



## Cape Light Compact

P.O. Box 427, Barnstable, MA 02630

1.800.797.6699 | Fax: 508.362.4136 | [capelightcompact.org](http://capelightcompact.org)

May 15, 2015

Camilo Serna  
Eversource Vice President, Strategic Planning & Policy  
One NSTAR Way  
Westwood, MA 02090

Re: Grid Modernization

Dear Mr. Serna:

Thank you for inviting the Cape Light Compact (Compact) and others to participate in Eversource's Grid Modernization Stakeholder Workshop on April 14<sup>th</sup>. It was a good opportunity to hear Eversource's perspective on this subject and to share ideas with Eversource and other stakeholders. The Compact is also looking forward to reviewing additional data from the various Massachusetts grid modernization pilots, which should further help to shape the discussions on this topic. I am sending this letter and request for a meeting at the direction of the Cape Light Compact Governing Board.

The Compact would like to meet to discuss in greater detail opportunities for implementing grid modernization elements on Cape Cod (Cape) and Martha's Vineyard (Vineyard). The Compact is specifically interested in exploring opportunities to align the Compact's electric energy efficiency programs and Eversource's Grid Modernization Plan. Given the connection between energy efficiency and grid modernization, this kind of coordination could increase the efficacy of both the Compact's and Eversource's work, maximizing benefits to energy users on the Cape and Vineyard and to Eversource.

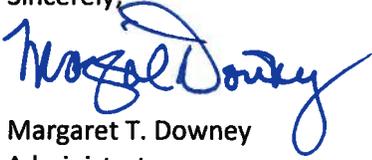
Based on the Compact's understanding of Eversource's work to date, Eversource is planning to focus its rollout of advanced metering infrastructure on its large C&I customers. Considering the concentration of Eversource's overall load on a relatively small percentage of customers, the Compact understands the logic of this approach. Still, the Compact's territory is unique, with more than 55% of total consumption attributable to residential accounts (based on 2014 sales data). With the Compact's load so skewed towards residential customers and with a limited number of very large C&I customers, the potential longer term benefits of dynamic pricing, demand response, and other grid mod elements should not be limited solely to large C&I customers.

Additionally, there are unique reliability challenges as well as other issues on the Cape and Vineyard that could be effectively addressed by grid modernization. We feel that it's critical to have further dialogue so that we can explore options that would allow the Compact to bring its energy efficiency resources to

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the table in Eversource's Grid Modernization Plan in a manner that mutually benefits our shared customer base. We look forward to working together to bring the benefits of grid modernization and energy efficiency to the Cape and Vineyard. Please contact me at [mdowney@barnstablecounty.org](mailto:mdowney@barnstablecounty.org) to arrange a meeting on this topic.

Sincerely,



Margaret T. Downey  
Administrator

Cc: Cape Light Compact Governing Board  
Penni McLean-Conner, Eversource Senior Vice President & Chief Customer Officer  
Paul Renaud, Eversource Vice President, Engineering  
Craig Hallstrom, Eversource President of MA Operations