

## NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

### APPROVED MINUTES

December 8, 2011

Frances P. Crowe Community Meeting Room at the  
Media Education Foundation, 60 Masonic St.

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#### Meeting called to order at 4:05 p.m. by Chris Mason

- Attendance: Voting Members: Mary Biddle – Wayne Feiden – Denzel Hankinson – John Kelly – Pamela Schwartz – Louis Hasbrouck – Ex-Officio: Chris Mason – Associate Members: Bryan Bruce, Malena Maiz
- **Facilitator:** Chris Mason; **Scribe:** Denzel Hankinson.

**Approval of Minutes:** Commission members approved the meeting minutes for November, 2011.

**Together Northampton Publication:** Representatives from Together Northampton presented a draft for the upcoming energy-focused newsletter, which will include an article on the “Northampton Leading the Way” (NLTW) program and other energy-related accomplishments the city has made and programs that businesses and residents can take advantage of. Current timeline is for publication sometime in the beginning of February.

**City vehicle purchasing policy:** Chris Mason introduced suggested revisions for the city vehicle purchasing policy, to put before City Council. These changes are required to comply with changes made by Mass DOER to the Green Communities Act criteria covering municipal vehicle purchasing and use, and in order for Northampton to keep their Green Community status and be eligible for grants.

The DOER changes increase the average required mpg to 29 and do not allow for vehicles like the Ford Crown Victorias to be recycled from the police department to other city departments. This practice is currently done in Northampton and many other municipalities. The City passes on an average of 3 vehicles per year.

Chris Mason estimates that, by purchasing used vehicles that get 29 mpg (the lowest level required for Northampton to keep Green Community status), the City would save roughly \$5,500 in fuel costs per year. The police cruisers can be sold at roughly \$1,200 each. The annual fuel savings, when combined with income from the selling police cruisers (3 x \$1,200 = \$3,600) would provide about \$9,000 per year to purchase replacement (used) vehicles.

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#### Voting Members:

Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

#### Ex-officio, non voting:

Chris Mason

#### Associate Members:

Bryan Bruce • Malena Maiz • Catherine Ratte

There was discussion of how to handle the transition period in terms of budget, during which the City will have to retire the Crown Victorias and purchase vehicles with the level of mpg required for green communities (but without the accrued fuel savings yet being available for purchase of new vehicles). Chris Mason reported that Green Communities grants have been used to fund the incremental cost of hybrid vehicles, fund the incremental costs of other high efficiency vehicles, fund idle-control or anti-idling devices for vehicles. Green Communities grant funding could therefore possibly be used to deal with the transition period.

There was also discussion of how the maintenance costs of the Crown Victorias would compare to the maintenance costs of other used cars the City could purchase.

Additional revisions were proposed to the policy to i) clarify definitions of heavy-duty and emergency response vehicles, ii) add a statement clarifying that vehicles cannot be transferred from the police department to other departments, iii) make it clear that we will commit to applying for the next round of Green Communities funding.

**MOTION: Approval of edits to current policy, for consideration by City Council.  
Moved by Chris Mason; seconded by Pamela Schwartz**

The meeting adjourned at 5:30 PM.



# NORTHAMPTON ENERGY & SUSTAINABILITY COMMISSION

## APPROVED MINUTES

November 10, 2011

Media Education Foundation Meeting Room, 60 Masonic Street

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### Meeting called to order at 4:05 p.m. by Chris Mason

- Attendance: Voting Members: Scott Silver - Wayne Feiden – David Pomerantz – Pamela Schwartz – Louis Hasbrouck – Adin Maynard – Paul Spector – Ex-Officio: Chris Mason – Associate Members: Malena Maiz.
- **Facilitator:** Chris Mason; **Scribe-** David Pomerantz.
- **Note:** With his recent election as Mayor-Elect, David Narkewicz submitted a resignation e-mail to the NESAC and appointed Council Member Paul Spector to take over until January 01, 2012. At that point, the City Council will make a permanent appointment to the NESAC.

**Public Comment Period:** Joel Thomas from Community Energy, Inc. gave a brief presentation concerning the community photovoltaic projects the company is working on. He noted that the company is looking for roof space for additional projects and is currently working with the town of Belchertown.

**Approval of Minutes:** Commission members approved the meeting minutes for September and October, 2011.

**City Vehicle Use-Purchase Policy:** Based on changes made by Mass DOER to the Green Communities Act criteria covering municipal vehicle purchasing and use, and in order for Northampton to keep their Green Community status and be eligible for grants, the city will need to revise its vehicle use and purchasing policy.

The DOER changes increase the average required mpg to 29 and do not allow for vehicles like the Ford Crown Vics to be recycled from the police department to other city departments. This practice is currently done in Northampton and many other municipalities.

The NESAC decided that, as much as possible, the true cost of operating Crown Vics should be determined and to look at possibilities for selling them and purchasing more fuel efficient vehicles. The attempt would be to look at how much it costs the city to keep the current policy in place versus the costs to change policies, and to do this in light of keeping the Green Community status.

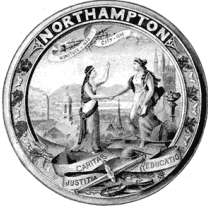
The NESAC decided that it would be worthwhile to do a preliminary presentation to the City Council on November 17 and that a proposed new ordinance covering vehicle use would be

drafted for presentation to the Council at a later date. Chris Mason will talk with other Green Communities to see what they are doing to address this issue.

**Together Northampton Publication:** Malena Maiz, who is working on the energy focused Together Northampton publication gave a status report on articles that are to be written and who will review them for content. The publication is scheduled for publication January, 2012, will have 13-14 topics, and will include articles on energy related accomplishments the city has made and programs that businesses and residents can take advantage of. Plans call for initial material to be ready for review by December 08.

**PACE Work Group:** Smaller, topic specific meetings will be held as PACE efforts proceed.

**Northampton Leading the Way:** Walk-throughs of 78 businesses were conducted. The next step will be to reach out to specific business owners versus the property managers who oversee buildings with multiple tenants. Discussions with the utilities on efficiency measures that go beyond direct install will continue.



# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## UNAPPROVED MINUTES

October 20, 2011

Cahill Apartments Community Room in the Community Building  
35 Fruit Street

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### Meeting called to order at 4:03 PM by Chris Mason

- **Attendance:** Voting Members: Mary Biddle • Wayne Feiden • Ned Huntley • John Kelly • David Pomerantz • Pamela C. Schwartz • Ex-Officio: Chris Mason. Associate Members: Malena Maiz, Bryan Bruce.
- **Facilitator** Chris Mason, **scribe** Mary Biddle

**Public Comment Period:** Laura Biddulph of CET gave an update on how the residential energy efficiency program is moving along in Marianne LeBarge's ward. They have done an initial launch event in which 15 households are represented. Ten will receive assessments through MassSave, three through Community Action (which presented a Monday, 10/17 event on "Comfort and Windows"), two candidates were reached through 'overspill' and not through direct outreach. CET is compiling data as assessments are made. It is becoming apparent that the best option for many of these damp homes (they were built on a filled-in swamp) may be energy recovery ventilation (ERV) coupled with air & water sealing to keep out moisture.

Chris Mason reported that the utilities cited a statistic that 70% of homes with pre-weatherization problems (such as knob & tube wiring and serious water issues in the basements) don't fix the problems themselves and thus cannot access MassSAVE. Chris Mason volunteered to draft a letter to the Energy Efficiency Advisory Council expressing the potential marketing downside of leaving 70% of homes in certain neighborhoods unable to access the MassSAVE program.

CET's goal is to get good results from the KV Homes pilot and pass around the results in order to get more people who are eligible to sign on. The best house so far was one of the outliers as opposed to one in the target neighborhood. Laura Biddulph noted that the families that are eligible for Community Action (CAP) can get more done. (e.g., CAP will pay to fix pre-weatherization problems such as an ERV)

Reporting on the role of CET as the Energy Concierge, Laura Biddulph said they are getting lots of calls from people who heat with gas and hearing problems from people being served specifically by Columbia Gas. She said they are getting more calls because the word is getting out; they have already sent out several press releases and emails.

*End of Public Comment Period.*

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<b>Voting Members:</b>	Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Bryan Bruce • Malena Maiz • Catherine Ratte

**Update on City participation in the publication, *Together Northampton*.**

Prakash Laufer of the Together Northampton publication and Malena Maiz updated the commission on the grid of articles proposed by the NESC working group. (Grid attached) General approval of grid by NESC members at the table. Two changes to the grid: David Starr has accepted an invitation to write about the program he is working on with the Chamber of Commerce and local businesses and Rich may not have time to write an article about the W. Mass Green Consortium. After a discussion about the tight timeline to publish before the holidays there was general agreement that there was really no good reason to rush into publication; a post holiday publication would be fine. The working group agreed to meet off line to determine a final timeline.

There was an idea to highlight businesses who have participated in the utility programs, or some other kind of honorable mention for businesses. There was also the idea of adding a resource page. The ideas will be taken into consideration by the work group.

*End of Together Northampton discussion.*

**It was announced** that Chris Mason would receive a Leading By Example Award on October 25.

**Green Community Report:** Chris Mason is currently working on the Green Community Report for the City. On September 30 new guidelines were submitted with regard to how the cities are using their vehicles. All designated Green Communities must comply with the new guidelines in order to apply for more grant money. However, Northampton's Vehicle Purchasing Policy states lower MPG ratings than the current DOER requirement and the City has maintained a practice of transferring end-of-use police department vehicles to other departments. The DOER's new guidelines are very clear that that is not an acceptable practice. Overview of discussion topics:

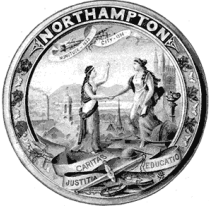
- need a new ordinance through the City Council that says the city will follow the DOER's MPG guidelines (so that we don't have to keep updating the City ordinance each time DOER changes guidelines)
- an argument against compliance: our power is taken over by the state
- discussion about costs and benefits related to recycling vehicles like Crown Vics within city departments vs. purchasing higher-efficiency used vehicles
- consideration: if we don't comply we don't get any more Green Communities grant money. Value of initial Green Communities grant was \$198,000.
- there is the possibility of a competitive grant, which could go as high as \$1,000,000.
- discussion about how the city might comply with or fight the policy
- idea of getting city departments to adopt a fundamental shift in how they think about and use their vehicles

Conclusion of discussion: Chris needs to report the non-compliance and then go to the city council with a recommendation. In the current report the transfer of police department vehicles will not be highlighted. However, it needs to be addressed before the city applies for a new grant.

Meeting ended without a quorum to approve September minutes. Minutes will be approved at the next meeting.

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<b>Voting Members:</b>	Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Bryan Bruce • Malena Maiz • Catherine Ratte



# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

September 8, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:10 PM by Chris Mason

- **Attendance** Voting Members: Mary Biddle • Wayne Feiden • Denzel Hankinson • Adin Maynard • David Pomerantz • Pamela C. Schwartz • Scott Silver. Ex-Officio: Chris Mason. Associate Member: Malena Maiz.
- Facilitator Chris Mason, scribe Mary Biddle

Public Comments: Paresh Laufer and a colleague from the group Let us Move Together proposed that the city of Northampton become a key partner for the next issue of *Together Northampton* which will focus on energy and sustainability and be titled "Energy for All." The cost to participate and provide content is \$325 per page; it was suggested that the city sponsor 20 pages for a total contribution of \$6,500. The total number of pages for this issue will be 32, with content coming as well from partners such as CET (Center for Eco-Technology) and WMGC (Western Mass Green Consortium). A commitment from partners was requested by the end of Septmeber; delivery of the magazine by mail to all Northampton residents would take place at the end of November or early December.

MOTION: Creation of a small group from NESC to outline content and scope of participation and decide on the recommended amount of financial participation; moved by Chris Mason, seconded by Pamela Schwartz. Group would include Chris Mason, Dave Pomerantz, Pamela Schwartz, Malena Maiz and Mary Biddle. Group will convene off line. Unanimous approval.

MOTION: That NESC supports the idea of the 350.org rally in Northampton on Sunday 9/25; moved by Chris Mason, seconded by Pamela Schwartz, unanimous approval.

MOTION: Approval of minutes from 7/14/11; moved Chris Mason, seconded by Pamela Schwartz, unanimous approval with recommendation by Aiden that future scribes do their best to mirror past minutes' detail and format.

- Northampton Leading the Way

This is the name of Northampton's new energy savings program, focused in its first stage on the commercial/industrial businesses in town. The program has launched with the city as the leader and CET as a partner. CET will be funded by the utilities and will work with interested businesses to determine their needs and then direct them to appropriate utility programs. So far 4 early adopters (Thornes, Chartpak, The Abuza Brothers and Temp-Pro) have expressed an

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<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Bryan Bruce • Malena Maiz • Catherine Ratte

interest in the program, plus an additional 6 businesses that learned about it since the press conference.

Program roll-out will begin with the web site - Chris Mason handed out a copy of the unpublished web page describing the assessment process for feedback. Next step is assessment forms. The utilities will pay up to 70% up front on the costs of equipment and installation.

