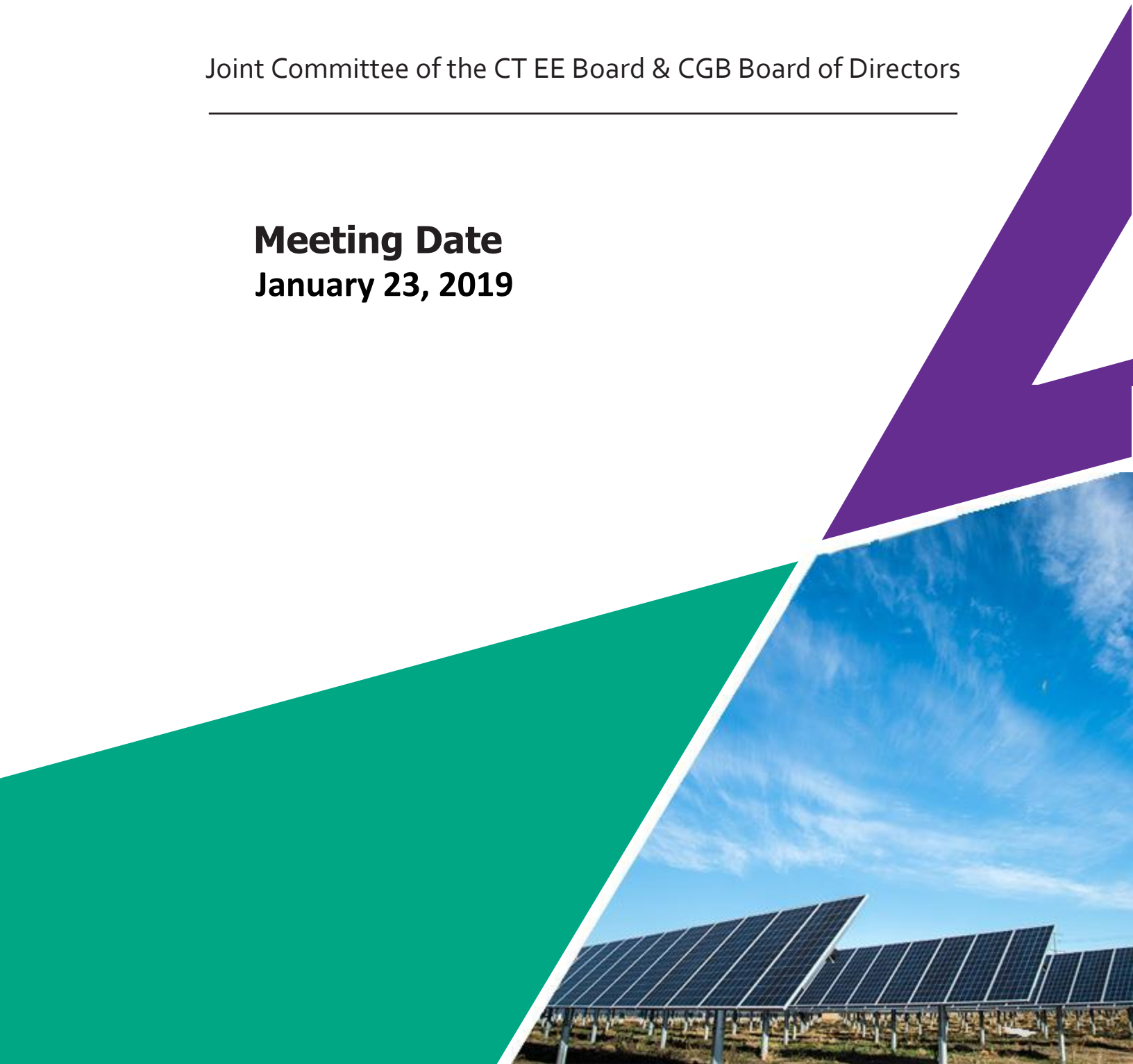




Joint Committee of the CT EE Board & CGB Board of Directors

Meeting Date
January 23, 2019





Joint Committee

Eric Brown, Chair

CT Business & Industry Association

Ronald J. Araujo

Eversource

Diane Duva, Vice-Chair

CT Department of Energy and
Environmental Protection (DEEP)

Bryan Garcia

Connecticut Green Bank

John Harrity

Connecticut State Council of Machinists

Patrick McDonnell

United Illuminating

Amanda Fargo-Johnson

Connecticut Farm Energy Program

Bert Hunter

Connecticut Green Bank

Chris Plecs

Eversource



AGENDA

Joint Committee of the CT Energy Efficiency Board and the Connecticut Green Bank Board of Directors

**Connecticut Green Bank
845 Brook Street, Rocky Hill, CT 06067**

**Wednesday, January 23, 2019
1:30-3:30 p.m.**

1. Call to Order
2. Public Comments (5 min)
3. Review and Approval of Minutes for October 17, 2018 meeting (5 min)
4. Combined Metrics Fact Sheet (30 min)
5. Sector Working Group Reports – Metric Recommendations (45 min)
 - a. Brief Report: Residential – Single Family and Multifamily (15 min)
 - b. Brief Report: C&I – Small and Medium/Large Business (15 min)
 - c. Brief Report: C&I - Government (15 min)
6. C&LM Plan and CGB Comprehensive Plan – Overviews (30 min)
7. Other Business (5 min)
8. Adjourn

Join the meeting online at <https://global.gotomeeting.com/join/641497325>

Or dial in using your telephone:

