

**Wellfleet Energy Committee
Minutes of the Meeting of June 26, 2014
Council on Aging
6:00 p.m.**

Request to tape record the meeting by Lilli-Ann Green and Lawrence Franke was made and the requests were granted by the Wellfleet Energy Committee (WEC) Vice Chair, Charles Cole. Franke stated he would delete recording files after minutes have been approved.

Present: Charles Cole, Lilli-Ann Green, Vasilios Katsavrias, Lawrence Franke and Jeffrey Tash

Absent: Marcus Springer, Teresa Parker and Richard Elkin.

Vice Chair Charles Cole called the meeting to order at 6:00 p.m.

BUSINESS

Cole welcomed new members to Wellfleet Energy Committee Lawrence Franke and Jeffrey Tash (Alternate).

Minutes of 05/19/14 meeting¹ Motion: Katsavrias moved to accept the minutes. Tash seconded. Franke stated that he wanted to see a draft of the minutes close to two weeks after the WEC meeting. Franke stated he was willing to take minutes if Green was not able to do so for any meeting of WEC. Cole stated he wanted to see the minutes right before the next WEC meeting with the meeting agenda. Secretary Green stated she would try to complete the draft minutes close to two weeks after the WEC meeting, email them to WEC members and then re-send via email close to the next meeting date with the agenda. The motion carried 4-1 (Franke abstained).

Solarize Wellfleet. Update: Several members of the WEC gave an overview of the program. The Solarize program ends on June 30th. Contracts with participating vendors need to be signed by June 30, 2014 in order to participate in the program. There are currently approximately 470 leads and over 50 signed contracts. Wellfleet has reached Tier 5 or the level of greatest discounts for all participants as designated by the Mass Clean Energy Center (Mass CEC) and the Solarize MA program. Cole talked about the solar panels the Pond Hill School was able to purchase and the positive impact for the community access kitchen as a result. Franke talked about the pricing with the Solarize Wellfleet solar vendors including the ‘adders’ offered, the site variations and the timely fashion of follow up. Franke has reviewed the state website regarding the solar panels installed as well as the MA solar vendors and has questions about the solar vendors chosen for the Solarize program in Wellfleet. There are 250 contracts that have been sent out. Approximately 50 property owners have signed contracts. Another solar vendor, My Generation Solar was talked about. Tash talked about evaluating the contracts signed in order to provide information to prospective property owners regarding solar panels. Several WEC members talked about confusing aspects of determining what is appropriate and cost effective for property owners. Tash offered to develop a presentation and put information to clarify confusing aspects on a website. Cole stated it would be valuable to know what the experiences of people who participated on some level with the Solarize program vendors have been. Others chimed in affirming this concept.

Motion: Green moved to survey the approximately 450 Wellfleet property owners who expressed an interest in the Solarize Wellfleet program, including those who purchased solar panels in the program. Katsavrias seconded.

Discussion was held. Cole talked about partnering with solar vendors to provide good information moving forward. Green stated that the objective as she saw it was to conduct research and to better partner with solar vendors to provide a better service to the property owners in Wellfleet moving forward. Tash said that the more quality data we can provide will help all parties. He talked about simplifying the information about solar panel options and clarifying outstanding questions Wellfleet property owners may have. He suggested a questionnaire be developed to provide help to both Wellfleet property owners and the solar vendors. Green said that a survey will identify outstanding questions, positive experiences as well as issues to overcome so actions can be taken given the results. Franke wanted to know why the solar vendors in his opinion are so far behind in contacting people and installing the solar panels. Katsavrias expressed that if WEC conducts a survey it will lend credibility to the reputation of WEC as taking responsible action steps about a program WEC led and to help the community to benefit greater. Franke offered to write the questionnaire, Tash will help. Franke will reach out to Elkin for feedback regarding the Solarize program. Green will review the survey instrument based upon her professional experience in writing questionnaires. Tash is willing to put the survey online at the Survey Monkey website. Green asked for a vote on the motion. Cole stated that the survey will be presented to the WEC at the next meeting. No vote was taken.

Motion: Cole moved to invite the solar vendors to attend the WEC meeting in July to help WEC evaluate the Solarize program and how to best continue for the next number of months moving forward.

