

**Efficiency Maine Trust  
Board Meeting Minutes  
March 30, 2016**

**Trust Board Members:**

- David Barber, Chair
- Kenneth Fletcher, Vice-Chair
- Brent Boyles, Treasurer (via phone)
- Al Hodsdon
- Patrick Woodcock
- John Gallagher

**Efficiency Maine Trust (EMT) Staff:**

- Andy Meyer
- Emily Cushman
- Dana Fischer
- Greg Leclair
- Peter Eglinton
- Michael Stoddard
- Richard Meinking
- Tyler Kidder

**Other Attendees:**

- Adam Gifford, CLEAResult
- Tim Schneider, Office of the Public Advocate (OPA)
- Jayme Holland, CMP
- Jeffrey Packard, Alodyne

**1.0 Welcome and Introductions**

Mr. Barber called the meeting to order at 9:37 a.m.

**2.0 Approve Agenda and Minutes**

**ACTION:** Upon a motion duly made (Mr. Hodsdon) and seconded (Mr. Woodcock), the Board voted unanimously to approve the draft agenda and approve the February Board Meeting Minutes.

**3.0 Public Comment on Agenda Items**

No comments.

**4.0 Executive Director's Report**

Mr. Stoddard summarized and distributed copies of the Executive Director's Report. Following are items highlighted during his presentation:

- Staff exhibited at a number of energy fairs and conferences in the past month, and will continue to step up its presence at future outreach events. On the residential side, these events provide the opportunity for Staff to build

collaborative relationships with community partners. On the commercial and industrial side, these events help EMT reach beyond the “early adopters” in the contractor community, focusing on those who may seek more information, training, or encouragement. Mr. Woodcock asked about EMT’s role at a solar event in Freeport. Mr. Stoddard stated the Freeport event served as a platform to reach customers and contractors about weatherization and heating system measures (and financing options) in HESP.

- Staff continues to engage in the Triennial Plan III proceedings at the Public Utilities Commission (PUC). The main process is scheduled to complete in time for the start of the new program year.
- At the Legislature, LD 1398, “An Act To Reduce Electric Rates for Maine Businesses” passed both the House and Senate with an amendment to set aside \$3 million/year from RGGI revenues to be returned to certain large manufacturers. The bill is on its way to the Governor’s desk. LD 1558, “An Act To Make Efficient Electric Heat Pumps Available to Utility Customers, Including Low-income Customers” was passed out of Committee with a majority Ought to Pass vote.
- Staff is making preparations for FY2017 changes to the C&I Prescriptive Program (formerly known as the Business Incentive Program), including planning program changes and updating forms and instructions.
- The pipeline for the Large Custom Program is robust. Mr. Woodcock asked if EMT made any investments in the Madison Mill. Mr. Stoddard stated that some projects were funded in prior years, but not in the past two years.
- Incentives for insulation through the Home Energy Savings Program (HESP) increased recently from \$500 to \$700 per insulation zone.
- Eligibility for the EMT Low Income Home Energy Savings Program (LIHESP) has expanded to include principal dwelling mobile homes and detached dwellings with municipal property values at or below \$80,000. Staff anticipates that this change will facilitate broader program participation in low-income communities; in addition to targeting LIHEAP customers, EMT can now reach those who are LIHEAP eligible but not technically enrolled. Mr. Schneider approved of the alternative screening metric, stating that the OPA found a significant gap between those who are eligible for LIHEAP and those who participate. Mr. Woodcock said that focusing the program on LIHEAP-eligible customers has the dual benefit of reducing taxpayer costs for heat subsidies. Mr. Fischer stressed that this approach facilitates the ability of local contractors to identify potential customers. Mr. Stoddard emphasized that one benefit of this approach is that EMT is not choosing beneficiaries; rather, it is facilitating interaction between the marketplace and the customer.
- Tyler Kidder has joined EMT as a Communications Manager. Most recently, she served as the Assistant Director for Sustainable Programs at the University of Southern Maine. Her primary role will be to expand EMT’s community engagement efforts.

## 5.0 Committee Report

### (a) Finance Committee

#### i. UPDATE on Monthly Financial Reports

Mr. Stoddard provided an overview of revenues and expenses to date. On the revenue side, he noted that third quarter RGGI auction results were significantly lower than anticipated. Given that results from the first two quarters were significantly higher than had been forecast, EMT is on track to finish the year in line with the original forecast.

#### ii. APPROVE FY16 Budget Adjustment

Mr. Eglinton provided some background on the small business loan pilot. Staff has transferred \$400,000 in Innovation Pilots funding to an escrow account at RenewFinancial. This escrow will become the loan pool for the pilot program. Staff recommends that the Board adjust the FY2016 expenditures budget to reflect this change.

Mr. Woodcock asked for the expected start date for the loan program. Mr. Fischer said he expects the product to be ready by April 12, 2016, subject to progress by RenewFinancial.

**ACTION:** Upon a motion duly made (Mr. Fletcher) and seconded (Mr. Hodsdon), the Board voted unanimously to reduce the FY2016 expenditures budget for Innovation Pilots by \$400,000 to recognize the establishment of an escrow account for unsecured, personally guaranteed small business loans, as detailed in a March 23, 2016, memo from Mr. Leclair.

### (b) Program Committee

#### i. UPDATE on Arrearage Management Plan

Mr. Schneider provided a brief history and overview of the Arrearage Management Program (AMP). He reported that in 2014, an amendment to State law directed the utilities to collaborate with OPA and EMT to help address the arrearages of low-income residential electricity customers. AMP came into effect in October 2015. The program provides affordable payment plan to customers who fall behind by in their payments, by at least \$300 and 60 days, and opt in to the program. For every month that a customer pays off his/her current electricity bill, the utility forgives a portion of his/her debt. Mr. Schneider said that experience in Massachusetts suggests that customers are more likely to pay their bills under this arrangement than under threat of disconnection. Ultimately, reducing bad debt decreases costs that would otherwise be absorbed by other ratepayers. A working group comprising the utilities, CAP agencies, and OPA will provide ongoing monitoring of the program. Mr. Fletcher asked how the utilities recover the costs of paying off

this debt. Mr. Schneider stated that they are not part of the rate case; the costs are considered stranded costs.

Mr. Meyer provided a briefing on EMT's role in AMP. Upon enrollment, the utilities send EMT energy use information (including interval data, where available) on the participant. EMT then sends the customer an energy usage assessment, along with a list of energy saving tips, a list of relevant programs and resources, and an offer for energy efficiency measures (LEDs, low-flow showerheads, aerators) that EMT will deliver, at no cost to the customer, upon request.

Mr. Fischer discussed the potential for using interval utility data to serve as a screening tool that EMT could use to help AMP participants identify what is driving their usage and options for saving energy. He presented a color-coded usage analysis developed in Excel, explaining how visual patterns can identify potential problem areas and solutions.

**ii. UPDATE on Maine Advanced Building (MAB) Program to Promote Efficient Commercial New Construction**

Mr. Meinking provided an overview of the Maine Advanced Building (MAB) Program. Based on the New Buildings Institute (NBI) New Construction Guide, MAB provides a roadmap for a holistic approach to design and construction of commercial buildings. MAB buildings typically achieve 30% to 35% energy savings compared to standards required in the building code. EMT currently has six projects underway, and plans to expand eligibility to multifamily buildings.

**6.0 New Business**

No new business topics were raised.

**7.0 Next Meeting Agenda and Scheduling**

Mr. Woodcock requested a future update on lighting initiatives and Mr. Barber called for further discussion of LIHEAP issues.

The next Board meeting was scheduled for April 20, 2016 (though it was subsequently postponed).

The meeting was adjourned at 12:01.