Dial: (872) 240-3311 / Access Code: 641-497-325



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Joint Committee

Connecticut Energy Efficiency Board and the
Connecticut Green Bank Board of Directors

Connecticut Green Bank
January 23, 2019



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Agenda Item #1

Call to Order



Empowering you to make
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Agenda Item #2

Public Comments



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Agenda Item #3

Approval of Meeting Minutes for October 17, 2018



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Agenda Item #4

Combined Metrics Fact Sheet

Combined Metrics Task

- Tasks – there were several tasks with regards to combined metrics for CEEF and the CGB per the request of the Joint Committee:
 1. **Identify** – identify a list of possible metrics that describe the scope and impact of deploying energy efficiency and renewable energy in Connecticut
 2. **Clarify** – clarify the definitions of those metrics so everyone understands what is being measured
 3. **Recommend** – identify a shortlist of metrics that were identified for recommendation to the Joint Committee
 4. **Communicate** – develop a communication piece that shows the combined impact of CEEF and CGB

Combined Benefit Fact Sheet (Draft)

- Overview from the staff
 - ✓ Leverage ratio
 - ✓ Jobs
 - ✓ Gross State Product
 - ✓ Tax revenues
 - ✓ Avoided costs
 - ✓ Public health
 - ✓ Customers
- Questions from the Joint Committee
- Next Steps



Customer-Funded Green Energy Delivers Value

GREEN ENERGY IS AN ECONOMIC DEVELOPMENT ENGINE FOR THE STATE. IT MAKES CONNECTICUT A BETTER PLACE TO LIVE AND WORK.



EVERY \$1 COLLECTED RESULTS IN AN ADDITIONAL \$4.1 OF GREEN ENERGY SPENDING

An investment by residents, businesses and municipalities that improves the quality of life in Connecticut.¹



\$5.7 BILLION INCREASE TO THE GROSS STATE PRODUCT

Generated by the Connecticut Energy Efficiency Fund and Connecticut Green Bank.²



AVOIDED COSTS

In 2018, Green energy in Connecticut resulted in energy savings equal to nearly three 45 MW power plants.³



608,000 CUSTOMERS BENEFITTED

Through programs for families, businesses, municipalities and other institutions ranging from energy assessments, efficient appliances, weatherization, solar PV installations, efficient lighting, heating and cooling, process improvements, thermal insulation, education and financing.



38,000 JOBS

According to the U.S. Department of Energy. Includes the design, installation and manufacturing of green energy products and services in Connecticut.⁴



\$65 MILLION IN CT TAX REVENUES

Generated from individual, corporate, and sales tax revenues per year as a result of green energy programs and services.



\$6.4 MILLION IN PUBLIC HEALTH COSTS SAVED

Through reduction of nearly 250 thousand tons of greenhouse gas emissions; and slowing climate change in our region.⁴

The numbers presented are from Eversource, UI, SCG and CNG (as administrators of the Conservation Adjustment Mechanism and RGGI allowance proceeds) and Connecticut Green Bank (as administrator of the Clean Energy Fund and RGGI allowance proceeds) through the Joint Committee (i.e., Section 16-245m(d)(2)).

1. Calculated from actual CT Energy Efficiency Fund and CT GreenBank reporting in 2018
2. U.S. Energy Employment Report, Department of Energy, 2018
3. 2019 Environment Northwest (ENW) "Energy Efficiency in Connecticut: Engine of Economic Growth". (Based on updated formula data.)
4. EPA Annual Emissions and Generation Tool (AEGT) 2018 Report

EnergizeCT.com or 877-WISE-USE





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Agenda Item #5

Sector Working Group Reports – Goals and Metrics Recommendations

Residential – Single Family Goals

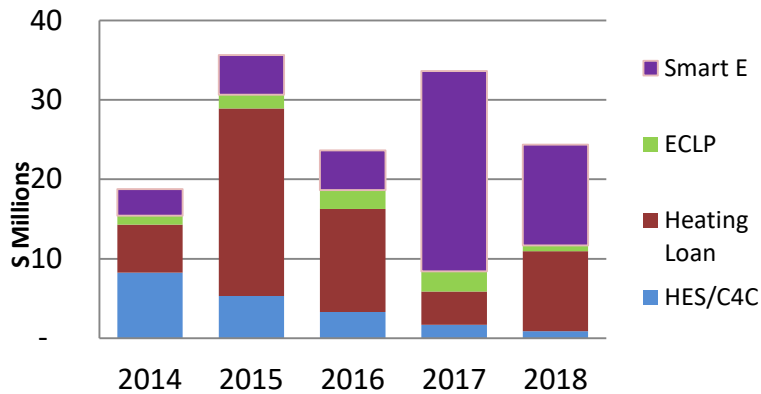
- **Identify Coordinated Strategies for Expanding Comprehensive Loans for the 2019-2021 Plan.** Review and calibrate incentives and buy-down levels as needed to increase adoption of add-on measures and achieve more comprehensive projects while reducing program costs.
- **Pursue all Cost-Effective Energy Efficiency in the Residential Sector Using Financing.** Increase the amount of private sector capital where effective. Establish a simplified approval process, where possible and appropriate, to leverage ratepayer funds and achieve greater savings. These actions will meet the market needs and drive deeper energy savings and more comprehensive projects.
 - Increase HES projects with completed follow-ons per the 2019-2021 Plan, using financing as one of the tools to increase completed follow-ons.
 - Promote financing to encourage the installation of high-efficiency HVAC and DHW equipment.
- **Reduce Barriers for Energy Efficiency Improvements.** Continue to collaborate on design and implementation for financing health and safety measures that are necessary to ensure buildings can safely receive energy management upgrades

