

**Efficiency Maine Trust  
Board Meeting Minutes  
October 27, 2021**

**BECAUSE OF LIMITATIONS ON TRAVEL AND GATHERINGS DUE TO THE CORONAVIRUS, THIS MEETING WAS NOT CONDUCTED AT A PHYSICAL LOCATION AND DID NOT INVOLVE ANYONE MEETING IN PERSON. INSTEAD, THE MEETING WAS CONDUCTED BY PHONE AND VIDEO CONFERENCING.**

**Trustees**

- Dan Burgess
- Kenneth Colburn
- Dan Drost (proxy for Dan Brennan)
- Heather Furth
- Mark Isaacson
- Suzanne MacDonald, Chair
- Glenn Poole, Treasurer
- Joan Welsh, Vice Chair

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

- Ian Burnes
- Emily Cushman
- Peter Eglinton
- Monte Haynes
- Greg Leclair
- Laura Martel
- Rick Meinking
- Kate Rankin
- Jesse Remillard
- Michael Stoddard
- Satchel Toole

**Other Attendees:**

- Ross Anthony, Governor's Energy Office
- Rebecca Schultz, Natural Resource Council of Maine (NRCM)
- Kim Ferenc, MaineHousing
- Jack Shapiro, Natural Resource Council of Maine (NRCM)
- Steve Ward, Maine Climate Table
- Christie Whitcomb, Hometown Heat Pumps

**1. Welcome and Introductions**

Ms. MacDonald called the meeting to order at 9:32 a.m.

**2. Approve Agenda and Minutes**

**ACTION:** Upon a motion duly made (Ms. Welsh) and seconded (Mr. Burgess), the Board voted unanimously to approve the revised agenda and the September 30, 2021 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:

- EMT’s new educational video campaign on electric vehicles (EVs) received significant press coverage, as did the EV Initiatives’ new incentives for governmental entities.
- EMT has continued to host training workshops on the new building energy codes. These sessions will continue through December.
- The Commercial and Industrial (C&I) Prescriptive Program (CIP) has formed an HVAC advisory group with contractors and other industry professionals. This group works to share information, technical developments, and best practices to promote quality installation practices.
- The C&I Custom Program is ramping up and has added ten new projects into the pipeline for review.
- The Small Business Initiative (SBI) has experienced slowing interest in lighting installations. Staff is focused on increasing outreach for heat pump incentives and financing opportunities.
- Low-Income Initiatives (LII) is working with MaineHousing and the Department of Health and Human Services (DHHS) to improve systems for cross-checking customer eligibility for weatherization and heat pump incentives. The program launched a significant weatherization marketing campaign.
- EV Initiatives has experienced some difficulty in guiding customers to vehicle options due to international supply shortages, but rebate processing continues at a moderate rate. There will also be a competitive solicitation for public chargers later this year.
- EMT is looking to fill multiple job openings, including Program Assistant, Communications Specialist, and Website Multimedia and Marketing Manager.

## 5. **Planned Business**

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

Mr. Leclair reported that revenues are on track. He identified and corrected an error in the expenditure report.

### b) **APPROVE FY2022 Budget Adjustment**

Mr. Eglinton explained that this budget adjustment is part of an annual process that allocates carryforward funds from the previous fiscal year. He described the budget allocations and changes in expenditures detailed in Mr. Leclair’s October 27, 2021 memo. Mr. Colburn asked what spaces are included in the critical care facility energy storage pilot. Mr. Burnes explained that LD528 (the recent bill calling for this pilot) includes language defining critical care facilities as spaces including, but not limited to, hospitals, public safety buildings, police stations, and fire stations. Mr. Colburn indicated his hope that the pilot would address load flexibility measures in addition to emergency backup power applications.

**ACTION:** Upon a motion duly made (Mr. Colburn) and seconded (Mr. Burgess) the Board voted unanimously to adjust the FY2022 source of funding (revenue) and expenditure budgets as described above and in Attachment A of Mr. Leclair’s October 27, 2021 memo, resulting in a total FY2022 source of funding (revenue) and expenditure budgets of \$147,252,108.07 and

\$136,157,280.33, as shown in Attachments B and C, respectively.

**c) PRESENTATION of MaineHousing 2022 Weatherization Assistance Program (WAP) State Plan**

Mr. Stoddard explained that each year the Trust Board receives a briefing from MaineHousing on MaineHousing's annual plan for weatherization.

Mr. Drost and Ms. Ferenc of MaineHousing presented its weatherization plans for the coming fiscal year. They indicated an emphasis on low-income engagement, corrective and preventative health measures, and a training and technical assistance program, and that the average expenditure per completed weatherization was estimated at \$18,000. Ms. MacDonald and Mr. Stoddard emphasized the importance of coordinating efforts between EMT and MaineHousing to meet the state's aggressive goals.

Mr. Isaacson asked how the state balances competing objectives: the desire to support weatherization projects in low-income homes (which are relatively expensive), versus the desire to spread funds wider to weatherize more homes and meet the targets. Mr. Stoddard noted that the significant federal ARPA funding allocated to low-income weatherization will help address this tension by enabling significantly more weatherization projects for low-income homes.

**d) PRESENTATION on Small Business Initiatives – Program History, Recent Updates, and Future Plans**

Mr. Meinking presented the history and progress of SBI's regional program strategy as EMT works to close out the active regions and shift to a statewide approach.

Mr. Burgess mentioned that he was pleased to see the successful progression from a regional approach to a statewide one. Ms. MacDonald asked how refrigeration solutions will be incorporated into the program. Mr. Meinking explained that the CIP Program has prescriptive refrigeration measures that will be incorporated into SBI and are currently utilized by small restaurants and convenience stores, and more complex refrigeration systems could be eligible for the C&I Custom Program.

**6. New Business**

None.

**7. Next Meeting Agenda and Scheduling**

The next Board meeting will be November 17, 2021 at 9:30 a.m.

**8. Adjourn**

**ACTION:** Upon a motion duly made (Mr. Poole) and seconded (Mr. Isaacson), the Board voted unanimously to adjourn the Board Meeting at 11:58 a.m.