

**Efficiency Maine Trust  
Board Meeting Minutes  
May 26, 2022**

*The May 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 Brennan
- Dan Burgess
- Kenneth Colburn, Secretary
- 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
- Nat Haslett
- Monte Haynes
- Greg Leclair
- Laura Martel
- Lily McVetty
- Sheldon Perkins
- Kate Rankin
- Michael Stoddard
- Lauren Trapani

**Other Attendees:**

- Peter Fromuth
- Clifford Babkirk

**1. Welcome and Introductions**

Ms. MacDonald called the meeting to order at 9:31 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 agenda and the April 27, 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:

- Several media outlets featured EMT programs and quotes from Staff. A *Grist* article dispelled the myth that heat pumps do not work in the cold. A *WAGM TV* article and news segment highlighted EMT's new commercial customer consultation service.

- Mr. Colburn suggested EMT quantify its program impacts for policymakers to help validate its efforts. Mr. Stoddard affirmed that Staff are doing analyses to share with policymakers and the Board.
- EMT was invited to speak at several events by the Islesboro community, Bangor Region Chamber of Commerce, The Highlands in Topsham, and others.
- Triennial Plan V was approved by the Public Utilities Commission (PUC). Mr. Colburn asked about the predictability of the Regional Greenhouse Gas Initiative (RGGI) and Forward Capacity Market (FCM) revenues. Mr. Stoddard shared that FCM is predictable, while RGGI is unpredictable. EMT has tended to be conservative to avoid overcommitting funds. Ms. Welsh asked about the impact of RGGI with respect to reducing carbon emissions. Mr. Stoddard encouraged the Board to review RGGI Inc.’s annual reports, and offered to consider making this the subject of a future Board Meeting presentation.
- Ms. MacDonald asked for clarity on the omission of the battery storage program in year one of the Triennial Plan. Mr. Stoddard explained that, although EMT identified the measure as economically cost-effective, Staff later realized it is not realistically “achievable”. Mr. Burnes added that there are no technological reasons why battery storage would not be possible and cost-effective; the feasibility barriers relate to current rules and regulations. EMT will revisit this issue in future years of the Triennial Plan period.
- Staff are working to arrange new contracts with program delivery teams to be ready to launch the new program year on July 1, 2022.
- The Commercial and Industrial (C&I) Program (CIP) pipeline has \$4.8 M in incentives. As the lighting market becomes saturated, CIP will see a decline in projects.
- Mr. Burgess expressed interest in C&I Custom Program project case studies. Mr. Stoddard said that Mr. Remillard would follow up.
- The number of Small Business Initiative (SBI) lighting projects has significantly grown, suggesting that small businesses are beginning to recover from the pandemic.
- The Home Energy Savings Program (HESP) is forecasting that it will rebate roughly the same number of heat pumps by year-end as last fiscal year, which was a record. Mr. Poole asked about installer capacity. Mr. Eglinton shared that the heat pump industry is customer-constrained, while the weatherization industry is installer-constrained.
- EMT passed its compliance review of its calculations for ISO New England.
- EMT welcomed James Neal as a Senior Program Manager for Finance Initiatives. Mr. Neal previously founded and ran a solar company.

## **5. Planned Business**

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

Mr. LeClair reported that EMT is waiting on the June RGGI auction results. In June, Staff will also request to shift FY2022 ARPA funds to future fiscal years. The main reason for shifting the ARPA funds out of FY2022 is that that the process of screening proposed “Business Case” plans for compliance with federal guidance, and finalizing memoranda of

understanding (MOUs) to govern the remittance of expenditure of funds, was not completed until very late in the fiscal year.

**b) APPROVE FY2023 Operating Budget**

Mr. Eglinton proposed adopting the FY2023 Base Budget for Revenues and Expenditures Operating Budget, as reflected in Mr. Leclair's May 26 memo.

Mr. Burgess asked about decreases in the C&I Prescriptive (CIP) Program natural gas budgets relative to Triennial Plan IV. Mr. Burnes explained that the modeling was based on a trailing average; CIP saw low uptake of certain natural gas measures in Triennial Plan IV, so these were not folded into Triennial Plan V. Mr. Colburn asked about the Electric Vehicle (EV) Initiatives budget. Mr. Stoddard explained that Staff will return with a request to add \$3.5 million in anticipated state funding for EV rebates at the next Board Meeting. Mr. Burgess recommended looking at peer energy efficiency programs' budgets, such as Efficiency Vermont.

**ACTION:** Upon a motion duly made (Mr. Poole) and seconded (Mr. Colburn) the Board voted unanimously to adopt the FY2023 Base Budget for Revenues and Expenditures in accordance with the first year of the fifth Triennial Plan as approved by the Public Utilities Commission, amended to include the EMT Admin Fund, and the Revolving Loan Funds operated by the Trust. Upon approval, the source of funding and expenditure budgets will total \$98,801,161 and \$98,713,039, respectively.

**c) UPDATE on Whole Home Metering Study**

Ms. Martel presented findings from the Whole-Home Heat Pump Metering study.

Mr. Poole asked about the heat pump installation strategy for sites with oil furnaces. Mr. Burnes reported that the participants replaced their furnace coil with a heat pump, leveraged the existing ductwork, and added duct sealing.

**d) DISCUSS Federal Funding Opportunities**

Mr. Stoddard presented an overview of Department of Energy (DOE)'s competitive grant opportunities that may be a good fit for EMT. He noted that EMT is mindful of weighing whether the funding amounts are worth the work involved in handling federal funds. Ms. MacDonald suggested EMT add this topic to a future Board conversations. Mr. Burgess

noted that these opportunities will likely require Justice40 equity considerations and reporting requirements.

e) **UPDATE on EMT Annual Event**

Mr. Stoddard made a public service announcement about EMT's Annual Event and Awards Ceremony. It will be on June 16<sup>th</sup> in Freeport at the Hilton Garden Inn.

6. **New Business**

None.

7. **Next Meeting Agenda and Scheduling**

The next Board meeting is scheduled for June 22 from 9:30 a.m. to 12:00 p.m.

8. **Adjourn**

**ACTION:** Upon a motion duly made (Mr. Poole) and seconded (Mr. Burgess), the Board voted unanimously to adjourn the Board Meeting at 12:05 p.m.