



C&I Committee Meeting Minutes
Tuesday January 12, 2021

Meeting Materials in Box.com: <https://app.box.com/s/azqff18fy2f8thclwl3hvcxsk7hiqqqr>

Roll call

Committee Members: Neil Beup, Jack Traver, Donna Wells, and; Joel Kopylec

Attendees: Amanda De Vito Trinsey, Daniel Roberts, George Lawrence, Jordan Schellens, Linda King, Peter Ludwig, Randy Vagnini, Ricardo Jordan, Sheri Borrelli, Adam Jacobs, Dave McIntosh, Glenn Reed, James Klase, Jodi Sullivan, Marc Riel, Matt Menard, Mike Weissman, and; Philip Mosenthal.

1. Municipal and Community Engagement

Ms. Borelli presented the Community Engagement Plan focused on municipal partnerships in both UI and Eversource's territories identifying areas/distressed communities to encourage participation in utility programs through a two-year application process and potentially an RFP. Main Street Programs can also support the funding opportunities. Clarification on how funds are spent in municipalities and program goals will be shared with Mr. Lawrence for additional discussion with the Committee.

2. Equity Metric and Data discussion – Mr. Jordan discussed utility program participation rates by communities and sector in the last 5 years. Looking further at data for communities labeled as “distressed”, high unemployment, high amounts of arrearages, and unemployment rates Eversource found 22 towns and UI found seven towns that could benefit from program focus. Mr. Beup and Ms. Wells recommended the focus return to customers with immigrant backgrounds, those who speak English as a second language and struggling small business owners to find specific data sets to make program participation higher and more effective with regard to underrepresented customers. Mr. Lawrence redirected the conversation by suggesting the following customers be the focus moving forward:

- Customers not participating in efficiency programs in the last 5 years.
- Historically underrepresented customers
- Those in arrears on utility payments
- Who speak English as a second language
- Are identified in disadvantaged regions

Mr. Beup agreed the criteria (above) and the number of customers who need assistance may not be easy to find, but should be studied so this client sector can be served. Mr. Traver suggested the industrial component of this discussion could be driven by SIC, NAISC codes or looking at a manufacturer's directory to find companies in need of these programs. Throughout the C&I sector, those who pay into the programs and who haven't benefitted from the programs should be identified so they can participate. Mr. Lawrence will set up a call to discuss this further and have data set results for the February meeting.

3. Committee Schedule for 2021 – Mr. Lawrence and Ms. Schellens discussed topics for future meetings with the group. To ensure the companies have time to prepare for the presentations,

Mr. Lawrence will share the schedule and solicit additional feedback.

4. Brainstorming for 2022-2024 Three Year Plan – Mr. Lawrence presented Table 1 – 2 of existing plan priority categories and provided an overview for discussion and additions. Mr. Ludwig from the Green Bank stated he was interested in discussions about moving several topics forward for financing and collaboration.
5. Planning for February (10 min) – Mr. Lawrence reviewed ideas for February and it was agreed upon the Equity Metric, Contractor Rollout meetings, and workforce training will be topics at the next monthly meeting.

Adjourn 3:10 pm