



# Meeting Minutes

DNREC

100 W. Water Street., Dover, DE 19904

January 8, 2020

1:00pm – 3:00pm

## EEAC Members in Attendance

EEAC Member	Organization/Sector	Attendance	Proxy	Proxy Name
Robert Underwood	(Chairperson) DNREC	Absent	Yes	Ed Synoski
Emily Greene	Delaware Municipal Electric Corporation	Absent	Yes	Scott Lynch
Charles Kistler	Low-Income Sector	Absent	Yes	Harold Stafford
Cassandra T. Marshall	Residential Sector	Present	n/a	
Harris B. McDowell, III	Delaware Sustainable Energy Utility	Absent	No	
Kelly McKeown	Commercial Sector	Absent	n/a	
Glenn A. Moore	Delmarva Power & Light	Present	n/a	
Mark Nielson	Delaware Electric Cooperative	Present	n/a	
M.Q. Riding	Chesapeake Utilities	Present	n/a	
Alan Rogers	Manufacturing Sector	Present	n/a	
Joseph Schorah	Delaware Sustainable Energy Utility	Present	Yes	Tony DePrima
Vacant	Agricultural Sector	n/a	n/a	
Vacant	Environmental Sector	n/a	n/a	

## EEAC Consultants in Attendance

Eric Belliveau; Optimal Energy, Inc.

Gretchen Calcagni; Optimal Energy, Inc.

Mark Kravatz; Optimal Energy, Inc.

## DNREC Staff in Attendance

Edward Synoski; Division of Climate, Coastal, and Energy

Mark Dworkin; Division of Climate, Coastal, and Energy

## Call to Order

Chairperson Rob Underwood, called the meeting to order at 1:07 p.m.

## Agenda

1. Welcome and Introductions
2. Council Business, Planning, and General Discussion
  - a. Vote on Minutes – November 2019
  - b. Remarks from Director Dayna Cobb
  - c. Update on Annual Report
3. Subcommittee Update: Evaluation Measurement and Verification
  - a. Avoided Cost Vote
4. Subcommittee Update: Low-Income
5. Program Administrators Presentations on EE Plans
6. DNREC EM&V Report Presentation
7. Recommended Low-Income Third-Party Evaluators
8. Public Comment
9. Next Steps/Adjournment

## Welcome and Introductions

- Attendance was taken.
- EEAC Member MQ Riding (Chesapeake Utilities) announced that she is stepping down from the Council. Steve Baccino will be replacing her. She expressed her appreciation for the Council. The Council acknowledged their appreciation for her service.

## Council Business, Planning, and General Discussion

- **Vote on Minutes**  
No discussion. Moore made the motion. Riding seconded. Approved.
- **Remarks from Director Dayna Cobb**  
Dayna Cobb, the new Director of DNREC's department of Climate, Coastal, and Energy made introductory remarks. She expressed her excitement for the work of her department and the engaged programs that the department offers. She looks forward to "digging into" the work.
- **Update on Annual Report**  
EEAC Consultant Mark Kravatz made some general announcements. He showed the Council the 2020 calendar and what key deliverables are coming up. He highlighted that snapshots will be due at the next meeting and that the 2019 Annual Report is underway. Requests for data and client stories will be requested in the next month.

## Evaluation, Measurement, and Verification (EM&V) Committee Update

- A primary discussion at the EM&V Committee meeting was a focus on Avoided Costs. Gretchen Calcagni from the EEAC Consultant team provided an overview that highlighted a memo shared with the Council. Calcagni explained the role of conducting studies that calculate avoided costs. Calcagni also explained that often, energy efficiency program administrators conduct large-scaled expensive avoided cost studies. However, as a state with nascent utility EE programs, a methodology was developed to come up with values that are proxies for Delaware.

For electric avoided costs, DE uses Delmarva Power & Light's (DPL) Maryland avoided cost numbers. They also added the value of RECs and SRECs to make more regionally specific. For gas avoided costs, DE relies on numbers from DPL and Chesapeake Utilities. This includes using gas rates and some EIA data to project into the future.

At the next EEAC meeting, a vote regarding avoid costs will be requested. Synoski asked the Council to review the Avoided Costs memo and communicate with Gretchen and himself if there are any questions.

Synoski also made mention that the EM&V Committee is working on net to gross ratios.

### Low-Income Committee Update

- Tony DePrima (DE-SEU) provided an update on the Empowerment Grant Program. DePrima introduced the program's new manager, Jim Purcell. They are also working on establishing a grant proposal review committee, creating collateral via Facebook® and Twitter® (@empowermentprogramDE), and launching the large-scale grant RFP on January 21, 2020. Workshops will be held in Wilmington and downstate and proposals will be due March 31<sup>st</sup>. Community-scale grants will be launched on April 1<sup>st</sup> and will be a rolling application process.

Riding asked whether grant funds may only be used in DPL territory. DePrima clarified that a household may receive services whether a gas or electric DPL customer. On the website, there will be a resource telling potential program participants who may or may not qualify based on geography/utility service.

Last, DePrima noted that the SEU had a meeting with DE State and DE Housing. They provided input regarding the program.

### Program Administrator 2020 Energy Efficiency Plans

- Ed Synoski introduced this portion of the meeting. He recognized the PAs positive efforts. He also made note that the programs are on the same three-year schedule. (Please see PowerPoint presentation for more details). The following are highlights presented by each EE program administrator.
- SEU highlights (Tony DePrima)
  - SEU Created the plan and worked off older Cadmus report
  - New programs are coming such as C-PACE
  - Will no longer be offering the EEIF non-profit program
  - Currently supporting the "Lights On" program
  - Informed there will be changes to the WAP program. Will need to assess the future of Pre-Wx initiative
  - Seeing a breakthrough on the ZeroMod program and starting to get on the ground. It's taken three years to get the program launched
  - Empowerment Grant Program is launched.
- DEMEC highlights (Scott Lynch)
  - Continuing with programs from previous year.
  - All eight members of DEMEC are offering EE
  - Want to evaluate the experience of the first four DEMEC members that offered EE programs
- COOP Highlights (Mark Nielson)
  - Same program offerings as years past
  - New program: Commercial electric vehicles; a managed charging programs for fleets

- Biggest “bang for the buck” remains with lighting
- DePrima asked who pays for streetlight programs. Nielson responded, saying that residents sign up and pay for streetlights. They sign a three-year contract. Only replacement option are LEDs.
- **DNREC Highlights (Gretchen Calcagni)**
  - Will be offering the same programs as last year (EEIF, E2I, WAP)
  - E2I is geared toward large industrial customers
  - EEIF will be the largest energy saver for DNREC
  - WAP remains steady
  - DePrima asked whether geothermal initiatives could be counted toward EE programs. If so, this would adjust the SEU’s numbers. Synoski agreed that it’s a good question to ask. Nielson expressed that they could include geothermal in their programs too. Calcagni expressed that the consultant team will need to review and consider and that Optimal will provide guidance in the upcoming months. DePrima emphasized that if approved that his numbers could be amended.
- **Comments regarding three-year goals**

Synoski introduced the topic. He expressed that he feels that the EEAC is moving out of its infancy. Lessons have been learned, data is collected, and all PAs are now delivering programs. There’s no urgency in setting the three-year goals and want to take the time to take the correct path forward.

Calcagni proposed a new structure for creating the goals. Where the initial model presented a ramp rate, this new version now takes into consideration the PAs program plans/savings expectations. Instead of a ramp rate, the consultant team feels it would be better to set a one three-year goal (recommended electric savings goal is 0.7% of total electric sales). After reviewing the PAs plans, some savings goals are increasing and some decreasing, and some are just in their infancy. The previous set of three-year targets did not come close to meeting expectations. The method represents clear and more accurate goals. Synoski followed up by saying that this method is more conventional. For a three-year cumulative average goal, the PAs will not have to worry about meeting goals for each year. Synoski expressed his opinion that this method is modest and fair. In the future, the Council could probably expect a ramp rate methodology.

Calcagni continued with discuss gas programs. Though there are no gas programs being currently offered. However, the goals represent a similar goal set in the previous three-year targets goal (recommended gas savings goal is 0.2% of total gas sales). She is hopeful that newly launched gas programs will get off the ground sooner than later.

Council members responded. DePrima and Moore expressed that the new methodology is a good idea. Moore continued to talk about gas program planning. DPL will be looking to start developing a gas program. This will be done in collaboration with Chesapeake.

Synoski closed out the discussion by stating that a vote will take place at the next EEAC meeting.

## Recommended Low-Income Third-Party Evaluators

DePrima introduced that a requirement for managing the Empowerment Grant Program is to have the EEAC approve a set of third-party program evaluators. DePrima presented a list of suggested evaluation vendors.

Synoski asked whether the vendors list could allow for modifications. Moore made a motion to approve the list of vendors but allow for updates in the future. Marshall seconded the motion. The council approved. DePrima suggested sending additional vendor suggestions to him via e-mail.

## DNREC Evaluation Presentation

DNREC conducted a third-party energy efficiency program evaluation. Econometrics, Inc. conducted the evaluation. The evaluation included the EEIF, WAP, and Green Energy Fund programs. DNREC's E2I program will be reviewed in 2020. The evaluation was an impact, process, and cost-effectiveness evaluation. Please see PPT for slides.

## Public Comment

No public comment was given.

## Next Steps/Adjournment

The next scheduled meeting of the EEAC is set for TBD 2020; 1:00 p.m. – 3:00 p.m. located at:  
Delaware Public Service Commission  
861 Silver Lake Blvd., Dover, DE 19904

To participate by phone, please call 1-877-366-0711 and enter participant code 96520857

Copies of all EEAC meeting materials may be found on DNREC's website located at the following URL:  
<https://dnrec.alpha.delaware.gov/climate-coastal-energy/efficiency/advisory-council-meetings/>

## Adjournment

Synoski requested a motion to adjourn.

Riding made a motion to adjourn. Moore seconded.

The meeting was adjourned at 2:59 p.m.

## Attachments

- Sign in sheet
- November 2019 Minutes
- Memo: Avoided Costs
- PowerPoint: Program Administrator EE Plans
- PowerPoint: DNREC evaluation