



Ruthanne Fuller  
Mayor

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Office of the Mayor

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September 23, 2022

Honorable City Council  
Newton City Hall  
1000 Commonwealth Avenue  
Newton, MA 02459

RECEIVED  
2022 SEP 26 PM 5:10  
CITY CLERK  
TON, MA, 02459

To the Honorable City Councilors:

I am pleased to appoint Cynthia Arcate of 4 Woodhaven Road, Waban 02468 as a member of the Newton Commonwealth Foundation. Her term of office shall expire on June 30, 2025 and her appointment is subject to your confirmation.

Thank you for your attention to this matter.


Warmly,

Ruthanne Fuller  
Mayor



**CYNTHIA A. ARCATE**

4 Woodhaven Road  
Newton, MA 02468



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**SUMMARY**

With over 35 years experience in the energy industry, Ms. Arcate recently retired from her position as President & CEO of PowerOptions, New England's premier non-profit retail energy buying consortium for non-profits and government entities. She currently serves on the Massachusetts Energy Efficiency Advisory Council, which oversees the state's \$4B utility three-year programs. She served on the Board of the Northeast Clean Energy Council for 5 years, where she chaired the Governance and Nomination Committee. She is currently seeking opportunities for part-time advisory roles and corporate board seats where she feels she can provide value.

Ms. Arcate has served on the Joint Nominating Committee of the ISO-NE Board of Directors. While at National Grid she served on the subsidiary Boards of New England Power Company, Granite State Electric Company and the Yankee Nuclear Companies. She served on the Board of the New Hampshire Business and Industry Association as well as community boards such as the Swift Water Girl Scout Council and currently serves on the Board of the Dedham Choral Society and the Governance Committee of the Newton Food Pantry.

In spinning off PowerOptions from a quasi-governmental agency, she built the organization operationally, including recruiting the Board of Directors who were all leaders in their industries with extensive board expertise. As a former senior executive and attorney in both the private sector and state and federal government, Ms. Arcate has extensive regulatory expertise, business and management experience in the energy industry. She has in-depth knowledge and experience across all aspects of the energy industry: transmission, distribution, generation and energy management.

**PROFESSIONAL EXPERIENCE****PowerOptions, Inc. – President and CEO (May 2009- December 2019)**

- Oversaw energy buying consortium of about 450 members ranging from large hospitals and universities to small social service agencies, YMCAs and churches with staff of 9 and budget of about \$2.5M.
- Led strategy and negotiation of electricity, natural gas and solar program contracts with approximately \$150-200M annual sales
- Built up the foundation of organization to allow for expansion through spin-off from quasi-government agency, development of customer relations management systems, capturing financial opportunities in solar development and investment in staff and outside expertise.
- Devised and implemented strategic plan for geographic expansion of program into Connecticut and Rhode Island and the development of new products and services such as electric vehicle charging stations, battery storage, energy efficiency and billing analytics.
- Advocated for membership interests in state and regional industry forums, including past end-use sector chair of the New England Power Pool

**Business Development Director – NE/NY, Comverge, Inc. (Nov. 2006-May 2009)**

- Responsible for development and execution of Company's opportunities for sales of demand response technology and services in New England and New York.
- Served as Alternative Resources sector chair of New England Power Pool

**Deputy Commissioner, Massachusetts Division of Energy Resources (2003-2006)**

Overall responsibility for all programs of the agency, including pricing and supply issues related to all energy resources (electricity, natural gas, oil and distillate fuels, renewables), energy efficiency programs, emergency planning and reliability, market rules and structure.

**Executive Director, Boston Area Rape Crisis Center, Cambridge, MA. (2001-2002)**

- Managed small non-profit social service agency

**National Grid, USA (1985-2000)**

**Vice President & Director, Generation Investments**

*New England Power Company*

- Responsible for nuclear investments, power contracts and integrating merged company assets.
- Served on Board of Directors of 4 Yankee Nuclear Cos.

**Executive Vice President & Director**

*Granite State Electric*

Senior Officer with overall responsibility for business in New Hampshire, including energy efficiency implementation and design, regulatory and legislative matters, customer service issues, operating events and profit/loss.

- Negotiated plan for retail competition
- Implemented \$2M annual energy efficiency budget
- Primary responsibility for all regulatory matters, including base rate cases, fuel adjustment clause filings, service territory disputes, energy efficiency programs
- Lead spokesperson for all media contacts
- Customer relations management

**Assistant to the President and Chairman (John W. Rowe)**

**Senior Counsel**

*New England Power Service Company*

- Prepared and litigated rate cases involving highly complex financial, accounting and economic issues.

**Federal Energy Regulatory Commission**

**Staff Attorney**

Held positions on the FERC staff at each level of review of the agency: judicial, litigation and opinion writing.

**EDUCATION**

New York Law School, New York, NY – J.D.

St. Lawrence University, Canton, NY – B.A. (Government)

University of Michigan School of Business Administration - Public Utility Executive Program

Michigan State University - National Association of Regulatory Utility Commissioners Program

**AWARDS:** New England Women in Energy and Environment Achievement Award – 2016

**CURRENT BOARDS:** Massachusetts Energy Efficiency Advisory Council – Councilor  
Dedham Choral Society – Director of Development