

**Memorandum of Understanding  
by and between  
the City of Newton, Massachusetts,  
Eversource Energy and National Grid**

This non-binding Memorandum of Understanding (MOU) memorializes the understanding of  
the City of Newton,  
Eversource Energy  
and  
National Grid USA Service Company, Inc.  
concerning Newton's goals for energy efficiency in non-municipal buildings and its goals for  
electric vehicles as set forth below.

The City of Newton and Eversource will have a separate MOU that addresses energy reduction goals for municipal and school electric accounts.

## 1. PURPOSE & SCOPE

The City of Newton (the "City," or "Newton"), Eversource Energy ("Eversource") and National Grid USA Service Company, Inc. ("National Grid") are entering into this non-binding MOU, which sets forth their understandings and identifies the roles and responsibilities of each as they relate to:

- Energy efficiency, greenhouse gas (GHG) emissions, and clean energy sources in Newton's **private sector** new and existing residential and commercial buildings.
- Electric vehicles and other alternative modes of transportation.

In particular, this MOU is intended to:

- Offer integrated **technical, financial and co-branded marketing** support by Eversource and National Grid for Newton's portfolio of building projects, for **three** years starting in November 2020. The goal, during this period, is a 3% reduction in energy use in the Newton residential sector and a 15% reduction in the Newton commercial sector, relative to the base year of 2018. This equates to goals of 20,572 MWh<sup>1</sup> and 1,127,176 therms<sup>2</sup>;
- Engage high levels of decision-makers in the City, Eversource, and National Grid to work collaboratively to support these goals and strategies;
- Increase energy efficiency in the building stock, improve comfort in buildings, and reduce adverse environmental impacts in Newton;
- Reduce energy costs to Newton residents and businesses through energy efficiency measures, improved operations, and reduced maintenance costs;

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<sup>1</sup> <https://www.masssavedata.com/Public/GeographicSavings?view=U#content-for-n>

<sup>2</sup> <https://www.masssavedata.com/Public/GeographicSavings?view=U#content-for-n>

- Assist Eversource and National Grid in attaining their energy efficiency goals by increasing the participation of Newton buildings in the Mass Save and other programs;
- Help Newton reduce use of fossil fuels, increase reliance on renewables and cleaner electricity, and phase out GHG emissions by 2050.

Based on the success of this MOU, an extension beyond October 2023 is possible if all parties agree. In that case, the parties intend to execute an updated MOU with revised goals. The parties will review and adjust goals annually during the initial three-year period based on progress, program changes, and other opportunities or circumstances.

## **2. BACKGROUND**

Newton’s Climate Action Plan (CAP) and Citizens Climate Action Plan (CCAP) provide guidance for achieving GHG reduction targets in Newton. The Plans focus on actions that must be taken during the next five years. The Plans emphasize, among other priorities, the three dominant sectors responsible for Newton’s GHG emissions: transportation, residential buildings, and commercial buildings. The Plans’ underlying principles for making Newton carbon neutral by 2050 are:

- 100% of private cars in Newton are electric by 2050;
- Reduce energy consumption by 20% by 2050, relative to the base year of 2018, in the residential sector;
- Reduce vehicle-miles travelled by 20% by 2050, relative to the base year of 2018, in the transportation sector;
- Use natural asset replacement cycles (home heating system replacements, renovations and additions, and vehicles) to increase energy efficiency and electrification;
- Aim for all new construction and major renovations to meet the energy efficiency performance of the Passive House standard and to use induction stoves and heat pumps for heating, cooling, hot water, and clothes dryers;
- Motivate major businesses to develop and implement their own climate action plans consistent with the goals of the CAP.

## **3. GOALS OF PARTNERSHIP**

The parties agree to work toward the following goals and priorities, divided into eight categories, as described below. The City of Newton, led by the Sustainability Team Directors, with assistance from a dedicated technical support specialist referred to as the Energy Coach, will collaborate with Eversource, National Grid, and community organizations to strive to meet the following goals.

### **3.1 Existing Residential Buildings (1 to 4 Units)**

The City, Eversource, and National Grid will work together to engage residents to participate in Home Energy Assessments (HEAs). The City will market HEAs to homeowners and encourage HEAs with focused and systematic efforts.