Discussion:

- City Council has approved PACE ordinance. How do we guide people that way?
- Each section (shown in the draft of the web pages) needs a list, for example, a Direct Install list from the utility. Also, need a blurb on PACE.
- CET is directing participants to the specific, existing utility programs. How to get them to consider deeper measures?
- Agreement that it is a blend of DI plus “higher value” measures
- General agreement to make High Value a fourth bullet point
- Suggestion to make High Value items more attractive by calling the businesses who take them on Energy Leaders (or something similar)
- Desire to make sure businesses don’t default to DI and stop before considering deeper measures
- Request by Chris for feedback on the web text and CET script. CET script will be provided by email
- Request for CET to present their script to NESC

#### **Announcement by Wayne Feiden: As-of-Right of Siting for PV**

- Ordinance for as-of-right siting for PV was passed July 7.
- PV is allowed for building use on its own roof, allowed over parking lots and allowed commercially by right at the airport and at the landfill.
- The passing of the ordinance was never formally announced; should be put up on Facebook and Wayne may write a letter to the editor. An announcement could also be part of the content in the next *Together Northampton* magazine.

#### **Continued conversation on residential component of Leading the Way**

- Presentation by Laura Biddulph of CET.
- CET has received grant funding for this from Serrafix, the Chorus and the Barr Foundations.
- Targeting the KV Development (a heavy electric user) with roughly 350 homes total.
- Research shows that only 20 homes have gone through Mass Save in the last 7 years.
- Homes are 850-1250 sq. ft. ranches and residents, renters and owners, are generally low income.

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- Many of the homes have wet basements (water table is low there; development was built on a swamp); this might make some of the improvements difficult and costly.
- CET is trying to cluster assessments as much as possible
- Laura gave a hand out showing survey questions for the residents.
- The City Councilor for that area, Marianne LeBarge, is doing door-to-door outreach with very nice notecards. She will recruit community members to help her with the outreach.

**Requests for agenda for next meeting:** CET script, discussion of NESC role with Serrafix.

MOTION: To adjourn the meeting, Pamela Schwartz, seconded by Adin Maynard.

- The meeting adjourned at 5:40 PM.

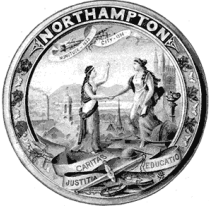
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**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte

Refer to Finance Committee, EDHLU and Ordinance Committee



# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

July 14, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:06 PM by Adin Maynard

- **Attendance** Voting Members: Adin Maynard, Mary Biddle, Louis Hasbrouck, Denzel Hankinson, David Narkiewicz, Pamela Schwartz, Scott Silver. Associate Members: Bryan Bruce, Malena Maiz. Also in Attendance: Josh Shanley.
- Facilitator Scott Silver. Scribe: Bryan Bruce

Public Comments: None

MOTION: Approval of Minutes from 6/9/11, moved by Pamela Schwartz, seconded by David Narkiewicz. Unanimous Approval.

- **SERRAFIX MEETING REVIEW (Scott Silver's Meeting Notes Attached):**

Regarding, 'Sustainable Northampton Commercial Outreach Program Proposal. Submitted by City of Northampton and Partners, June 15, 2011' - referenced below as 'Proposal':

\* Mayor Higgins equated Concierge role to that of a Case Worker – a point of “clearance” for information

\* “Cost effectiveness” is not the only point of program evaluation. Scott and other NESC members acknowledged that the goals of the City sponsored program should be aligned with the Sustainable Northampton Master Plan and be designed to achieve energy savings and building performance improvements that exceed utility defined ‘cost effective’ targets

\* Mary reported that Mayor Higgins would like Commercial Outreach Program to kick off prior to her departure from office in September.

\* Adin Maynard's emails reacting to the process and content of the Proposal are now a part of public record – Scott Silver suggested that words should be chosen carefully.

Scott expressed that the purpose of NESC is unclear, though there is reference to program

Adin's concern overall was the possible conflict of interest within and between the utilities and CET, as program administrator and implementer. Among NESC members, there was general confusion about the process that resulted in the finality of the Proposal and what is NESC's role. Adin reminded the Commission that the PACE ordinance places primary responsibility of the PACE program design on NESC. Adin and Lou acknowledged that there had been efforts by the City to include NESC in the program design process, so it was confusing that the City, CET, and The Utilities submitted a plan without including NESC.

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<b>Voting Members:</b>	Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Bryan Bruce • Malena Maiz • Catherine Ratte

Denzel agreed with several of Adin's concerns regarding the nature of contractual relationships between CET, The City, and Utilities.

\* Lou Hasbrouck suggested that a "sunset clause" be built into the Pilot Program as it is proposed. He also suggested that the City have another look at all programs relating to the new Massachusetts Building Code (and the "stretch code")

MOTION: Scott Silver moved that the NESC endorse the Commercial Outreach Program Proposal with the condition that the Commission be able to review the details of the program design as they become available. Seconded by Mary Biddle. Unanimous approval.

An item that should be included on the next Commission Agenda would be to develop a process to handle the above reviews and recommendations.

To clarify the process and the intention of the Proposal as well as NESC's role, it was agreed that Chris Mason should present at the next meeting to avoid any speculation or assumptions.

- **Next Meeting:** August 11. Questionable attendance due to vacations, etc. Suggested that Chris Mason survey members by email regarding attendance. If a Program Design for the abovementioned Program need to be reviewed and/or approved in August, member/s comments could be emailed to Chris Mason for collation into a Commission recommendation.
- Josh Shanley brought everyone up to date on his activities with the Homeland Security Agency regarding critical institutions, MEMA email from Ned Huntley regarding hazard mitigation. He said that he was asking to hear from the Commission matters regarding to "city culture". Discussed building "sustainability" into building codes NOW rather than after a disaster occurs. Discussed food security and resiliency, and was provided with several websites for local organizations involved with those matters by Adin Maynard: GrowFoodNorthampton, etc.

MEETING ADJOURNED at 5:35PM.

Minutes Submitted by W. Bryan Bruce  
32A Round Hill Road  
Northampton MA 01060  
413-584-5630

Minutes edited by Adin Maynard

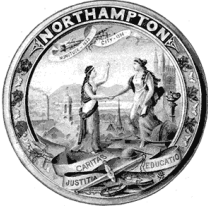
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**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte





# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

June 9, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:10 PM by Adin Maynard

- **Attendance** Voting Members: Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • Adin Maynard • David J. Narkewicz • Pamela C. Schwartz • Scott Silver. Associate Member: Bryan Bruce.
- Facilitator Adin Maynard, scribe Denzel Hankinson

### Public Comments:

- Laura Biddulph from CET provided update on their discussions with Serrafix about work with residents in KV Homes to get them interested in energy efficiency measures.
- Josh Shanley, Emergency Management Coordinator for the City, discussed commonalities between the agenda of the New England Municipal Sustainability Network (Chris Mason is attending the meeting in Boston) and the Homeland Security Council. He also described his plans for work on building a critical infrastructure database for the City and his general interest in exploring commonalities between his work and the work of NESC.