Proposed Metrics

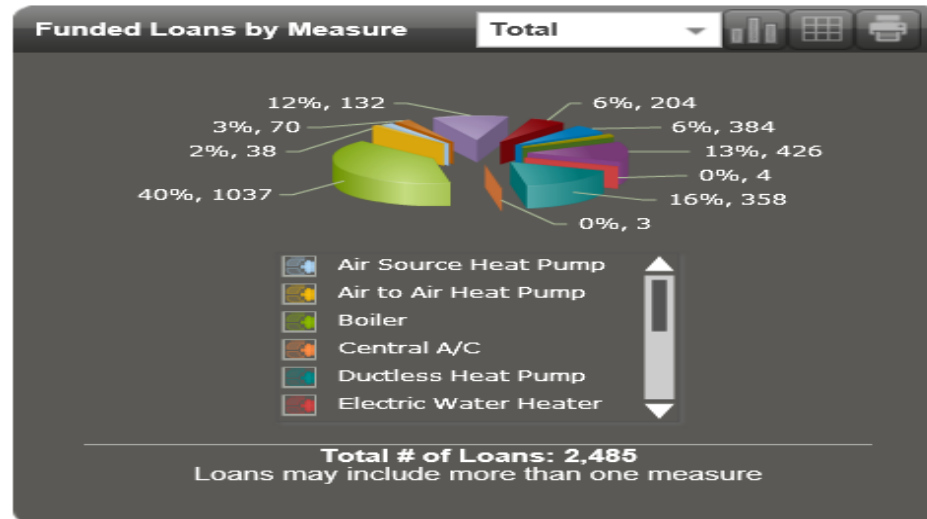
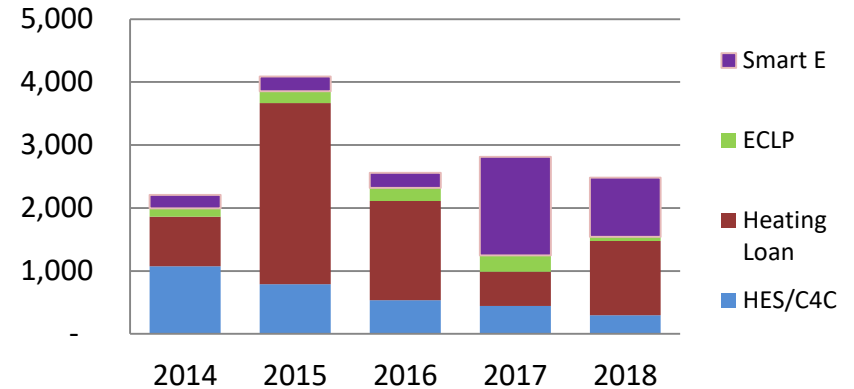
- Number of units that completed HES and HES-IE jobs in single family homes
- Number of units initially identified as barrier that, after pursuing financing and funding, complete weatherization (contingent upon data availability)
- Number and percentage of customers that implement follow-on measures

Residential – Single Family Stats

Residential Funded Loans(2014-2018)



Number of Loans Funded 2014-2018



Residential – Multifamily Goals



Multifamily Residential Goals

Establish, Align, Fund, and Implement customer friendly financing programs to fill current unmet needs and market gaps in appropriate sectors for the approximately 340,000 multifamily residential units in CT

- Explore, and if feasible, pursue development of an appropriate financing product for market rate properties (properties that serve tenants above 60% SMI) that existing products don't currently serve
- Maintain program alignment for projects receiving CHFA and DOH funding, and other public funding sources
- Address the issues related to alignment of a comprehensive vs. holistic approach to the sector
 - Increase number of customers flowing from EnergizeCT webpage to financing products offered by CT Green Bank and others

Metrics to Track Multifamily Residential Goals

- Maintain updated List of CGB and C&LM Financing Products available for this sector published on the EnergizeCT multifamily web page
- By Product: # of loans, # of housing units served by: (IE vs. > 60% of SMI & LMI vs. > 80% AMI), \$ value loans (total amount financed for energy improvements), \$ total project costs, \$ value of utility incentives, \$ leverage ratios for utility incentives: \$utility incentive: total project costs; \$utility incentive: total amount financed – calculated on an all-in and on a per-unit basis
- Number of units in properties participating in multifamily utility programs; number of customers flowing from EnergizeCT webpage to financing products offered by CT Green Bank and others

Progress to Date

- Development of an integrated process path for multifamily properties
- Established and maintain program alignment for projects receiving CHFA and DOH funding
- Advocacy resulting in scoring that incents passive house design and high performance buildings in the competitive 9% Low Income Housing Tax Credit funding process administered by CHFA.



Green Bank Multifamily Financing Programs Tracked



Pre-Development Resources

Navigator Loan

- Client managed contractor(s)
- Customized technical services



Sherpa Loan

- Designated service provider
- Standardized process & fee schedule



Financing Matrix for All Programs:

<https://www.energizect.com/sites/default/files/Multifamily-Financing-Matrix-2018-11.pdf>



Project Financing

LIME

- Low Income Multifamily Energy
- Affordable
- Unsecured



Solar

- Solar projects only
- Power Purchase Agreement



H&S & Catalyst Funds

- Flexible low-cost financing
- Energy & health/safety



C-PACE

- Commercial Property Assessed Clean Energy
- New construction focus



Green Bank Multifamily Financing Summary Metrics



	Pre-Development Loans	Term Loans	Totals
# loans closed	12	58	70
# of units	1,492	3,749	
Total loans (\$)	\$835,326	\$20,517,021	\$22,187,673
Smallest loan amount (\$)	\$4,290	\$25,000	-
Largest loan amount (\$)	\$212,700	\$3,500,000	-
Average loan amount (\$)	\$70,073	\$352,707	



Green Bank Multifamily Financing Term Loan Metrics



Energy Project Costs	
Total	\$22,575,639
Average	\$313,551
Average per unit (\$/unit)	\$6,022
Total Project Costs (Energy + Other Costs)	
Total	\$67,891,318
Average	\$942,935
Average per unit (\$/unit)	\$18,109
Utility Incentives & Leverage Ratios	
Total incentives (EE & Solar)	\$1,706,526
Average per unit	\$455
Utility incentive: energy loan amount	8.3%
Utility incentive: energy project cost	7.6%
Utility incentive: total project cost	2.5%

C&I – Medium to Large Business Goals

- **Improve Understanding of Opportunities Within this Market for Deep Energy Efficiency Improvements.** Build on available knowledge and analysis to develop effective and sustainable incentive and financing strategies for stimulating deeper energy investments and that meet all cost-effective energy efficiency goals.
- **Increase Customer Savings and Benefits from the C&I Programs.** Drive more projects with deeper energy savings, supported with increased financing options (including C-PACE) to help ensure comprehensive investment and closure of financing gaps.
- **Cross-Leverage Connecticut Conservation and Load Management Plan and Connecticut Green Bank Programs.** Develop and implement communication and marketing strategies to ensure maximum cross-leveraging of these opportunities to help achieve the state goals of acquiring all cost-effective energy efficiency and expanded renewable deployment

Proposed Metrics

- Incentive programs available for this sector (ECB, EO, BES, and SBEA)
 - By Program: # of Projects; \$ Value Incentives; % of Projects that are multi-measure and/or multi-end use
- Financing Products available for this sector (SBEA, C-PACE, M-Core, Uninvest, etc)
 - By Product: # of Loans; \$ Value Loans (PI-scrubbed individual and total); % of Projects that are multi-measure or multi-end use
 - Data on how non-incentive balance of projects are funded

C&I – Small Business Goals

- **Improve the Customer Experience.** Ensure seamless service delivery between services implementing the Conservation and Load Management Plan and the Connecticut Green Bank's operational plan. Such delivery must be responsive to customers' needs, including integration of appropriate Connecticut Green Bank and other allied small business services, especially for those that aren't currently served by the SBEA financing program.
- **Identify and Engage Alternative Capital Sources to Lower the Cost of and Increase Opportunities for Project Financing.** Implement a new funding mechanism for Small Business Energy Advantage projects (which includes: small businesses, municipalities, and state buildings).

Proposed Metrics (previous slide plus)

- State number of loans, \$ loan value and loan default rates broken out by SBEA, MUNI and State entities

ES Update on SBEA/MUNI Recapitalization

- Closed Existing Portfolio Loan Sale on 12/20/18
 - \$41.25M in outstanding Loans
 - \$23.6M CL&P Funded
 - \$17.6M CEEF Funded
 - \$38.9M Received (net of interest and origination fees)
 - \$34.9M from Amalgamated Bank (90%)
 - \$3.9M from CT Green Bank (10%)
 - \$15.2M available to CEEF (after interest and origination fee deductions)

C&I – Government Goals

- **Improve the Customer Experience.** Ensure seamless service delivery that is responsive to State and local governmental and institutional needs, including:
 - Integration of appropriate Green Bank and other related services; and
 - Providing technical support and incentives from C&LM and the Green Bank’s capability to finance large scale projects at scale. Establish and communicate a process for customers undertaking large projects to receive technical support through internal utility resources and contracted “owner’s representative” services.
- **Establish Sustainable and Cost-Effective Financing Mechanisms.** Develop sustainable and cost-effective funding mechanisms for both the preparatory and permanent project financing needs of government sector energy-saving projects.
- **Develop New Products to Fill Market Gaps.** Develop cost-effective vehicles for mid-scale energy-saving projects at government or institutional facilities that are too big for the current financing programs, and which have customized features such as turn-key technical assistance and on-bill financing payment plan options.

Proposed Metrics

- Parity between contributions and participation; indexing of Government sector’s participation compared to other C&I sectors; indexing of savings from projects completed for this sector
- Programs available for this sector (ECB, EO, BES, and SBEA)
 - By Program: # of Projects; \$ Value Incentives; % of Projects that are multi-measure and/or receive comprehensive bonus
- Financing Products available for this sector (SBEA, BEA, C-PACE, M-Core, Uninvest, etc.)
 - By Product: # of Loans; \$ Value Loans (individual and total); % of Projects that are multi-measure and/or receive comprehensive bonus
- Data on how non-incentive balance of projects are funded



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Agenda Item #6

C&LM Plan and CGB Comprehensive Plan – Overviews

C&LM Plan

Table 1-1: 2019-2021 Plan Savings & Benefits*

Year	Budgets (\$000)			Annual Savings						Lifetime Savings
	Electric	Natural Gas	Total	Electric (GWh)	Peak (MW)**	Natural Gas (MMcf)	Oil (gallons)	Propane (gallons)	CO ₂ Emissions (tons)	Lifetime Benefit (\$000)
2019	\$165,650	\$52,796	\$218,446	291	41	710.8	985,618	193,082	190,297	\$772,059
2020	\$184,200	\$53,821	\$238,020	292	41	695.8	1,291,101	263,291	192,446	\$802,292
2021	\$181,844	\$54,654	\$236,499	259	37	666.4	1,226,988	272,744	177,128	\$769,848
TOTAL	\$531,694	\$161,271	\$692,965	843	120	2,073.1	3,503,706	729,117	559,871	\$2,344,199

* Savings does not include Demand Response (Utility and/or ISO-NE).

C&LM Plan – 2019- 2021 Plan Priorities

Table 1-3: 2019-2021 Plan Priorities

Priorities	Residential	Commercial & Industrial	Workforce Development, Education & Community Outreach
1: Advance State Energy & Environmental Policy Goals*	<ul style="list-style-type: none"> Evaluate consistency of Cost-Effectiveness Tool with National Standards Practice Manual framework* Support strategic adoption of heat pump technologies* Offer all-electric package for residential new construction market Deliver EE services to all fuels* Deliver 1.6 annual MMBtu savings, or equivalent megawatt-hours, for all fuels* combined by 2020 	<ul style="list-style-type: none"> Evaluate consistency of Cost-Effectiveness Tool with National Standards Practice Manual framework* Support strategic adoption of heat pump technologies* Promote HVAC Strategy Deliver EE services to all fuels* Deliver 1.6 annual MMBtu savings, or equivalent megawatt-hours, for all fuels* combined by 2020 	<ul style="list-style-type: none"> Offer EPA Portfolio Manager training
2: Offer Tailored Solutions for Market Segments While Ensuring Equitable Distribution	<ul style="list-style-type: none"> Connect EE to renewables in new construction market (Zero Energy Challenge, Solar PV Readiness Checklist) Research and target underserved customers and market sectors 	<ul style="list-style-type: none"> Identify/target market sectors Strengthen trade ally networks Implement new Business Energy Advantage solution (200-500 kW) Serve as primary informational conduit for EE, renewables, and sustainability projects Shift rebates upstream to distributors to drive EE in specific market sectors (Restaurants = comm. kitchen equipment) Research and target underserved customers and market sectors 	<ul style="list-style-type: none"> Offer direct trainings for businesses/municipalities (CEM, BOC and EPA PM) Conduct assessments outreach/teacher training to underserved K-12 communities
3: Focus on Direct Savings to Customers	<ul style="list-style-type: none"> Ensure funding directed toward core-saving solutions (Retail Products, HVAC/DHW, Home Performance Services, Behavioral-Based Strategies and New Construction, Additions & Major Renovations) 	<ul style="list-style-type: none"> Ensure funding directed toward core-saving solutions (Energy Conscious Blueprint, Energy Opportunities, SBEA, and Business & Energy Sustainability) 	<ul style="list-style-type: none"> Develop technical training courses for tech. schools and community colleges

C&LM Plan – 2019- 2021 Plan Priorities (cont'd)

4: Develop and Maintain a Sustainable Workforce	<ul style="list-style-type: none"> • Provide ongoing training for Home Energy Performance vendors • Coordinate training w/HVAC and DHW equipment contractors, manufacturers, and distributors • Offer building code trainings 	<ul style="list-style-type: none"> • Offer trainings to support Advanced Lighting and HVAC Strategy • Offer training through Business & Energy Sustainability solution • Offer building code trainings 	<ul style="list-style-type: none"> • Develop technical training courses for tech. schools and community colleges • Offer trainings for businesses/municipalities (CEM, BOC & EPA PM)
5: Continuous Commitment to Deliver Comprehensive Energy Efficiency Strategies	<ul style="list-style-type: none"> • Offer tiered incentives for multi-measure/multi-end use comprehensive projects • Offer ENERGY STAR Retail Products Platform • Offer early retirement incentive promotions 	<ul style="list-style-type: none"> • Offer tiered incentives for multi-measure/multi-end use comprehensive projects • Strategic Energy Management/ISO 50001 and promote a SEM cohort approach • Promote Adv. Lighting Strategy • Promote HVAC Strategy • Explore offering 5-year loan terms to encourage comprehensiveness • Strengthen trade ally networks • Shift rebates upstream to distributors to drive EE in specific market sectors 	<ul style="list-style-type: none"> • Offer direct trainings for businesses/municipalities (CEM, BOC and EPA PM) • Develop technical training courses for tech. schools and community colleges
6: Implement Effective Demand Reduction Strategies	<ul style="list-style-type: none"> • Evaluate and implement Residential Demand Reduction Strategies 	<ul style="list-style-type: none"> • Evaluate and implement C&I Demand Reduction Strategies 	
7: Continue to Explore and Implement Financing Options	<ul style="list-style-type: none"> • Explore financing options to address health and safety barriers for Home Energy Performance solutions (HES, HES-Income Eligible and Multifamily) 	<ul style="list-style-type: none"> • Introduce new SBEA recapitalization strategies to leverage EE funds w/private capital • Offer SBEA-modeled financing for new Business Energy Advantage solution 	
<p>*The Companies note that DEEP is currently conducting a formal review process (Fall/Winter 2018) of the benefit-cost methodologies utilized in calculating savings for Connecticut's energy efficiency programs. Key priorities may change based upon the outcomes of this review process thus affecting the Companies' Residential and C&I Energy Efficiency Portfolio's designs, savings, and programs.</p>			

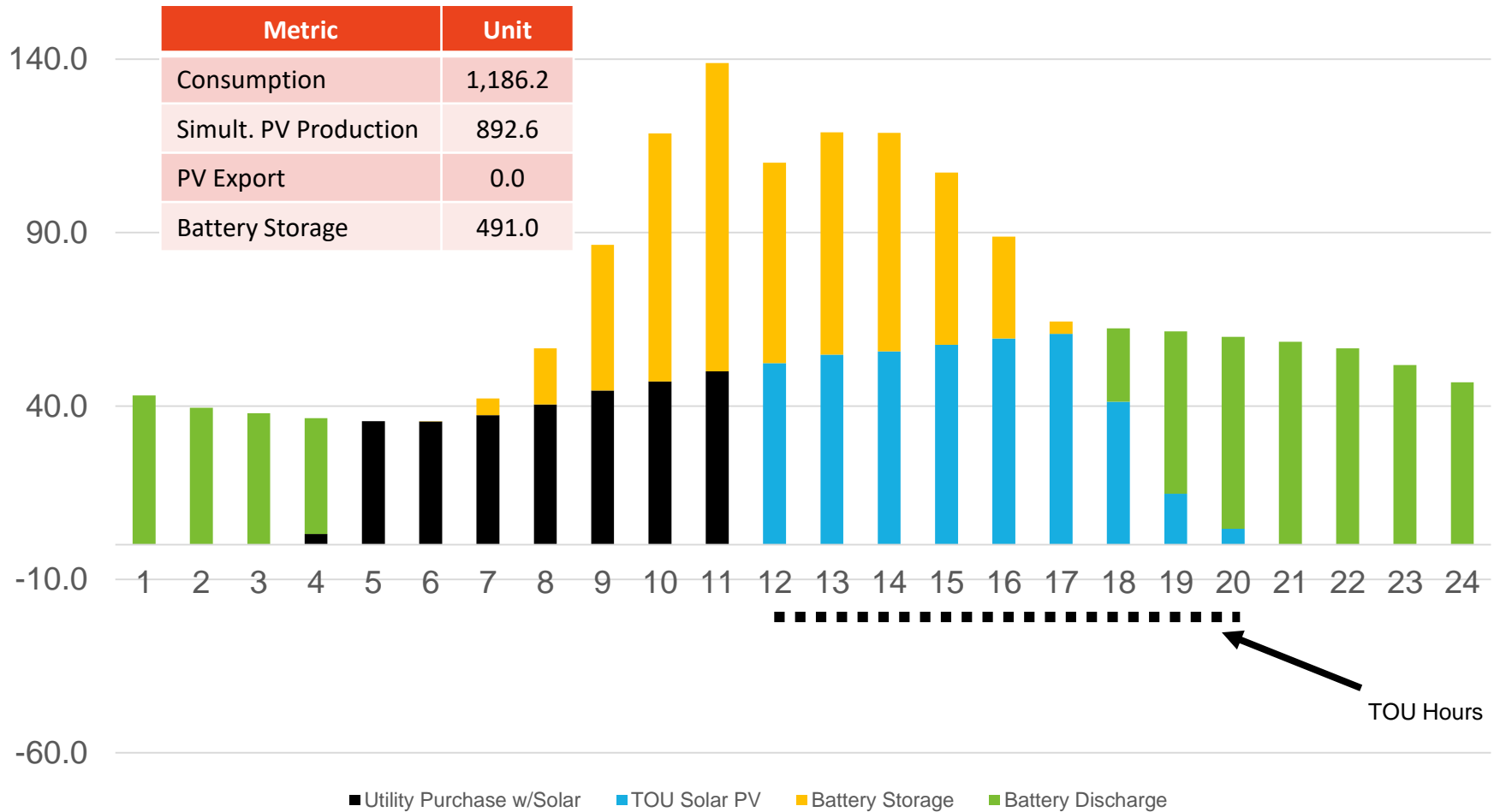
CGB Comprehensive Plan

- Implementing Comprehensive Plan – FY 2017 through FY 2019
 - Sustainability Plan – reduce OpEx by 27%, invest at 5% return for 10-year maturity, and transition IPC
 - Infrastructure – 7,250 households install solar PV, 58.0 MW, \$203 MM, and successful \$40 MM SHREC
 - Residential – 1,145 households finance, 5.0 MW, \$27 MM
 - CI&I – 73 CI&I customers, 10.6 MW, \$33 MM
- Developing Comprehensive Plan – FY 2020 through [X]



Residential Solar PV

Battery Storage to Reduce Peak Demand (July)



REFERENCES

Interval data for a typical residential customer in Connecticut came from Eversource Energy
 Solar data is derived from PV Watts for a typical residential solar PV system in Connecticut that is 8 kW with a capacity factor of 0.1253



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Agenda Item #6

Other Business



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Agenda Item #7
Adjourn



**Joint Committee of the CT Energy Efficiency Board and the
Connecticut Green Bank Board of Directors**

**Public Utilities Regulatory Authority
10 Franklin Square, New Britain, CT 06051**

**Wednesday, October 17, 2018
1:30-3:30 p.m.**

MINUTES¹ (Draft)

In Attendance

Voting Members: Eric Brown, Diane Duva, Amanda Fargo-Johnson (by phone), John Harrity

Non-Voting Members: Ron Araujo, Bryan Garcia, Pat McDonnell

Others: Stephen Bruno, Jane Bugbee-Leno, Anthony Clark, Craig Diamond (by phone), Julia Dumaine, Mackey Dykes, Maritza Estremera, Brian Farnen, Taren O'Connor (by phone), Kerry O'Neill (by phone), Gentiano Parragjati, Madelyn Priest, Ellen Rosenthal, Larry Rush, Jeff Schegel (by phone), Eric Shrago (by phone), Kim Stevenson, Brian Sullivan (by phone), Donna Wells, Nick Zuba (by phone)

Also by phone but (my apologies) missed complete name:

Mark _____

1. Call to Order

Eric Brown called the meeting to order at 1:36pm.

2. Public Comments

None

3. Review and approval of Meeting Minutes for July 18, 2018 meeting

Motion to approve minutes made by Ms. Fargo-Johnson

2nd by Ms. Duva

Approved Unanimously

4. Combined Metrics – Working Group Recommendations

- Mr. Garcia and Ms. Duva to tag team on presenting the metric recommendations - They thanked the team who assisted in coordinating these recommendations
- There were two tasks this team was assigned at the last meeting:
 - Identify the combined metrics of the DEEP and CGB
 - Determine what metrics best represent both organizations and present a fact sheet of said metrics for communicating to legislature and public
- Recommended Metrics Include:
 - A focus of the jobs created by both organizations
 - Contributions to the GSP of Connecticut
 - Avoided energy costs – need to put in simpler, laymans terms
 - Greenhouse gas reductions
 - Public health improvements
 - Increased tax revenue to the State of Connecticut
 - Total investment and leverage for investments
 - Number of Connecticut customers/consumers impacted

Comments made during the presentation of these Metrics:

- Mr. Schagel mentioned still working on Power Plant equivalent as it relates to avoided energy costs
- Mr. _____? Increase in Income Tax created as a result of the work of these organizations
- Mr. Brown requested the establishment of Renewable Portfolio Standards (RPS) – he would like to see the efficiency standards of green house gas and RPS and add those to the metrics either in comparison to other states or even to our own standards
- Mr. Brown also asked Is RPS in non-compliance? What is the cost to meet compliance?
- Mr. Harrity related that this information should be spelled out in the significance of the work being done with the metrics to prove the worth of these organizations—also in comparison to other state’s green initiative programs – Mr. Brown added that we should show how DEEP and CGB are working closely together to achieve the same goals and the metrics should reflect that combined value

Subject to Changes and Deletions

- Mr. Garcia gave a recap of the metrics and stated that both organizations have forward looking plans to communicate how these metrics affect the combined future efforts of both DEEP and CGB
- Mr. Bruno stated both organizations should review these metrics in the same manner each time deriving a standard or apples-to-apples assessment
- Mr. Bruno also suggested the outstanding metric issues include an overall level of investment data—collection and investment data—rather than just incentive measures, calculating the entire project cost to include the entire investment – Mr. Wood? Referred to incremental incentives; to identify additional cost savings, identify items of savings that customers may not need to replace at same time as other efficiency installations - Mr. Bruno voiced a concern to ensure there is not a double count of customer savings
- Mr. Mackey – (missed comment)
- Mr. Garcia stated the Department of Energy (DOE) number of savings should be considered; the State of Massachusetts (MA) does a yearly study on this and asked if the Joint Cmte should consider doing a joint study to determine savings? Mr. Harry recommended looking at the difference between the Massachusetts study and federal [guidelines?] to see if it makes sense for DEEP & CGB to commission a study – it was further recommended that there be a review of potentially how DEEP & CGB would use the information from such study so the legislature would not state a misuse or unintended use of the data compiled
- Per Mr. Garcia; the DOE report may show different data than the federal report and he suggested a review against the MA costs for their study to determine if we should go forward – Mr. Schagel also suggested the work up of a pro/con list to determine if it would be beneficial to the State of CT; summarize to see if study should be commissioned after a review of the MA costs – Mr. Garcia will work on this review with the team who put the initial metrics together
- Further discussion included DEEP & CGB ensure the utilization of the metrics would be utilized to enhance the information provided in the study; Mr. Brown wants to ensure is resonates with [the organizations] focus [on metrics]; Mr. Garcia stated the team would focus on getting the proper narrative
- Ms. Fargo-Johnson asked about the inclusiveness of the leveraging component; incentives to amount of income on projects; Mr. Garcia declared the need to ensure definitions are common; Mr. Bruno stated whichever makes the most sense for projects; and Mr. Brown wants common terminology to ensure everyone is on the same page
- Conclusion; decision is to complete a comparison of the State of MA, DOE report, potentially include other parameters (direct/indirect) while looking at entire supply chain of projects
- Finally, Ms. Fargo-Johnson asked if we can look at other job studies in other States? Ms. Duva responded that Cmte can review a Rhode Island report as MA and RI used the same vendor

5. Sector Working Group Reports – Metric Recommendations

a. Brief Report: C&I – Small and Medium/Large Business - Metrics

- Mr. Dykes presented a review of Incentive Programs and Industrial Goals
- CGB reviewing financing goals with a look at; number of loans, incentives, other financiers, overlap of utility programs; combined projects and programs available to work on bringing customers the best options for enhancing their project experience
- Mr. Bruno cited there are metrics used to measure experiences on the energy efficiency plant filing
- Mr. Brown asked how are we measuring? Whereupon Mr. Dykes and Mr. Bruno suggested a survey of customers could be completed to make a determination of measuring our overall performance – Mr. Brown would like that to include surveying customers whether or not they decided to move forward with a project in order to determine all aspects of service – Mr. Bruno stated survey going forward and Mr. Dykes will survey CPACE customers and they will ensure no duplication of mailings
- Mr. Harrity suggested the survey results should help customers figure out how to proceed with energy cost saving items so they can move forward with project(s)
- Mr. Dykes revealed that they are narrowing and establishing overlap of metrics for the purpose of notifying clients of any misconceptions – Mr. Brown voiced concern that it may take awhile for customers to move forward—that history is a factor; if process was easy in past it would be easy now—if it was hard in past (whether easier now), perception is the rule and it may be difficult to convince prospective clients otherwise
- Conclusion: Willing to spend funds on survey to determine what customers to help or what market to focus on

b. Brief Report: C&I – Government – Metrics

- Ms. Rosenthal stated non-participants of past survey results were mostly utilized to determine awareness—meaning if there were different circumstances, would there be different results – She recommends checking on the small business side for vendors and determine what [feedback] they are asking their customers – Mr. Brown wants to ensure we do not overdue surveys – Mr. Clark declared that

proper questions should be determined for financing concerns to ensure the proper data is obtained in survey

