

**Efficiency Maine Trust  
Board Meeting Minutes  
June 22, 2022**

*The June meeting of the Board was conducted in person at the Trust's office at 168 Capitol Street in Augusta, Maine. The option to participate by phone and online video conferencing was also available.*

**Trustees**

- Dan Burgess
- Heather Furth
- Mark Isaacson
- Suzanne MacDonald, Chair
- Glenn Poole, Treasurer
- Chris Rauscher
- Joan Welsh, Vice Chair

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

- Ian Burnes
- Emily Cushman
- Peter Eglinton
- Bridget Gifford
- Nat Haslett
- Hope Kohtala
- Monte Haynes
- Greg Leclair
- Laura Martel
- Lily McVetty
- Andy Meyer
- Sheldon Perkins
- Kate Rankin
- Michael Stoddard
- Lauren Trapani
- Joanna Vollrath

**Other Attendees:**

- None

**1. Welcome and Introductions**

Ms. MacDonald called the meeting to order at 9:34 a.m.

**2. APPROVE Agenda and Minutes**

**ACTION:** Upon a motion duly made (Ms. Welsh) and seconded (Mr. Poole), the Board voted unanimously to approve the agenda and the May 26, 2022 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:

- The Trust's Annual Event was a success with nearly two hundred registrants. EMT recognized contractors for their hard work and top performance.

- EMT launched special financial incentives for public schools, with a focus on small and rural schools, to help them switch from expensive heating fuels to heat pumps. There was significant press coverage aided by an announcement with the Governor.
- The Commercial and Industrial (C&I) Prescriptive (CIP) Program has fully committed its budgets for FY2022 for natural gas conservation initiatives in the territories of Bangor Natural Gas, Maine Natural Gas, and Unutil.
- The CIP Program's new Virtual Customer Consultation initiative received a high volume of interest. The CIP Program plans to launch a series of Funding Opportunity Notices (FONs) for municipalities and congregate housing facilities to complement the FONs that have already been launched for public schools and businesses in the hospitality sector.
- The C&I Custom Program has developed a pipeline of sixteen projects, worth \$2,066,035 in incentive offers.
- The Small Business Initiative (SBI) has seen noteworthy activity levels in the Machias area and Northern Aroostook County.
- Low Income Initiatives collaborated with the Department of Health and Human Services (DHHS) to expand its pathways to eligibility. EMT has developed a process whereby low income households can request verification of their income eligibility, the verification will be performed by DHHS and reported to EMT. EMT will then provide documentation that customers can present to contractors in order to proceed with projects and receive enhanced rebates.
- Electric Vehicle Initiatives gave its first rebates and reservations for Ford E-Transit vans.
- EMT launched the Demand Management Program, and it received its first request. The Program enrolled 11.2 megawatts (MW) between two pre-qualified curtailment service providers and thirteen individual customers.

## 5. **Planned Business**

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

Mr. Leclair reported revenues are in good shape. As mentioned at the May Board Meeting, one utility is slightly behind schedule in delivering a procurement payment to EMT but the matter is being addressed.

### b) **APPROVE Adjustments to the FY2022 Budget**

To best position EMT to move into the new fiscal year and make a first step in tidying up EMT's accounting to match the reality of spending that did (or did not) occur during this year, Mr. Eglinton presented proposed adjustments to the FY2022 budget. The changes were: removing American Rescue Plan Act (ARPA)/Maine Jobs and Recovery Program (MJRP) funding from the expenditure budget; incorporating new revenue from the Regional Greenhouse Gas Initiative (RGGI) auction conducted in June; and shifting electric procurement funds from Retail Initiatives to the Home Energy Savings Program (HESP), as reflected in Mr. Leclair and Mr. Eglinton's June 22, 2022 memo.

**ACTION:** Upon a motion duly made (Mr. Poole) and seconded (Ms. Welsh) the Board voted unanimously to adjust the FY2022 source of funding (revenue) and expenditure

budgets resulting in a total FY2022 source of funding (revenue) and expenditure budgets of \$141,483,732.47 and \$133,605,543.33, as shown in the tables in Mr. Leclair and Mr. Eglinton's June 22, 2022 memo.

**c) APPROVE Adjustments to the FY2023 Budget**

Mr. Eglinton presented a proposal to adjust the FY2023 budget. The proposed changes were to reflect new revenues derived from: recently enacted appropriations by the Maine Legislature; the June 2022 Regional Greenhouse Gas Initiatives (RGGI) auction, and the shift of American Rescue Plan Act (ARPA)/Maine Jobs and Recovery Program (MJRP) funding from the FY2022 budget into the FY2023 budget, as reflected in Mr. Leclair and Mr. Eglinton's June 22, 2022 memo.

**ACTION:** Upon a motion duly made (Ms. Furth) and seconded (Mr. Poole) the Board voted unanimously to adjust the FY2023 source of funding (revenue) and expenditure budgets resulting in a total FY2023 source of funding (revenue) and expenditure budgets of \$112,006,161 and \$111,918,039, as shown in the tables in Mr. Leclair and Mr. Eglinton's June 22, 2022 memo.

**d) UPDATE on Progress in Efficiency Maine's Weatherization Initiatives**

Program Managers Ms. Gifford and Mr. Meyer presented past and ongoing weatherization initiatives and preliminary results. They reported that contractor backlogs have grown, and new contractors have joined EMT's programs.

Ms. MacDonald indicated her appreciation of the emphasis on continuous improvement and the importance of strong partnerships and trusted messengers. Ms. Welsch indicated her appreciation of their attention to keeping the program simple so that it is easier to access.

**e) UPDATE on Governor's Energy Office's Clean Energy Partnership**

Mr. Burgess presented a summary of the Clean Energy Partnership's initiatives. The Governor's Energy Office (GEO) and the Governor's Office of Policy, Innovation, and the Future (GOPIF) recently released an analysis of Maine's clean energy economy. The 2022 Clean Energy Workforce Analysis Report presented numerous data points and findings regarding the clean energy sector, including that: energy efficiency represents by far the largest single category of jobs in the sector; there is a high concentration of construction jobs; work experience is key to landing a job; career satisfaction is high; and small applicant pools and low awareness of clean energy job opportunities exist. The GEO has issued a request for proposals (RFP) for programs and services that will help increase the number of individuals in clean energy and energy efficiency fields.

Ms. Welsh asked about solar development. Mr. Burgess shared that the number of jobs in solar has been increasing since 2019 and emphasized that the Clean Energy Partnership is focused on developing the workforce for jobs across the broad range of activities covered by clean energy.

**6. New Business**

None.

**7. Next Meeting Agenda and Scheduling**

The next Board meeting is scheduled for July 27 from 9:30 a.m. to 12:00 p.m.

**8. Adjourn**

**ACTION:** Upon a motion duly made (Mr. Burgess) and seconded (Mr. Poole), the Board voted unanimously to adjourn the Board Meeting at 11:53 p.m.