



Battery Lease Offering

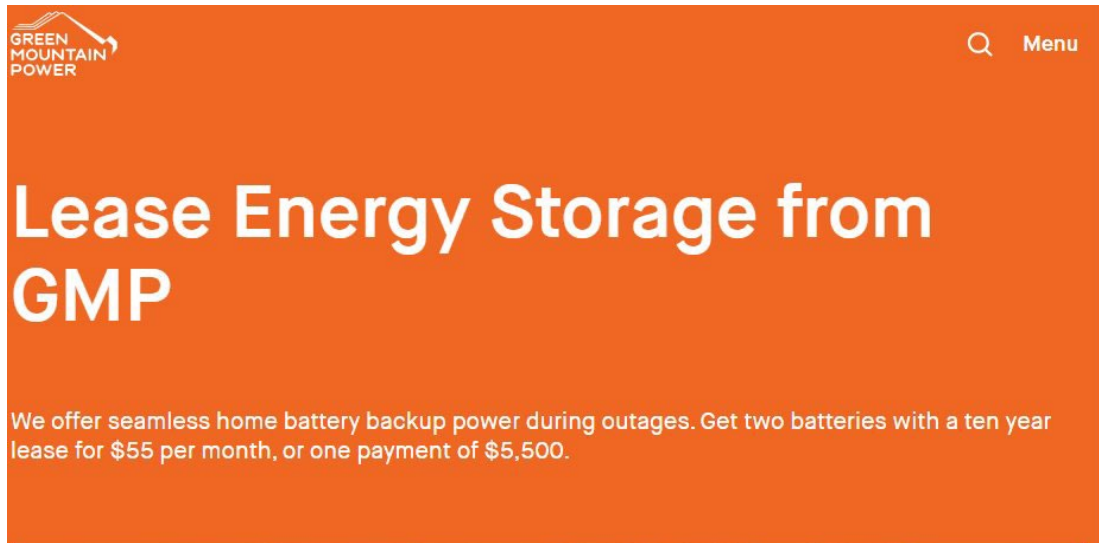
Efficiency Maine Trust Board
July 22, 2026

Battery Lease Offering: Goals

- **Recovers full investment**
- **Maximize monetization of federal tax credits:** Unlock up-front monetization of available tax credits to reduce the cost of batteries for Maine's residential and small business customers.
- **Increase competition in the sector:** Encourage installers to use the lease product to sell small batteries and actively promote price competition.
- **Accelerate adoption of small batteries:** Increase options for NWA's and compete with dirty and dangerous fossil fuel generators.

Green Mountain Power Success

Vermont's Green Mountain Power (GMP) has demonstrated how leasing energy storage can be a success.



As of June 2026, GMP had:

- **4,966** Powerwall customers
- **46 MW** of distributed capacity



Battery Lease Offering Structure

Three Pillars of Program

How Efficiency Maine delivers customer and grid value while recovering its investment.

1. Lease Payments

- About 1/3 of the total cost

2. Tax Credit Monetization

- About 1/3 of the total cost

3. Performance Payments (through the existing Small Battery Program)

- About 1/3 of the total cost

Lease Payments

How Efficiency Maine recovers its investment through customer lease payments.

Existing Infrastructure

- Billing platform through Efficiency Maine Green Bank
- Eligibility & underwriting capabilities
- Customer service channels

In Development

- Lease documents

Tax Credit Monetization

How Efficiency Maine maximizes the value of available federal tax credits.

Existing Infrastructure

- Ownership model that enables monetization
- EMGB platform can produce data and documentation to facilitate annual tax filings
- Delivery team to prep tax credit materials (AmeriNat)

In Development

- Procure tax credit support partner to carry out annual filings

Performance Payments (through existing Small Battery Program)

How Efficiency Maine keeps the portfolio operating and cash flowing.

Existing Infrastructure

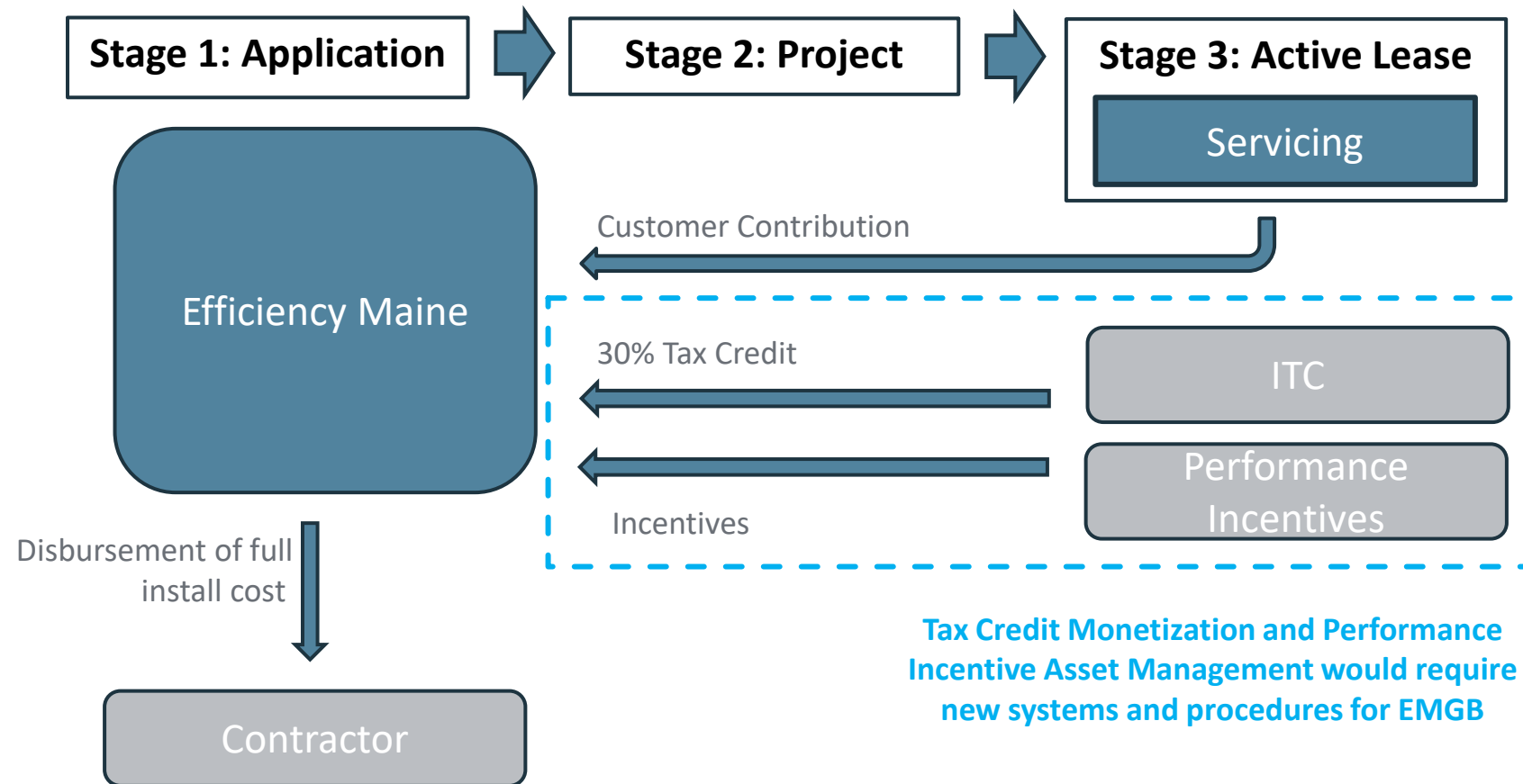
- Existing contractor network to support operation with workmanship warranty
- Delivery team to receive dispatches, oversee and coordinate contractor network to maintain battery operation

In Development

- Software layer that monitors fleet, diagnoses non-performing assets and responds to dispatch signals

EMGB Infrastructure

How Efficiency Maine recovers its investment while delivering customer and grid value.





Customer Journey

Customer Journey – Primary Moments

How Efficiency Maine Green Bank absorbs the complexity so the customer and small business can benefit from small batteries.

- 1. Learn**
- 2. Apply & Enroll**
- 3. Install & Commission**
- 4. Operation & Maintenance**
- 5. End of Term**

Customer Journey – Learn

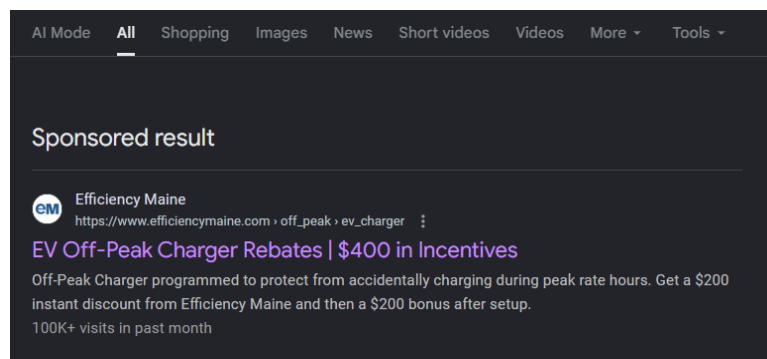
Customers learn about the program through two primary points:

1. Efficiency Maine Website

- Google ads
- Social ads
- Word of mouth
- Earned media

2. Through an installer

- Installer product offering
- Program brochure
- Installer directs customer to Efficiency Maine website





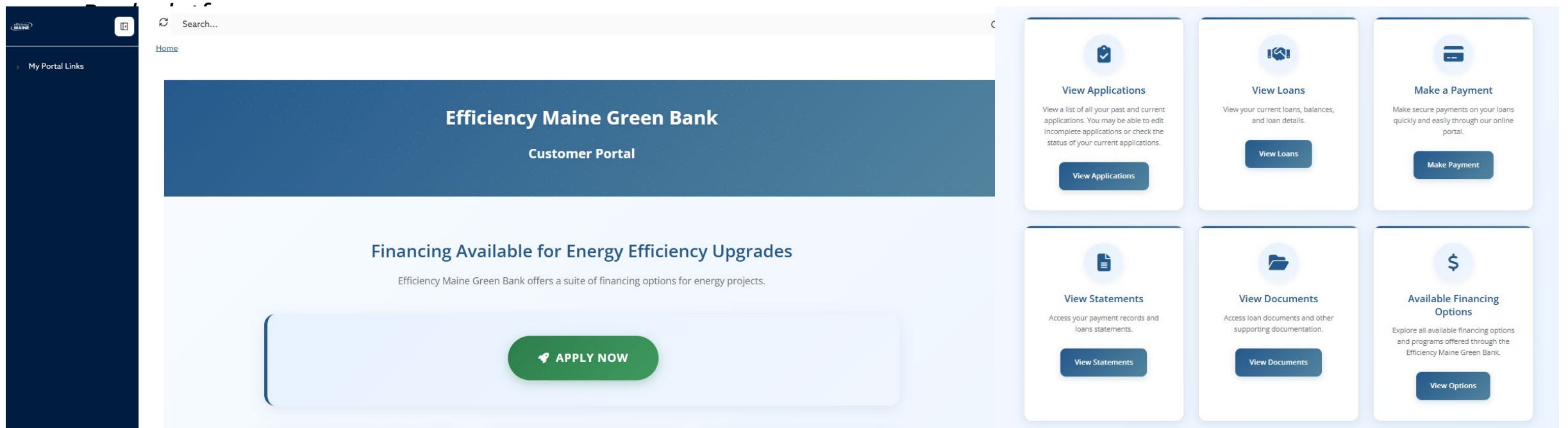
Residential Rebates

Here are the residential mail-in rebates and instant discounts offered by Efficiency Maine.

	Upgrade	Maximum Efficiency Maine Rebates		
		Low Income	Moderate Income	Any Income
Water Heaters	Heat Pump Water Heater	\$1,150	\$1,150	\$1,150
Heating and Cooling	Heat Pumps	\$9,000	\$6,000	\$3,000
	Ducted Heat Pumps for Single-Wide Mobile Homes	\$12,900	\$2,000	\$1,000
	Pellet/Wood Boiler/Furnace	\$6,000	\$6,000	\$6,000
	Geothermal	\$3,000	\$3,000	\$3,000
Weatherization	Insulation	\$8,000	\$6,000	\$4,000
Electric Vehicles / Charging	All-Electric Vehicles	\$8,000	\$6,000	N/A
	Off-Peak Chargers	\$400	\$400	\$400
Batteries	Batteries	\$100s/year	\$100s/year	\$100s/year

Customer Journey – Apply & Enroll

Customers **apply, enroll, select an installer, and make lease payments** through the Efficiency Maine Green



The screenshot displays the Efficiency Maine Green Bank Customer Portal. On the left is a dark blue sidebar with a 'My Portal Links' section. The main content area features a large blue header with the bank's name and 'Customer Portal'. Below this, a section titled 'Financing Available for Energy Efficiency Upgrades' includes a green 'APPLY NOW' button. To the right, a grid of six white cards with blue icons provides quick access to various services: View Applications, View Loans, Make a Payment, View Statements, View Documents, and Available Financing Options. Each card contains a brief description of the service and a corresponding action button.

Efficiency Maine Green Bank
Customer Portal

Financing Available for Energy Efficiency Upgrades
Efficiency Maine Green Bank offers a suite of financing options for energy projects.

APPLY NOW

- View Applications**
View a list of all your past and current applications. You may be able to edit incomplete applications or check the status of your current applications.
[View Applications](#)
- View Loans**
View your current loans, balances, and loan details.
[View Loans](#)
- Make a Payment**
Make secure payments on your loans quickly and easily through our online portal.
[Make Payment](#)
- View Statements**
Access your payment records and loans statements.
[View Statements](#)
- View Documents**
Access loan documents and other supporting documentation.
[View Documents](#)
- Available Financing Options**
Explore all available financing options and programs offered through the Efficiency Maine Green Bank.
[View Options](#)

Customer Journey – Install & Commission

Installer handles the following:

- 1. Utility Interconnection:** Receive approval from the utility to interconnect battery.
- 2. Build:** Installer designs system and handles permitting.
- 3. Activate:** System goes live and is enrolled in the DPP program
- 4. Handoff:** DPP operator takes over ongoing monitoring

Customer Journey – Maintenance & Repairs

After system activation, customers, and installers share O&M responsibility with Efficiency Maine Support:

- **Customer Responsibilities**

- Maintain basic connectivity
- Remote troubleshooting

- **Installer Responsibilities**

- Basic warrantee items
- Malfunctioning products

Behind the scenes:  A dedicated service partner coordinates with Efficiency Maine's contractor network to ensure warrantees are honored and batteries are functioning as expected.

Customer Journey – End of Term

Efficiency Maine Green Bank intends to alert customer of end-of-term options.

Standard Termination

1. Lease Expires
2. Lease Renewal

Early Termination

1. Voluntary early termination
2. Lease transfer (preferred)

EMGB as Asset Owner & Program Manager



Customer Billing (via EMGB)

- Enrollment
- Billing
- Customer Support
- Admin



Tax Credit Monetization (via EMGB)

- Tax Credit Documentation
- Compliance
- Filing
- Monetization



Program Performance (via software)

- Reporting
- Monitoring
- Optimization
- Dispatch



Asset Operations (delivery team, contractor network)

- Installation
- Commissioning
- Maintenance
- Repairs
- Relocation

Next Steps & Open Questions

Next Steps

- **Procure DPP platform software:** Prioritizing a proven, established vendor over a novel one, given this layer is critical to reliable performance-payment cash flow; this process may also inform connectivity approach and compensation structure
- **Procure tax credit monetization service:** Reviewing program documentation and eligibility requirements to confirm EMGB qualifies, identifying legal support needed for filings, carrying out filings.

Open Questions

- **Connectivity resilience:** How do we ensure reliable communication with customer systems over time, particularly in rural areas with limited wi-fi/cellular coverage?
- **Service partner:** Do we use an existing service partner or procure a new one to manage Efficiency Maine's contractor network to handle repairs, maintenance, relocations, or de-installs?