Franke stated he didn't think WEC needed a motion for this. Katsavrias said that there should be an outline of what we need to discuss when we meet with the solar vendors. He suggested the following: a review the results of the survey, set goals regarding accountability and to evaluate progress regarding installation of solar panels. Green talked about the history of working with the vendors who were eventually selected for the Solarize program. She conducted primary research by initially interviewing the solar vendors, then a formal invitation was extended for the vendors to meet with WEC, and WEC members interviewed the solar vendors. Green offered to contact the vendors if WEC was interested to invite them for the July meeting. The outcome of the discussion left no action steps moving forward.

Solar Challenge – July through October 2014 – Update: Green gave an overview. She emailed seven documents to WEC members prior to the meeting for their review:

- 1 Outline of action plan - Wellfleet Solar Challenge - DRAFT²
- 2 Memorandum of Agreement for Vendors of Wellfleet Solar Challenge - DRAFT³
- 3 Letter to Assistant Town Administrator – DRAFT⁴
- 4 Letter to potential sponsoring organizations – DRAFT⁵
- 5 Letter to potential volunteers – DRAFT⁶
- 6 Initial Budget - DRAFT⁷

Green stated that she presented the continuation of the initiative begun through the Solarize program at the last meeting. It was requested that Green bring drafts of a Memorandum of Agreement (MOA) for Vendors of Wellfleet Solar Challenge and a plan for the roll out of the Wellfleet Solar Challenge program to the WEC for the committee to vote at the June meeting prior to taking action. Green has been advocating to move in this direction for several years. The timeline is short because the Solarize program ends in a few days on June 30th. She urged the committee to at least vote to move forward with the MOA. The MOA keeps the discounts offered through the Solarize program in effect until the end of October so property owners in

Wellfleet who sign up for solar panels from July 1, 2014 until October 31, 2014 will be able to receive the same Tier 5 Solarize discounts as those who have signed agreements for solar panels under the Solarize program. Green worked with the Assistant Town Administrator, Tim King on the MOA. King wrote the MOA and collaborated with the Town Administrator, Harry Terkanian. Green met with both Terkanian and King. They both were positive regarding a plan for the current solar vendors to sign the MOA at this point in time. Green has communicated with the Solarize program solar vendors and they are willing to sign the MOA. She offered to make a Motion to move forward with executing the MOA. In addition, two of the Solarize vendors have offered to contribute \$2,000 each to the advertising and marketing of the Solar Challenge program. So the initial budget from the solar vendors who are willing to sign the MOA at this time is \$4,000. She sent emails to each member of WEC individually asking for their support in moving forward with the Solar Challenge program and asking for them to volunteer to take responsibility for any aspect of the Solar Challenge program. The only person on the committee who offered to volunteer was Tash who offered to create the website for the program. Even though there is a very short timeline, if the committee agrees to move forward this evening with the Solar Challenge plan as outlined in the document she submitted per “1 Outline of action plan - Wellfleet Solar Challenge”, Green is willing to lead the program, contribute personal resources and implement the action plan. She has the experience to do so based upon her work experience of developing complex educational programs and implementing these programs nation-wide. Since this is a time sensitive issue and the opportunities may not be available in July, Green urged the WEC members to take the action to move forward at this meeting and approve all documents submitted, but if not all, at least the MOA so it may be executed prior to June 30th.

Franke said he has numerous objections to moving forward with the Solar Challenge program.

1. 100% property owners have been contacted already with a mailer in their tax bills
2. There have been three Forums about the topic, a Chamber of Commerce presentation and several other presentations.
3. The solar vendors are very far behind in processing the approximately 450 leads.
4. Only 3 vendors have taken part in the Solarize program. There are other solar vendors.
5. By signing the MOA, it appears that WEC is endorsing the three vendors and this may appear that WEC is restricting competition as there are over 60 solar vendors in Massachusetts
6. There is an increasing diminishing return in investment for our time as there are 2,700 homes in Wellfleet and 450 have already expressed an interest in the Solarize program, and there are over 50 signed contracts. How many more can we expect, maybe 5 or 10? This would be a lot of work for a little return.
7. The Tier 5 pricing may not be such a good price after all when the ‘adders’ are included.
8. If the vendors value our business in Wellfleet, they will wait until July to sign the MOA.

Green replied to Franke. There are over 4,000 homes in Wellfleet. Over 2/3 of the homes are seasonal properties. Many of these home owners have recently arrived so while they received information with their tax statements, many do not know about the details and benefits of placing solar panels on their rooftops. Moving forward with the Solar Challenge program at this time will enable many seasonal home owners to learn about solar panels and the opportunities available to make informed choices. To delay moving forward, we will miss that opportunity with many seasonal property owners. The MOA is an agreement with the three solar vendors who participated in the Solarize program to lock in the discounts achieved through bulk

purchases during January – June. This does not mean that other vendors can not participate in the Solar Challenge program.

Cole stated that he agreed with Franke and this matter should wait for the July 21st WEC meeting. He further stated that Green could make a motion to move forward tonight but he sensed that Green was in the minority about doing so. Tash stated if WEC moved forward with the Solar Challenge at this meeting, there is a time sensitive discount for moving forward with a website and its operations that WEC could take advantage of and it may not be available in the future. Tash agreed that there are seasonal property owners who can afford solar panels and will be more receptive to moving forward with this plan in July and August as opposed to other months of the year. Katsavrias and Tash said they would like to wait for the next WEC meeting to make any decisions. Green expressed she thinks WEC got the best deal available on pricing for Wellfleet property owners given the direction that the WEC decided to move forward with, which was the state run Solarize program. She again stated that it would be a shame for the property owners in Wellfleet to miss the opportunity to receive discounts because the WEC did not vote to move forward at this meeting, but realized she is in the minority. Franke complimented Green on the work she did.

Green Communities Act (GCA) – Update: Chair Marcus Springer today emailed WEC members a list of the Wellfleet vehicles and a draft policy document based on a DOER model that was left blank and not filled out for the Vehicle Plan, Criterion 4 of the GCA.^{8,9,10} The body of his email stated that six vehicles would comply with the need to purchase energy efficient vehicles when replacing town vehicles. Springer's email expressed that he would like to attend a Finance Committee meeting to present the Vehicle Plan. Franke stated that he thinks there are only two vehicles that comply.

Motion: Franke moved to allow Springer to meet with the Finance Committee to present the Vehicle Plan. Cole seconded. Green objected to moving forward at this time. Springer emailed today a list of town owned vehicles and a form that hasn't been filled out. There is a discrepancy between Springer and Franke's interpretation of the GCA criterion. Green stated that she has worked for years on the concept of purchasing solar panels in bulk over an extended period of time in order to answer the questions of the seasonal property owners as well as the year round residents. By purchasing in bulk, there are reductions in the costs for all Wellfleet property owners. Since the WEC members voted to participate in the state run Solarize program which ends on June 30th, an extension of the Solarize program has been termed the Solar Challenge program. Green developed a plan and a MOA for the Solar Challenge program for this meeting yet WEC members refused to endorse even moving forward with executing an MOA drawn up by our Assistant Town Administrator at this meeting. Cole objected to Green's reference. Green stated that WEC members have not even seen a Vehicle Plan, yet WEC members are willing to let Springer meet with the Finance Committee to present a plan sight unseen. The reason why we have a committee is for us to see the form filled out, to review the materials, to discuss it, to provide feedback, and make revisions if appropriate prior to moving forward. Franke asked if there was any further discussion.

A vote was taken. The motion carried 3 – 1 (Green opposed) – 1 (Tash abstained)

RFP process for capped landfill solar array – Update: Franke wanted the full committee to hear his overview. Green asked for Franke to write a summary and email to all WEC members prior to the next meeting. He has been gathering information. He has compiled information into a printed binder. He talked with Seth Pickering at the Department of Energy Resources (DOER). When he gives his presentation to the full WEC he will talk about the following: the contents of the binder; a proposed timeline for the project; options for Wellfleet regarding municipal ownership versus agreement with vendor through a Power Purchase Agreement; post closure