MOTION: Approval of minutes from 5/12/11; moved Louis Hasbrouck, seconded by David Narkewicz, unanimous approval.

- **Report on 1<sup>st</sup> PACE Public Hearing to City Council**
  - Adin will circulate slide presentation used at City Council meeting
  - Presentation made by Chris Mason, Adin Maynard and Louis Hasbrouck was well received, and with good comments/questions from City Council and public
  - There was clear interest in a future residential PACE program
  - Discussion of need for NESC to begin to sketch out some of the specifics of the program in somewhat more detail for presentation to Committees (Economic, Housing, Development and Land Use Committee and Finance Committee) and before City Council readings (in August or September)
  - Discussion of who does assessment of improvements
  - Discussion of how utilities would be involved
  - Discussion of looking for grant/seed money for initial projects for demonstration effect

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**Voting Members:** Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte

- **Update on City Meetings with Serrafix.** Discussion postponed until next meeting when Chris Mason returns and can report on it.
- **Update on Status of As-of-Right PV Siting.** Discussion postponed until next meeting when Wayne Feiden can report on it.
- **Review status of Sustainable Northampton Tasks.**
  - Scott Silver updated it to reflect new NESC members.
  - Many of the tasks have been completed since the table was last updated. It is worth publicizing what has been done.
  - List needs to be updated for new initiatives that have been started in the past year.
  - Recommended that all NESC members familiarize themselves with the list before next meeting.

MOTION: Adjourn; moved Pamela C. Schwartz, seconded by Louis Hasbrouck, unanimous approval.

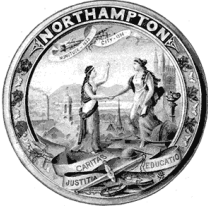
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**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte





# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

May 12, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:10 PM by Chris Mason

- **Attendance** Voting Members: Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Adin Maynard • David J. Narkewicz • Pamela C. Schwartz • Scott Silver. Ex-Officio: Chris Mason. Associate Member: Malena Maiz.
- Facilitator Chris Mason, scribe Denzel Hankinson

Public Comments: None.

MOTION: Approval of minutes from 4/14/11; moved Denzel Hankinson, seconded by Scott Silver, unanimous approval.

- **As-of-Right of Siting for PV**

- Public hearing tonight is at 7pm in City Council Chambers on ordinance for as-of-right siting for PV
- Wayne Feiden updated NESC on a change to the draft ordinance on as-of-right siting PV that was approved at the Economic Development, Housing and Land Use (EDHLU) subcommittee meeting. The phrase “not requiring the removal of more than 25,000 board feet of timber” was added to the Solar Photovoltaic (PV) – Large Scale Ground Mounted as-of-right statement. This will prohibit the clearing of large amounts of timber to make room for a PV array.

- **PACE Ordinance.** NESC must decide whether to present draft ordinance to City Council.

- NESC and City financial staff were briefed on PACE Programs on 5/11/11 by Executive Director of PACENow, David Gabrielson.
- Discussion of what City Council will expect to see from NESC in terms of level of detail on PACE program and what questions they will have.
- Discussion of timeline for developing the ordinance and presenting to City Council and for public hearing.
- Discussion of how to use grant money in conjunction with the PACE program; whether as seed fund or for guarantees.
- Discussion of PACE program’s impact vis-à-vis the City’s bond ratings. As a revenue bond, there should not be any effect on City’s credit rating, but inquiries will be made with City’s ratings agency.

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**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte

- Discussion of how to make clear the coverage of the PACE program initially (commercial, including multi-family homes), and discussion of how to signal that intention is to eventually expand program to single-family homes if and when regulatory environment supports it (residential programs are currently hampered by the fact that Fannie Mae and Freddie Mac will not purchase mortgages with PACE liens).
- Discussion of draft ordinance in particular:
  - Edits were suggested which require NESC approval for rules and regulations; consultation only for procedures
  - Discussion of what “private property owner” means
- NESC decided to form a working group to prepare for expected City Council public hearing. Group will prepare an information package for Council and its subcommittees. Comments can be given to Chris Mason individually.
- Discussion of attracting local businesses to express need for PACE program at public hearing and other Council meetings.
- MOTION: Approval to recommend PACE ordinance as revised to City Council; moved Louis Hasbrouck, seconded by David Narkewicz, unanimous approval. (Revised ordinance is attached)
- **Snow load paper.** We will take the item off the agenda; no movement on/interest in this at the state level
- **Update on City meetings with Serrafix (*Status Report*).**
  - City met with Center for EcoTechnology (CET) to discuss a partnership to provide outreach to commercial customers on opportunities for energy savings
  - Targeting both industrial parks, downtown Florence and Northampton
  - Scheduled upcoming meeting with Columbia Gas
  - Discussion of need to get National Grid to the table as well
- **Review status of Sustainable Northampton tasks.** Tabled until next meeting.
- The meeting adjourned at 5:30 PM.

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**Voting Members:** Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte

**Eleven**

**Energy and Sustainability Commission, Mayor Mary Clare Higgins and Councilors David Narkewicz and Pamela Schwartz**

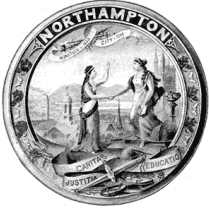
**§76-51**

Create an Energy Revolving Loan Fund for Property Assessed Clean Energy (PACE) financing of conservation and renewable energy projects

**Section 76-51**

**{Insert new subsection (F). No other changes to section.}**

- F. The Energy Conservation Officer, in consultation with the Energy and Sustainability Commission, shall be the Fund Administrator for the Northampton Energy Revolving Loan Fund.
- a. In accordance with Massachusetts General Laws Chapter 44, Section 53E¾, City Council held the required public hearing and hereby creates an Energy Revolving Loan Fund to provide Property Assessed Clean Energy (PACE) financing of energy conservation and renewable energy projects to private property owners. Under the PACE program, eligible property owners may voluntarily carry out eligible energy conservation and renewable energy investments using long-term city financing, which will be paid back by property tax assessments on participants' property. PACE will help achieve the Sustainable Northampton Comprehensive Plan objectives of reducing energy use and greenhouse gas emissions, encouraging the use of renewable energy sources, and supporting the local economy by keeping energy expenditures and investments within the community.
  - b. The Energy Conservation Officer, with approval from the Energy and Sustainability Commission, shall adopt rules and regulations for administration of the fund and eligibility for loans.
  - c. The Energy Conservation Officer shall take all actions provided for by the statute or otherwise necessary for the administration of the fund.
  - d. The Energy Conservation Officer, in consultation with the Energy and Sustainability Commission, shall adopt procedures for the administration of the PACE program.
  - e. All fund custodianship, betterments, borrowing, bonding, financing, liens, annual reports, and all other aspects of the PACE program shall be in accordance with MGL chapter 44, section 53E¾ and any other applicable state statutes and local ordinances.



# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

April 14, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:10 PM by Adin Maynard

- **Attendance** Voting Members: Mary Biddle • Wayne Feiden • Ned Huntley • Denzel Hankinson • Adin Maynard • David Pomerantz • David J. Narkewicz • Pamela C. Schwartz. Ex-Officio: Chris Mason. Associate Member: Bryan Bruce.
- Facilitator Adin Maynard, scribe Denzel Hankinson

### Public Comments:

- Northampton's new Emergency Management Coordinator, Josh Shanley described his interest in liaising with NESC regularly about how climate change will impact disasters and affect disaster management in the city, and about mitigation of the effects of climate change.
- Tom, a home performance contractor said there have been some changes recently in how utility services are being delivered in the area. WMECO customers can now have access to a broader range of services and contractors through MassSave. WMECO is turning it into a permanent program fixture, taking a different approach (a more integrated home performance approach). This is due to a policy passed state-wide which says that lead vendors aren't only ones providing these services. However, National Grid (which serves Northampton) has yet to adopt the same changes. There was discussion of how NESC could support getting National Grid to offer to customers in Northampton the same set of services available to others in the region. There was also discussion of how there are differences in service delivery between programs and vendors.

MOTION: Approval of minutes from 3/17/11; moved Pam Schwartz, seconded by Ned Huntley, unanimous approval.

- **Update on City meetings with Serrafix.** Chris Mason provided an update on the City's most recent meetings with Serrafix:
  - Serrafix has been drafting a work plan to define the roles the City would play and utilities might play as a way of beginning a conversation with them. Chris Mason distributed copies of the work plan and asked Commissioners to review it and send any comments they have by email. The City also met with Columbia Gas and National Grid and will hold subsequent meetings with the people at these organizations who are responsible for small commercial and residential customers.
  - The possibility was discussed of presenting a PACE ordinance to the City Council in a month. Chris Mason asked whether NESC would want to sponsor an ordinance. The

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<b>Voting Members:</b>	Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Bryan Bruce • Malena Maiz • Catherine Ratte

Commission agreed that it would be interested in sponsoring an ordinance. Wayne Feiden will draft, and the City Council will hold a public forum to assess interest.

- Serrafix’s marketing representative asked the City for a list of “business champions” who have been forward thinking on “green” issues, and business leaders who people in the community admire.
- The possibility of developing a logo was discussed. There was discussion as to whether there was a budget available for the initiative with Serrafix, and whether the revolving energy fund could be used. There was also discussion of whether to hold a competition for logo design, or hire a professional designer.
- **NESC Support of Earth Day Event.** NESC voted to support earth day celebrations in Northampton
  - MOTION: Vote that NESC support the earth day event in Northampton. Moved Ned Huntley, seconded Pamela C. Schwartz, unanimous approval.
- **Snow load paper.** Tabled until next time – Louis Hasbrouck can address at the next meeting.
- **Review status of Sustainable Northampton tasks.** NESC reviewed the tasks in the Sustainable Northampton plan that were assigned to NESC, identified what needed to be done on each, and how to prioritize the various tasks, and how to assign responsibility.
  - **Initiative 1.1:** “Prepare and implement an energy conservation plan for the City as a means of providing a resource guide on cost-effective energy saving measure. Ask the utilities companies to assist.” The Commission agreed that NESC members would research examples of what other cities are doing. Chris Mason would research what the City has done in the past. This task is viewed as a set of measures aimed at changing energy use behavior (e.g., turning off computers when not in use,
  - **Initiative 1.2:** “Investigate contracting with an Energy Service Company (ESCO) to provide the City with energy efficiency:
  - **Initiative 1.3:** Ned Huntley reported that plans for the in-line hydropower plant at the water treatment plant had been canceled because the payback period was too long. The anticipated construction grants from the New England Renewable Energy Trust were no longer available because grant eligibility conditions had changed (the threshold for plant capacity had increased).
- The meeting adjourned at 5:31 PM.

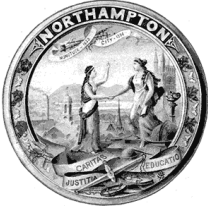
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**Voting Members:** Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte





# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

March 17, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:12 PM by Adin Maynard

- **Attendance** Voting Members: Mary Biddle • Wayne Feiden • Denzel Hankinson • John Kelly • Adin Maynard • Pamela C. Schwartz • Scott Silver. Ex-Officio: Chris Mason.
- Facilitator Adin Maynard, scribe Denzel Hankinson

Public Comments: None.

MOTION: Approval of minutes from 2/10/11; moved Pam Schwartz, seconded by John Kelly, unanimous approval

- **Snow loads of high efficiency buildings.** Discussion about how/whether an eventual building code amendment should reflect the need to balance need for some snow melt versus need for (and trend of new construction toward) energy efficiency. This winter, a number of buildings kept more snow on their roof than they are built to hold, and well-insulated houses held snow longer than they were meant to hold it. Louis will draft a paper outlining concerns for other NESC members to bring before appropriate organizations for advice and feedback (e.g., Western MA Green Consortium, NESEA forums, Affordable Comfort)
- **As-of-right PV zoning.** Discussion of a proposed amendment to the city's zoning ordinance to allow as-of-right siting of large scale photovoltaic arrays in four districts (Rural Residential (RR), Suburban Residential (SR), Urban Residential (A), Urban Residential (B). Prime agriculture, watershed, and business districts are excluded). This amendment is one of the optional requirements of Northampton's membership in the MA Green Communities Program, however, adopting such a zoning change will be considered positively when applying for Green Community grant funds. The Planning Board wants to move forward and wants NESC's guidance. NESC provided several suggested edits.

MOTION: Vote that NESC co-sponsor the planning board's proposed amendment (with suggested edits by the NESC) to the city's zoning ordinance on as-of-right siting for PV. Moved Wayne Feiden, seconded Pamela C. Schwartz, unanimous approval.

- **Support for Solarize Mass Grant Application.** Chris Mason asked NESC members to support the City's application for the Solarized Mass incentive program which provides grants for residential solar.

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**Voting Members:** Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte

MOTION: Vote that Adin Maynard is empowered to send letter of support for Solarize Mass incentive program which provides incentives for residential solar. Moved: Wayne Feiden, seconded Mary, unanimous approval.

- **Procedural matters.** Discussion of how to improve NESC procedures by declaring at the beginning of each agenda item the purpose of the discussion (e.g., for a vote, for advice or for other action.)
- **Review status of Sustainable Northampton tasks.** Scott Silver will revise the document showing the status of NESC's progress against Sustainable Northampton plan. This will be discussed at the next meeting.
- **Energy efficiency retrofit program design concept.** Adin Maynard presented a memo he drafted which outlines a vision of what is meant by "program design" for energy efficiency retrofits. This is part of the work Serrafix is assisting with. NESC discussed the memo, and suggested amendments to make it more useful as a planning tool, and as a guide for Serrafix as it works with the City. Adin Maynard will revise memo accordingly, and discuss it further with Serrafix before the next meeting.
- The meeting adjourned at 5:36 PM.

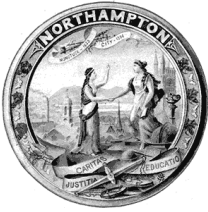
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**Voting Members:** Mary Biddle • Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Bryan Bruce • Malena Maiz • Catherine Ratte





# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## UNAPPROVED MINUTES

February 10, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:05 PM by Chris Mason

- **Attendance:** Voting Members: Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Pamela C. Schwartz • Scott Silver. Associate Members: Mary Biddle., Bryan Bruce. Ex-Officio: Chris Mason. Guest: Laura Biddulph, Peggy MacLeod
- Facilitator David Narkewicz, scribe Chris Mason

Public Comments: Laura Biddulph briefly outlined CET's work in promoting energy efficiency and renewable energy paid for with a Chorus Foundation Grant (the "Chorus Grant" work). Laura, Peggy and Chris Mason had just met to discuss collaboration between CET's efforts and the work the City is developing in consolation with Serrafix. Collaboration in outreach efforts is likely and CET offered to assist the NESC in its promotional efforts. David Narkewicz and Laura agreed to follow-up with this after the meeting to discuss possible steps toward this collaboration.

Laura announced that the Mass Clean Energy Center is now offering subsidies for solar domestic hot water (SDHW) through their Commonwealth Solar Hot Water program

MOTION: Approval of minutes from 1/13/11; moved Pam Schwartz, seconded David Pomerantz, unanimous approval

- Chris Mason read a letter from Catherine Ratte notifying the Commission that she is stepping down as Chair and is changing her NESC affiliation from voting to associate member. Catherine had spoken with Adin Maynard about taking over as Chair and Adin said he was willing.

MOTION: Vote for Adin Maynard to take over the position of Chair of the Commission. Moved Pam Schwartz, seconded Ned Huntley, unanimous approval

MOTION: Vote to recommend Mary Biddle be appointed to serve out Catherine Ratte's term as a full voting member. Moved David Pomerantz, seconded Ned Huntley, unanimous approval

- Chris Mason reported on the 1.27.11 PACE presentation to Chamber of Commerce. (See attached documents)
- Chris Mason reported on the 2.9.11 Serrafix Steering Group meeting and asked for feedback on ideas to target efficiency outreach efforts toward the Fairway Village Condos and the 1960-1970's electric heat KV Development section of town.

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<b>Voting Members:</b>	Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Catherine Ratte • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Malena Maiz • Mary Biddle, Bryan Bruce

It was noted that:

- fairway village may have recently received an efficiency upgrade
  - outreach to ward 6 (KV Development) will need more than typical outreach. Chris noted that outreach would include person-to-person social marketing efforts and that the City will approach City Councilor Marianne LaBarge. Collaboration with CET's Chorus grant efforts would include outreach through "house parties."
  - Bryan Bruce suggested that water conservation be added to efficiency outreach efforts.
- Adin Maynard suggested a NESC field trip to visit a Condo development that Adin's business, Cozy Home Performance, was working with so that Commissioners could see firsthand the types of measures that go into a higher efficiency upgrade. Commissioners were very supportive of the idea. Adin will set up such a visit.
  - David Narkewicz reported that the communications group has not moved forward on the communications calendar
  - Commission reviewed draft as-of-right PV zoning language. The commission was in support of the intention, however, there were many questions on how the new language (in particular the table) fits into the greater ordinance and wished to review the language once more with Wayne Feiden present to answer questions.
  - Discussion of snow loads on high efficiency buildings was postponed due to Louis Hasbrouck's absence (who, ironically, was not at the meeting due to dealing with heavy snow loads on City buildings).
  - Review of Sustainable Northampton tasks was postponed due to lack of time.
  - The meeting adjourned at 5:30 PM

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**Voting Members:** Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Catherine Ratte • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Malena Maiz • Mary Biddle

To: Teri Anderson  
Subject: Chris's presentation on PACE to Chamber Green Group on Jan 27, 2011

Hi Teri,

For the record re: Presentation on PACE to Chamber Green Group on Jan 27, 2011.

- The idea was well-received by everyone there. (There were two business people there that had not yet heard of it.)
- Suzanne was very supportive of having the Chamber help us host a forum on PACE for commercial landlords and said the Chamber could get 10 to 15 people to attend. Suzanne said the Chamber could invite people or could work with us to get the word out. She suggested a weekday 8 AM meeting.
- She is also supportive of helping with a survey monkey. Suzanne strongly suggests the forum come first, in part so that participants can help review the survey questions.
- Susanne is willing to advise us on developing survey questions. I think we should rough out the questions in-house and then it would be great to have help from the chamber on fine-tuning.