- There are state and municipal projects (not so much federal) which we may not receive the most efficient survey participation – keeping in mind the size of a project matters
- Mr. Dykes stated we should determine how many are government projects, what is the gap in obtaining other projects and determine how to fill that gap
- Mr. Bruno referred to available financing; there is alternative financing available but interest rates can be high; there is some funding through banks and utilities; looking forward to muni recap coming through – It was mentioned that municipal bonding is still a financing issue
- Mr. Brown specified his concern to determine how we are under-performing in this area

c. Brief Report: –Residential – Single Family Metrics

- Mr. Araujo presented single-family home metrics and voiced challenges regarding these residential homes; there are Home Equity Solutions (HES); but how to get energy assessments and be able to implement funding and finance projects
- Per Ms. Priest, the higher income eligibility removes barriers to finance; older residences with issues of mold, asbestos, historic and out-of-date wiring can prevent project financing; need to remove those barriers to move projects forward
- Ms. Priest spoke of coordinating diversity of the loans in order to move projects with barriers forward; need to review entire project for health and safety measures; work on recording all project information so transparency for all to see
- Ms. O’Neill - Want to weatherize single family homes but so many homes built before 1980 and the challenge is to find financing—despite barriers—to help project progress beyond the initial inspections
- Ms. O’Neill suggesting that a review is made on those projects that are able to get thru current project funding then measure others that are not; look to unlock barriers from the Department of Health to get project(s) moving forward – Mr. Araujo stated that some funding can be used for remediation of barriers but also may not be enough money to remediate issues of concern – Ms. O’Neill is working with other resources with an overlap to get remediation work done on these project(s)

- Per Mr. Bruno there is lots of data to work with; 3-4 years of collection – Mr. Araujo further stated that barriers were previously not measured but will be going forward

d. Brief Report: –Residential – Multifamily Metrics

- Ms. Stevenson presented multi-family home metrics and stated the goal is meeting gaps in the market, reviewing the split incentive issue between owner paid utilities vs tenant paid utilities and how to address financing for these sectors; with CHAFA or DOH – [Note – CHAFA increased incentive points due to advocacy to help those that needed funded for these projects]
- The most pressing issue being the holistic misalignments between CGB and the utility companies Re: the incentive programs having commonality between CGB and the utility companies
- Mr. Garcia recommends preparing a pilot program to help families deal with multi-family issues – Ms. Duva noted there is a meeting on Nov. 15 from 10am-12pm in New Britain re: statutory goals to meet needs (for pilot program)
- Mr. Brown asked what are the most challenging issues [between CGB and utilities]? Mr. Araujo confirmed there are some differences but both CGB and utility reps are working to find commonality and determine how to move forward in deficiencies – Mr. Brown asked if dialogue was open and good? Ms. Stevenson responded that there has been some “flowery” dialogue but that all parties are still at the table and putting their issues on the table for discussion – Mr. Brown concerned that all parties are still working together on the common goal and Ms. Stevenson confirmed that discussions are not personal and team continues to work to determine how to resolve ‘structural’ issues to which Mr. Araujo agreed – Mr. Brown offered all the help that team may need
- Ms. Stevenson open to Mr. Garcia’s pilot suggestion and will need to work on it; CGB trying to work on expanding goal of financing for these projects as some take several years thru approval process
- An instance of misalignment is in timing; Utilities work to get something done quickly and CGB works at longer-term projects – pilot program may work to see how this can be resolved – Budget cuts, housing in not so good shape but with CGB projects it could help these multi-family homeowners with repair, efficiency and energy issues - CGB asking energy companies to do more than they normally would on these types of projects
- Mr. Brown pleased that team continues to work together and offered help to the group regarding incentive changes or other challenges – Ms. Stevenson and Mr. Araujo agree that they are still discussing and will bring issues to the joint cmte
- Ms. Stevenson also related that they are working together to bring new metrics up to date – again concerned with leverage ratios (for CGB financed projects only) as others are financed elsewhere – team would like to have more information

Subject to Changes and Deletions

about other financed projects – noted that 80% of these projects CGB is working with the homeowners and not contractors

- Mr. Harrity asked that inclusive prosperity be shared to reach those people who would not be able to have these changes if not for [the availability of] these programs; tell stories of improvements – Mr. Araujo added that success stories have been included in prior legislative reports

Mr. Brown voiced his appreciation for the hard work everyone put in to the common metrics and Mr. Garcia stated that this was what everyone was working on all summer – Mr. Harrity shared that the recent climate change report is out and it is up on [CGB work] us; He has always felt an urgency for this work and when and where there is non-important reports in the news, we should be laser-focused to complete this work

6. Issues for Resolution

None

7. Adjourn

Motion to adjourn meeting made by John Harrity

2nd by Mr. Brown

Approved Unanimously

Eric Brown adjourned the meeting at 3:08pm

Respectfully Submitted,

Eric Brown, Chairperson



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