permit including mechanical design, engineering plan and up front costs; location options; numbers of how it might work; and next steps. The binder includes sample guidelines from other towns, information about NStar, articles on solar products, information regarding state guidelines including basic information, Q & A basics, a list of 46 towns in MA that have solar panels on town landfills, photos of what panels look like on town landfills, the town by law and the documents that Blue Selenium developed for WEC. Franke met with Terkanian about the project. He has a call out to Mark Vincent at the Department of Public Works. Franke stated that our landfill is a small area. He proposed that Wellfleet use the initial grant monies [of approximately \$140,000] received after becoming a Green Community for the solar PV array. Also a separate contract for the solar array of \$250,000 for the first year could be written and the GCA funds could be used to fund this. After this point Wellfleet could have an add on for the second year for \$250,000 that could be funded with GCA monies and that would have a goal to obtain a three year pay back. Springer told him there is a possibility to receive the initial grant from the Green Community act and the additional grant of \$250,000 in the first year. Green complimented Franke on the work he has completed and asked for a summary of the direction he recommends Wellfleet to go in. She said that WEC has been talking about the PV array at the landfill for several years. The cost has been estimated at various times to be about \$1,000,000. She has spent time talking with Pickering and researching the grant availability from the GCA including additional monies that may be obtained following the initial grant. She has researched the rules and processes for moving forward to obtain additional grants through the GCA. In her opinion it is not a simple or time efficient process.

Energy Efficiency and Energy Conservation Educational Materials – Update: There is no news to report at this time.

Old Business: Cole asked Green to give an overview about the Cape Light Compact (CLC) and Cape and Vineyard Electric Cooperative (CVEC) since it is in the newspapers. Green stated that she knew virtually nothing about either organization until 2010. Since that time she has learned a great amount. CLC is doing a lot of good things. Their budget at \$35,000,000 a year and is larger than our county budget. She talked about how the foundation for CLC was to provide the lowest cost of electricity to Barnstable and Dukes Counties rate payers, however CLC consistently is not providing Wellfleet rate payers the lowest rates available. Her recently deceased husband routinely called all of the vendors to check the rates and rarely was CLC's rates the lowest available. Another problem regarding CLC is the mil adder which is an amount charged to all rate payers every month. The Massachusetts Attorney General (AG) has become involved and questions if this is a tax that is collected of all rate payers but does not benefit all rate payers equally and therefore an illegal tax. The proposed Aggregation Plan changes the mil adder to an operational adder and any increases of this amount charged is approved by the board of CLC whereas the current mil adder is mandated to come before the public before it is raised. The mil adder was raised and there were no public hearing prior to doing so. What they are using the mil adder for is to fund CVEC. Wellfleet is not a member of CVEC and we don't get any benefits. The public had some legitimate concerns. These concerns include issues about transparency as well as a number of other topics. The AG and the Massachusetts Inspector General (IG) are looking into this. The Assembly of Delegates (AoD) Barnstable County's legislative branch of government has expressed there are problems with the way CLC and CVEC has been conducting themselves and their Special Committee has written a report with 7 recommendations. One of which was to refer the matter of CLC and CVEC to the AG and IG. The full AoD has voted to do so.

Correspondence: There are a number of emails and attachments from Eric Bibler about CLC and CVEC.¹¹ There are several internal emails copied to WEC members.¹²

Future Concerns: Franke noted a couple of news items the WEC members could review if they would like to. One is solar roadways and the other is a very large solar installation in India. Both items can be searched for using Google.

Motion: Green moved to adjourn the meeting. Cole seconded. The motion carried 5-0. The meeting was adjourned at 7:43 p.m.

Respectfully submitted,



Lilli-Ann Green, Committee Secretary

Handouts, minutes:

- ¹ Draft Minutes of the 1/27/14 WEC meeting
- ² 1 Outline of action plan - Wellfleet Solar Challenge - DRAFT
- ³ 2 Memorandum of Agreement for Vendors of Wellfleet Solar Challenge - DRAFT
- ⁴ 3 Letter to Assistant Town Administrator – DRAFT
- ⁵ 4 Letter to potential sponsoring organizations – DRAFT
- ⁶ 4 Letter to potential sponsoring organizations – DRAFT
- ⁷ 6 Initial Budget - DRAFT
- ⁸ Email from Springer to WEC
- ⁹ List of Wellfleet town owned vehicles - Wellfleet updated auto schedule 2014
- ¹⁰ Blank Vehicle Plan for Criterion 4 of the GCA - Fuel Efficiency Vehicle Policy Draft_06262014
- ¹¹ Emails from E. Bibler and attachments regarding CLC
- ¹² Emails copied to WEC members