Next tasks:

- Develop draft of survey questions (Chris M.)
- Draft forum agenda
- Identify who to invite to the forum (Teri, could you take the lead on this one? I believe
- you know the players or know who knows the players best. Suzanne is willing to help.)
- Work with the Chamber on organizing the forum

Chris Mason  
Energy and Sustainability Officer  
City of Northampton  
(413) 587-1055  
cmason@northamptonma.gov

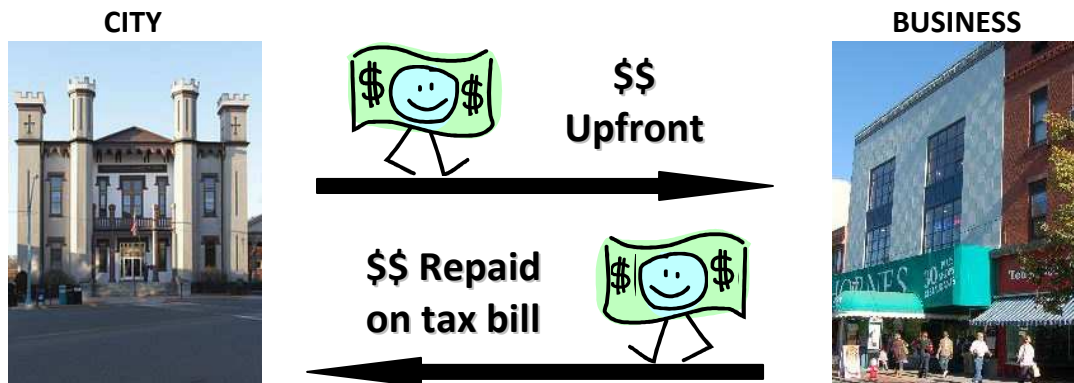
# Commercial PACE Financing

## *Clean Energy Financing for Northampton's Commercial Property Owners*

In July 2010, Massachusetts enabled municipalities to establish Property-Assessed Clean Energy (PACE) programs as an alternative means for homeowners and businesses to finance energy efficiency and renewable energy improvements to private property. Northampton PACE program(s) will provide long-term financing (up to 20 years) to private property owners to install energy efficiency and/or clean energy improvements that are repaid through an assessment on their property taxes.

**PACE financing lets property owners use future energy savings to pay for current building improvements (e.g., upgraded insulation, sealing air leaks, or energy efficient boilers) that lead to those savings and automatically transfers the repayment obligation to the next property owner if the property is sold.**

Currently, a federal policy ruling has effectively paused PACE programs for residential home mortgages. Due to this, Northampton will design initial PACE programs for commercial properties including multi-family housing.



- Creates PACE program and project approval process
- Provides upfront capital
- Attaches repayment obligation to the property deed
- Identifies work and chooses contractor
- Accrues energy savings
- Repays financing as a line item on the property tax bill
- **Repayment obligation (and energy savings) transfer with ownership**

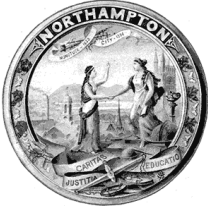
### Benefits of PACE to Northampton Business Property Owners

- **Reduces Lost Capital** – Money wasted on excessive energy use is instead used to pay for building improvements.
- **No Upfront Cost** – No money down financing. (Note: PACE can be coupled with utility rebates to reduce costs needing to be financed.)
- **Improved Cash Flow** – More money in your pocket at the end of each year! PACE's 20 year finance option enables annual energy savings (from building improvements) to exceed annual assessment payments.
- **Low-risk Investment** – No need to worry about owning the property long enough to recoup your investment. Upon sale, the payment obligation passes on to the next owner (as do the efficiency savings).
- **Increased Customer Comfort** – Energy efficient buildings are more comfortable for staff and customers.
- **Ability to Market "Green" Business** – Owner can increase how "Green" a building is by accessing 20 years of energy savings to fund building efficiency improvements now.

## PACE and other Funding and Financing Options

Option	Funding / Financing	\$ Source / Amount	Interest	Term / Cash Flow	Risk	Additional Comments
PACE	Financing	City of Northampton  Cap not yet determined	Low to average (not yet determined)	<ul style="list-style-type: none"> <li>- 20 yr term</li> <li>- Designed for positive cash flow (annual savings exceeds annual payment)</li> </ul>	Upon sale of property, payment obligation and energy savings transfer to new owner. This removes risk of annual payment obligation without annual energy savings.	<p>Can only be used for City-specified efficiency improvement measures (still to be determined)</p> <p>Can be combined with utility rebates and 0% HEAT Loan</p>
Utility Assisted Financing (HEAT Loan)*	Financing	Participating bank or credit union  Loans available from \$5,000 to \$25,000 (per building) for businesses, nonprofits and some landlords	0% (the entire interest cost is paid by the utility)	<ul style="list-style-type: none"> <li>- 2 to 7 yr term</li> <li>- Negative cash flow for many important efficiency improvements (annual payment exceeds annual savings)</li> <li>- Positive cash flow for quick payback measures</li> </ul>	Upon sale of property, payment obligation remains with current owner while energy savings transfer to new owner.	<p>Can only be used for utility-specified efficiency improvement measures</p> <p>Is often coupled with utility rebates</p>
Private Financing	Financing	Private financial institution  No preset cap	Average to high (depending on particular loan)	<ul style="list-style-type: none"> <li>- Depends on type of loan: 5-30 years</li> <li>- Positive cash flow possible for most efficiency measures</li> </ul>	Upon sale of property, payment obligation remains with current owner while energy savings transfer to new owner.	<p>No limit on efficiency improvement measures</p> <p>Can be coupled with utility rebates</p>
Utility Rebates*	Funding	Significant utility rebates are available for both commercial and residential properties.	NA	NA	None	<p>Can only be used for utility-specified efficiency improvement measures</p> <p>Property owner could borrow cost remaining after rebates and HEAT loan</p>

\* some program details subject to change



# NORTHAMPTON ENERGY AND SUSTAINABILITY COMMISSION

## APPROVED MINUTES

January 13, 2011

Frances P. Crowe Community Meeting Room at the Media  
Education Foundation, 60 Masonic St.

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### Meeting called to order at 4:05 PM by Chris Mason

- **Attendance** Voting Members: Wayne Feiden, Denzel Hankinson, Ned Huntley, Adin Maynard, David J. Narkewicz, Catherine Ratte, Pamela C. Schwartz, Scott Silver. Associate Members: Malena Maiz, Mary Biddle. Ex-Officio: Chris Mason. Guest: Bryan Bruce
- Facilitator Scott Silver, scribe Chris Mason

Public Comments: None.

MOTION: Approval of minutes from 12/09/10 as edited; moved Wayne Feiden, seconded Adin Maynard, six yeas one abstention

- Introduction of Walter “Bryan” Bruce as a prospective associate member who has been recommended by the Mayor to the City Council
- Reports/Next Steps
  - Communications Report (Chris Mason): Development of promotional marketing signage for the City’s performance contract continues: the City’s Serrafix work group has reviewed options provided by Dorie Clark, options have been narrowed through a discussion with Dorie, the City is seeking to speak with Con Edison’s graphics and print staff to define size and type of sign.
  - Facebook Report (Chris Mason): City staff now has access to NESC Facebook site. Any questions, call Chris.
  - Communications Calendar: David Narkewicz and Pam Schwartz will contact Dorie Clark with Serrafix to discuss the City organizing a communications calendar. Chris Mason will provide them with Dorie’s contact information.
- Report/discussion of January 4 PACE workgroup meeting: (See attached meeting notes)
  - Small Commercial and Multi-Family: Commissioners suggested adding the Estate of Doug Coal and Chris Robertson Real Estate to commercial landlord outreach list and Fairway Village Condo and Hathaway Farms to the multi-family outreach list.

Scott suggested to general agreement that the City will need a brief description of PACE financing to use with this outreach effort. Serrafix steering group should ask if Serrafix could provide that.

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<b>Voting Members:</b>	Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Catherine Ratte • Pamela C. Schwartz • Scott Silver
<b>Ex-officio, non voting:</b>	Chris Mason
<b>Associate Members:</b>	Malena Maiz • Mary Biddle

Wayne suggested to general agreement that, although the risk of a PACE program to the City would be low, it would not be zero and felt that Serrafix may be able to help the City better define any risk. It was also suggested that the City ask bond council.

Denzel and Adin volunteered to contact a few landlords (Hampshire Rental and Fairway Village Condo Association respectively) once a list of questions with PACE description is drawn up.

Chris will post a draft list of questions for commissioners to comment on. Any questionnaire should consider:

- Outreach should be seen as a marketing tool
- Landlords may not know anything about building efficiency
- What is our response if someone says they are not interested – how do we engage them in discussing what *would* work for them? Instead of a list of questions, perhaps hosting a group discussion/presentation with several of the landlords.

- MassSAVE Lead Vendor Roundtable organizing
  - Adin Maynard reported on a discussion between himself, Chris Mason, Steve Burrington (of Serrafix) and Fran Cummings (of Peregrine Group) of hosting a roundtable discussion with MassSAVE lead vendors at the February NESC meeting.
    - Steve and Fran suggested a panel presentation followed by Q&A so that the utilities and lead vendors would less likely feel put on the spot. The City and NESC would give the lead presentation(s) on our efforts.
    - Invite the utilities and have them select/invite lead vendors
    - Utilities won't know who their lead vendors are until March or April, so postpone the event until April
    - Develop potential City programs more before the event, better for the City to present on more well-defined program ideas – another reason to delay event.
- Status of data gathering
  - Wayne presented a map of buildings identified by major energy source for space heat based on assessor's data. He noted that the assessor's data would have a lag time as they update the data for each building upon sale of the house or every three years. Many buildings tagged as electric heat were in neighborhoods with small, in-expensively built homes that were likely to have poor insulation. Ned noted that Bay State Gas ran new gas lines through some of those neighborhoods fairly recently.

The meeting adjourned at 5:05 PM

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**Voting Members:** Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Catherine Ratte • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Malena Maiz • Mary Biddle



# City of Northampton, Massachusetts

## Central Services

Memorial Hall, 240 Main Street

Northampton, MA 01060

(413) 587-1238 Fax: (413) 587-1248

David Pomerantz  
Director of Central Services

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### MEMO

TO: Energy and Sustainability Commission

FROM: Chris Mason, Energy and Sustainability Officer  
On behalf of Wayne Feiden and Adin Maynard

RE: Property Assessed Clean Energy (PACE) focus

DATE: December 4, 2011

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Purpose of meeting: With the FHFA decision on PACE financing effectively holding up all PACE liens for properties with mortgages sold on the secondary market, for which building sector(s) should Northampton develop initial PACE program(s)?

Following discussion, the workgroup recommends investigating developing a PACE program for the following three sectors:

- Small Commercial
- Multi-family Residential
- Residential properties with mortgages held by local financial institutions

#### Small Commercial

Possible Barriers identified:

- While we have heard anecdotally that many small commercial businesses are interested in “greening” their business, the primary small commercial property landlords in Northampton may not be interested in participating in a PACE program

Potential Drivers/Benefits:

- Pike Research report provided by Steve Burrington states that “Commercial mortgage lenders have generally been supportive of PACE.”
- We have heard that utility efficiency programs for small commercial have been less than successful and have left businesses frustrated with the experience
- Some small commercial landlords also run a residential rental business and those buildings may fit into this program

Next Steps

- Talk with a sample of small commercial property landlords in Northampton to gauge their interest in participating in a PACE program.
  - Landlords suggested: Eric Suher, Rich Madowitz (Hampshire Property Management Group), Richard & Robert Abuza (Abuza Brothers Management Inc), Smith College (rents a large number of residential houses), Dan Yacuzzo, (Chair, Northampton

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**Voting Members:** Wayne Feiden • Denzel Hankinson • Louis Hasbrouck • Ned Huntley • John Kelly • Adin Maynard • David J. Narkewicz • David Pomerantz • Catherine Ratte • Pamela C. Schwartz • Scott Silver

**Ex-officio, non voting:** Chris Mason

**Associate Members:** Malena Maiz • Mary Biddle

BID)

- Survey small commercial businesses on their interest in a PACE program (suggestion to work with the Chamber of Commerce's Green Business Initiative Group on a survey)

### **Multi-Family Residential**

Possible Barriers identified:

- Would owners with large numbers of multi-family units be interested in participating in a PACE program?
- Split incentives for many landlords

Potential Drivers/Benefits:

- Pike Research report provided by Steve Burrington states that "Commercial mortgage lenders have generally been supportive of PACE."
- Leases could be structured so as to pass the PACE tax assessment onto renters, addressing the split incentive problem.

Next Steps

- Talk with a sample of owners with large numbers of multi-family units in Northampton to gauge their interest in participating in a PACE program.
  - Businesses suggested: Amherst Property Rental, Hampshire Property Group, some Condo groups (River Run Condo, what was the Hampton Gardens)

### **Residential properties with mortgages held by local financial institutions**

Possible Barriers identified:

- Local lenders may have same concern as FHFA
- No guarantee that the next owner of the property will obtain a locally-held mortgage. Thus, the PACE financing would have to be paid off early.
- What type of guarantee is there that the locally-held mortgage won't be sold on the secondary market?
- A PACE program for only a selection of SF homes could be confusing to potential home buyers.

Potential Drivers/Benefits:

- Would give the City an early start on a PACE program for SF homes

Next Steps

- Talk with financial institutions that hold mortgages locally
  - Institutions suggested: Northampton Cooperative Bank, Florence Savings Bank

### **Who Does the Follow-up?**

Possible entities

- Interns from Smith College if the work is straightforward (e.g., parsing survey responses)
- Chris
- NESC members
- Serrafix
- Chamber of Commerce Green Initiative Group member(s)? (To develop a Survey Monkey questionnaire)