Specific goals are:

Description of Goals	Year 1 Goal*	Year 2 Goal	Year 3 Goal
Number of Home Energy Assessments	2,135	2,156	2,175
Number of insulation projects completed/started	640	690	740
Number of air sealing projects	427	474	526
Number of heat pump installations	62	68	74

*\*Year 1 begins on March 1, 2020*

### 3.2 Residential New Construction (RNC), 1 to 4 Units

The City, Eversource, and National Grid will track new construction and building permits. The City, at its sole discretion, may share non-proprietary documents about projects in the early conceptual stages that may not have yet applied for building permits. This will allow us to involve project teams early to encourage adoption of energy efficiency measures.

The goals of this effort will be to assist in the implementation of high-efficiency construction, with emphasis on building with Passive House design concepts and the use of induction stoves and heat pumps for heating, cooling, hot water, and clothes dryers.

Specific goals are:

Description of Goals	Year 1 Goal	Year 2 Goal	Year 3 Goal
Number of Passive House trainings	1	2	3
Number of builders/contractors trained	15	30	45
Mass Save RNC project participation (low rise)	75	100	100
Mass Save RNC project participation (renovations/additions)	15	30	50
# of Passive House homes permitted or built	10	TBD	TBD

RNC-Residential New Construction

### 3.3 Small Business Retrofits

This initiative is directed towards increasing the participation of small businesses in utility-sponsored energy efficiency programs. Small businesses are defined as commercial utility customers using less than 150,000 average annual kWh or less than 40,000 average annual therms.

Description of Goals	Year 1 Goal	Year 2 Goal	Year 3 Goal
Number of energy assessments	175	200	225
Number of Mass Save project implementations	95	108	121
Number of "Main Street Events" *	1	2	2
Heat pump rooftop unit installs via a pilot program to be developed after signing this MOU	n.a.	TBD	TBD
Overall MWh reductions	1,500	1,725	1,815
Overall Therm reductions	7,384	8,122	8,934

*\*Main Street Events as defined by Utilities.*

### 3.4 Large Commercial Retrofits

The Eversource and National Grid will identify their top energy users in Newton and work with the City to engage these customers to develop individualized or combined MOUs where MOUs do not currently exist. These MOUs will define customer goals for energy efficiency, demand response, solar installations, renewable energy supply, electrification, integration of electric vehicles into company fleets, installation of EV charging stations, alternative transportation options for employees, etc. Eversource, National Grid, and the City will work with these customers to achieve agreed upon goals. The MOUs will identify a contact in each company who will be engaged in the development and implementation of these MOUs.

As part of this process, the City will invite these customers to be part of the City's Green Leadership Collaborative ("GLC"). The GLC members will help the City develop and implement a plan to recruit other large energy users to share ideas and help achieve the goals of the City's Climate Action Plan.

The City will help Eversource and National Grid expedite the implementation of enhanced incentive offerings for large commercial customers.

Description of GLC Goals	Year 1 Goal	Year 2 Goal	Year 3 Goal
Number of customers included in an MOU	3	5	7
Overall MWh reductions	9,665	10,632	11,695
Overall therm reductions	277,913	305,704	336,274

### 3.5 New Commercial Construction

The City will keep track of applicable new permits and coordinate with Eversource and National Grid to inform new commercial construction projects of all energy efficiency and GHG emissions reduction opportunities at a very early stage of schematic design where possible. The principles of “Green Construction,” developed by Green Newton and used to review the Northland Development’s proposal for new construction in Newton Upper Falls, will be used as a guide.

### 3.6 Electric Vehicles (EVs)

The City will act as a liaison between Eversource, community organizations, and local car dealerships to develop marketing events for EVs. Together, the partners will develop a list of businesses that are good candidates to add EVs to their fleets and/or install charging stations at their businesses.

Description of GLC Goals	Year 1 Goal	Year 2 Goal	Year 3 Goal
Number of ‘Make Ready’ marketing events	2	2	2
Number of participating car dealers (total)	2	4	6
Number of EV sales resulting from this partnership	TBD	TBD	TBD
Number of EV charging stations installed by large customers	20	30	30

### 3.7 Energy Coach

The City will create an **Energy Coach** position and expects to fill the position in early 2021 to help residents and businesses improve their energy efficiency and reduce their carbon footprint. The Energy Coach will, initially:

- Create and maintain a repository of locally relevant energy information and provide information on the City’s website, through other outlets, and in person at City Hall;
- Build relationships with appropriate contractors/builders to increase participation in energy efficiency upgrades;
- Provide information to applicants for building permits, special permits, and all other applicable permits about clean heating and cooling technologies, as well as water heating and cooking technologies, and efficient appliances; and about grants and other available financing for buildings currently heated with gas or oil (currently more than 90% of residential, retail, and office buildings in Newton);
- Develop outreach programs to improve access to and participation in incentive programs, particularly in underserved sectors (e.g., landlords/renters, low income customers) ,targeting buildings with the lowest energy performance, such as the larger homes and businesses in Newton currently heated with oil, and in other areas of greatest opportunity;
- Focus on building envelope improvements through the Mass Save program and other vendors. The goal is to increase dramatically the number of homes and businesses

participating in energy assessments and implementing major energy efficiency and carbon reduction measures;

- Coordinate with community organizations to implement a community-wide, energy-efficiency outreach program to increase significantly uptake of energy efficiency measures and low emission technologies including clean heating and cooling technologies, and water heating, cooking, and clothes drying technologies;
- Promote the resources available from Mass Save, the Massachusetts Clean Energy Center (MassCEC), and others to support the installation of energy efficiency and clean energy technologies.

### **3.8 Marketing and Awareness**

Eversource, National Grid, and the City will jointly develop a strategy for marketing and awareness campaigns. The City will develop an outreach plan to reach residents and businesses regarding energy efficiency strategies, decarbonization, and electric vehicles. The City can receive marketing support from Eversource and National Grid through strategies that include:

- Working under existing Eversource and National Grid marketing efforts;
- Applying for the Municipal Partnership (previously known as the Community Initiative), for which accepted municipalities can reapply to participate for up to two years before waiting three years to reapply;
- Ongoing coordination with Eversource and National Grid for specific marketing strategies.

## **4. PARTIES' ROLES AND RESPONSIBILITIES**

The parties hereunder acknowledge that neither the City, Eversource, or National Grid are obligated under this MOU to make any expenditure. By entering this MOU, the parties are not creating any joint venture, agency, partnership, or fiduciary obligation among the parties. Rather, the parties are independent contractors and no one party to this MOU has any power to bind the others for any purpose. The parties further acknowledge that neither this MOU, or its acceptance, constitutes a legally binding or enforceable agreement between the parties hereunder. Any party may terminate its participation under this MOU for any reason upon reasonable notice to the other parties.

### **City of Newton**

In support of this MOU, the City will endeavor to accomplish the following:

- Develop an Energy Coach position and hire and supervise this individual;
- Publish information about the City's housing and building stock and other information needed to support energy reduction goals;
- Identify contractors and other building professionals and target audiences within Newton for training in energy efficiency and clean energy in the residential and commercial sectors;

- Schedule meetings with large customers, Eversource, and National Grid for the development of targeted MOUs;
- Lead the Green Leadership Collaborative and work with Eversource and National Grid to assist large commercial building owners in establishing and meeting their energy reduction and GHG emission goals;
- Work with Eversource and National Grid to conduct co-branded marketing and awareness of the initiative;
- Assign at least one high-level City staff member to attend quarterly progress meetings with Eversource and National Grid;
- Review and adjust goals annually as necessary.

### **Eversource and National Grid**

In support of this MOU, Eversource and National Grid will endeavor to accomplish the following:

- Lead the required coordination with Mass Save;
- Work with the City to conduct co-branded marketing and awareness of the initiative;
- Provide enhanced incentives that go beyond Mass Save incentives where possible;
- Work with large customers to develop individual MOUs where MOUs do not currently exist;
- Designate Eversource and National Grid officials to participate in quarterly meetings with the City to track the progress of the initiative;
- Provide data for specific goals in quarterly reports to track progress towards goals;
- Provide MWh and Therm reduction data annually;
- Provide aggregated energy use data for each building sector on a quarterly basis or monthly basis if possible;
- Review and adjust goals annually as necessary.

**5. EFFECTIVE DATE AND SIGNATURE**

This MOU shall be effective upon the signature of the City, Eversource, and National Grid, by their authorized officials. It shall be in force from \_\_\_\_\_ to \_\_\_\_\_.

City of Newton

Eversource Energy

Ruthanne Fuller  
Signature:  
Ruthanne Fuller  
Name:  
Mayor  
Title:  
10/16/2020  
Date:

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Signature  
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Name:  
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Title:  
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Date:

National Grid USA Service Company, Inc

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Signature:  
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Date: