

**Efficiency Maine Trust
Board Meeting Minutes
October 30, 2019**

Trustees:

- James Boyle
- Dan Burgess
- Ken Fletcher, Secretary
- Al Hodsdon, Chair
- Suzanne MacDonald, Vice-Chair
- David Stapp (via phone)
- Joan Welsh
- Glenn Poole, Treasurer

Efficiency Maine Trust (EMT) Staff:

- Ian Burnes
- Emily Cushman
- Peter Eglinton
- Monte Haynes
- Anastasia Hediger
- Andy Meyer
- Greg Leclair
- Michael Stoddard

Other Attendees:

- Michelle Marean, DNV GL
- Jennifer Connors, Runyon Kersteen Ouellette (RKO)

1. Welcome and Introductions

Mr. Hodson called the meeting to order at 9:33 a.m.

2. Approve Agenda and Minutes

ACTION: Upon a motion duly made (Mr. Fletcher) and seconded (Mr. Poole), the Board voted unanimously to approve the agenda and the September 4 Board Meeting Minutes.

3. Public Comment on Agenda Items

None.

4. Executive Director's Report

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

- There has been a lot of positive press coverage of EMT's Electric Vehicle (EV) Initiatives. EMT hosted a ribbon-cutting event last week with Governor Mills at the West Gardiner Turnpike Service Plaza to launch the site's new public fast chargers and to announce the 23 public sites awarded funding to install level 2 chargers.
- EMT filed a request for approval of certain changes ("Significant Change II") to Triennial Plan IV and responded to questions at a technical conference at the Public Utilities Commission (PUC). The PUC is expected to make a final determination by mid-December.

- The PUC ruled in favor of EMT’s request for a streamlined process to obtain utility data, eliminating the requirement for case-specific protective orders moving forward.
- Pursuant to LD 1464, the PUC has issued a request for proposals (RFP) for pilot projects relating to the electrification of transportation in Maine. Staff is considering submitting two proposals: one relating to home EV chargers and charging behavior, seeking to better understand the impact of peak/off-peak price signals and load-shifting, and another relating to consumer engagement. Proposals are due to the PUC by November 20, 2019.
- EMT issued an RFP for support services to assist in its new role analyzing and developing Non-Wires Alternatives (NWA).
- Mr. Stoddard reported that EMT is represented on the Maine Climate Council (MCC), which is the body that will receive recommendations next summer to develop an update to Maine’s Climate Action Plan. EMT also is co-chairing the Buildings, Infrastructure, and Housing Working Group with Kathleen Meil of Maine Conservation Voters. The first meeting was held yesterday in EMT’s conference room. Mr. Stoddard indicated that there was strong attendance and lots of enthusiasm for the work to come.
- Mr. Stoddard also noted that Staff and the Governor’s Energy Office (GEO) are discussing opportunities to promote “lead by example” projects in state buildings.
- EMT has been asked to present an overview of its existing efforts and pilot projects related to energy storage to the Legislature’s Commission to Study the Economic, Environmental, and Energy Benefits of Energy Storage.
- The Commercial and Industrial Prescriptive (CIP) Program established an advisory group on heating, ventilation, and air conditioning (HVAC) for consumers and contractors to give feedback to EMT. The program is also conducting a study of Variable Refrigerant Flow (VRF) systems.
- Mr. Stoddard explained that the Small Business Initiative (SBI) has been in a holding pattern because EMT did not have access to the utility data needed to target customers in new regions. Now that Staff has that data, activity should increase.
- Andy Meyer, Senior Program Manager, visited the Energy Star Program Partners meeting in Charlotte, NC last month. He has reported that national data show that in Maine, 60% of electric water heaters sold are heat pump waters (HPWH), whereas HPWH penetration in the rest of the U.S. is 2%. Mr. Burgess asked how many of these HPWHs came through EMT programs. Mr. Stoddard responded that purchases are almost entirely due to EMT incentives, as the free ridership rate for HPWHs is very low.
- Mr. Stoddard noted that the Retail Initiatives Program launched a pellet and wood stove rebate program, funded by limited Regional Greenhouse Gas Initiative (RGGI) dollars. Mr. Fletcher asked how new EPA emissions standards might affect the stove program. Mr. Stoddard noted that EMT sets a minimum efficiency requirement, separate from the EPA emissions standard, that should not duplicate the sales pressures of vendors trying to clear out old inventory, but acknowledged that there might be some overlap.
- Mr. Stoddard reported that EMT has had to hold back on Low-Income Initiative activity until the PUC approves Significant Change II. Once approved, EMT can accelerate program activity.
- Ms. MacDonald asked whether EMT has data on how many Arrearage Management Program (AMP) households take advantage of the free HPWH offer. Mr. Stoddard noted that the offer is extended to all eligible participants and committed to reporting back on

how many have accepted it. He added that some AMP customers live in mobile homes, which is not a viable location for commercially available HPWHs.

- Staff attended an event at Sunrise Opportunities, a non-profit in Machias, celebrating two solar PV projects awarded funds through the Renewable Demonstration Grants program.
- Mr. Stoddard reported that the EV Accelerator program has issued 90 rebates in its first 60 days, noting positive feedback from dealers so far. He also highlighted that some dealers are reporting having received in stock significant numbers of new EVs from the manufacturer, remedying the scarcity of inventory that was prevalent before the program started.
- Mr. Burgess noted that GEO is working to institute a more regular transfer of EV registration data to track the state's progress toward its Zero-Emission Vehicle (ZEV) goals.

5. **Planned Business**

(a) **UPDATE on Monthly Financial Reports**

Mr. Leclair reported that revenue collections are generally on track with projections. Revenue from the recent RGGI auction was almost exactly in line with Staff's original forecasts.

(b) **PRESENTATION of the 2019 Annual Audit Results by RKO**

Ms. Connors provided an overview of the 2019 audit timeline and findings. She stated that RKO delivered an "unmodified opinion" and found no "material weaknesses" or "significant deficiencies" related to the Trust's statement of financials or internal controls. She noted that RKO did not require any adjusting journal entries, nor did it have any recommendations. She thanked Mr. Leclair and the Staff for their preparedness and cooperation, noting that an audit this clean is rare.

(c) **APPROVE FY2019 Audit**

ACTION: Upon a motion duly made (Mr. Poole) and seconded (Ms. Welsh), the Board voted unanimously to approve the FY2019 Audit.

(d) **APPROVE Accepting Funds for the Pilot Project**

Mr. Stoddard explained that EMT seeks Board approval of the pilot project to work with Central Maine Power (CMP) to investigate unresolved usage increases. Staff has consulted with the PUC Consumer Assistance Division (CAD), the Office of the Public Advocate (OPA), and CMP about details of the arrangement. EMT will serve as an independent third party to analyze customer usage data and perform in-home assessments. The project seeks to shed more light on the degree to which the analysis and in-home observations correlate with and potentially explain the customer's utility bills. It will also provide an opportunity for EMT to provide information to customers about applicable energy conservation measures and programs. To be eligible for the pilot, customer's bills must show a minimum of 25% increase in electricity usage in a recent month compared to the same month in a base year and must have reached the end of the normal dispute resolution process at the utilities and the PUC's Consumer Assistance Division. The pilot will start with 50 homes, then pause to take stock of how it is

working. Mr. Stoddard added that CMP shareholders will be funding the initiative, not ratepayers. The plan is for the pilot to begin in November and to provide the Board an update in January.

- Mr. Boyle asked what the qualitative and/or quantitative parameters will be for evaluating the pilot's success and determining whether to continue beyond 50 homes. Mr. Burnes said that if the pilot helps resolve the disputes, that would be a positive indicator. He added that if the evidence found by the initial assessment does not explain the billed level of usage increases, EMT may return to the home with additional tools to perform a more in-depth analysis.
- Mr. Boyle also asked for more details about training plans and what previous experience the assessors have dealing with homeowners. Mr. Stoddard explained Staff has secured the services of an experienced and knowledgeable customer service professional who will train and manage a team of sub-contractors that will conduct these visits. The sub-contractors expected to perform the work have experience working for EMT on other programs or initiatives.

ACTION: Upon a motion duly made (Mr. Poole) and seconded (Ms. Welsh), the Board voted unanimously to approve the acceptance of funds from CMP to fund the in-home assessment pilot.

(e) REPORT on Retail and Distributor Initiatives

Mr. Meyer provided an overview of the Retail Initiatives Program and the Distributor Initiatives Program for new Board members. Ms. MacDonald noted that EMT will play a key role in educating MCC stakeholders about certain carbon reduction opportunities and strategies. She asked that future presentations like this identify those opportunities and any relevant barriers.

6. New Business

None.

7. Next Meeting Agenda and Scheduling

The next Board meeting will be held on November 20, 2019.

8. Adjourn

ACTION: Upon a motion duly made (Ms. Welsh) and seconded (Mr. Poole), the Board voted unanimously to adjourn the Board Meeting at 12:15 p.m.