other** – No other business was brought forward for the Board’s consideration.

**6. Adjourn** – With no further business to attend to, the meeting adjourned at 3:25 pm.

Respectfully submitted,

Timothy Cole, Executive Secretary

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<sup>10</sup> Evaluation Monthly Status Report 1-13.pdf