

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

The February 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
- Ross Anthony (proxy for Dan Burgess)
- Kenneth Colburn, Secretary
- Heather Furth
- Mark Isaacson
- Suzanne MacDonald, Chair
- Glenn Poole, Treasurer

Efficiency Maine Trust (EMT) Staff:

- | | | |
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| ● Ian Burnes | ● Greg Leclair | ● Michael Stoddard |
| ● Peter Eglinton | ● Andy Meyer | ● Joanna Vollrath |
| ● Monte Haynes | ● Sheldon Perkins | |
| ● Hope Kohtala | ● Lauren Scott | |

Other Attendees:

- | | |
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| ● Paige Atkinson, Island Institute | ● Marina Melo de Miranda, Sierra Club |
| ● Richard Burbank, Evergreen Home Performance | ● Tagwongo Obomsawin, Governor's Energy Office |
| ● Scott Cuddy, Maine Labor Climate Council | ● Tim Seymour, Darlings Auto Mall |
| ● Mary Eagan | ● Jack Shapiro, Natural Resources Council of Maine |
| ● Constance Evans | |
| ● Abe Guillen, ChargePoint | |

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 (Mr. Poole) and seconded (Mr. Brennan), the Board voted unanimously to approve the agenda and the January 25, 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 several items highlighted during his presentation:

- EMT is pleased to report that heat pumps performed well during the cold snap in early February. EMT staff were particularly interested in performance for manufactured homes in the current Whole Home Heat Pump Solutions Pilot. One home experienced a problem while the owner was away, but it was not related to the unit's capacity for heating during the cold temperatures. There has been extensive, positive news coverage about heat pump performance in the cold Maine winter, including an article in the *Washington Post*.
- There are currently three bills at the legislature that are directly related to EMT's programs. LD 122 is a bill to run a demonstration pilot on medium and heavy-duty electric vehicles (EVs) and LD 256 is a bill to expand EMT's EV rebate program to electric bicycles (e-bikes). LD 187 is a bill requested by EMT to repeal the Energy Efficiency and Renewable Resource Fund in 35-A MRS §10121. Mr. Colburn inquired about EMT's stance on e-bikes. Mr. Stoddard replied that EMT has been providing data to the Legislature to help them with their deliberations, and has requested that any legislative language allow EMT the discretion to develop program details and in such a way that that biggest benefits for the economy and greenhouse gas emissions. Mr. Stoddard added that there is emerging consensus at the Legislature that if this bill proceeds, any e-bike rebates in the near term should be focused on low- and moderate-income customers.
- The Commercial and Industrial (C&I) Prescriptive Initiatives (CIPI) have seen an increase in small business participation, especially in thermal initiatives. As expected, EMT is also starting to see the effects of eliminating incentives for lightbulbs. The program added weatherization incentives for multi-unit buildings; Mr. Stoddard stressed the importance of coordinating with MaineHousing on this new opportunity. Additionally, CIPI is on target to invest its budget for initiatives funded with the Maine Jobs and Recovery Plan (MJRP) budget in fiscal year 2023.
- The Home Energy Savings Program (HESP) has seen a nearly 70% increase in weatherization rebates over January of 2022. Mr. Stoddard commented that this increase is encouraging after a challenging year for EMT, installers, and customers due to economic issues and the prevalence of COVID. In January, a moderate-income tier was created for weatherization rebates. Heat pump rebates have seen a similar increase (57% higher than last January).
- As of February 1, EMT began restricting eligibility for its residential loans using capital from the Revolving Loan Fund to low- and moderate-income applicants. Staff is developing plans to use third-party capital to expand loan offerings for lower-risk borrowers.
- Maine continues to lead the nation in adoption of heat pump water heaters. Units have an average list price of \$1,399 in Maine versus \$1,950 in the nine other states that EMT researched.
- The Low- and Moderate-Income Initiative is seeing impressive weatherization results, with 464 home served. EMT is currently on track to invest all \$6 million in MJRP funds this year.
- EMT's Commercial Property Assessed Clean Energy (C-PACE) rule became effective February 18. EMT is now ready to talk to municipalities and sign them up for the C-PACE Program.

- In addition to various tax incentives, rebates, and grant opportunities for energy efficiency and alternative energy, the Inflation Reduction Act (IRA) authorized funding for “green bank” initiatives through a mechanism called the Greenhouse Gas Reduction Fund (GGRF). In mid-February, the federal government published guidelines for funding and the application process. Maine has a great opportunity to get a significant amount of capital.
- The Agricultural Fair Assistance Program is designed to help fairs mitigate demand charges. EMT recently awarded \$522,000 in incentives for energy savings measures.

5. Planned Business

a) UPDATE on Monthly Financial Reports

Mr. Leclair reported that revenues are on track.

b) PRESENTATION on CFL/LED Lighting Initiatives Retrospective

EMT discontinued offering discounts on LED bulbs for sale in Maine as of January 1. New federal regulations in effect have set minimum efficiency standards for general service-type lamps (GSLs), the result of which is that, with certain exceptions, LEDs will be the only type of GSL sold in the U.S. With this milestone, Program Manager Mr. Meyer took the opportunity to present a retrospective of EMT’s lighting initiatives over the past 9 years. His presentation included reflections on marketplace transformation, marketing successes, program design, and continuous improvements throughout the lifetime of the program.

Mr. Anthony inquired about freeridership within this program. Mr. Meyer commented that extensive work was done through an external company that surveyed customers about their decision making when it came to purchasing LED bulbs. Mr. Meyer also pointed out that even after fully accounting for any amounts of freeridership, the program was still highly cost-effective.

c) PRESENTATION on Small Business Initiative (SBI) Retrospective

Program Manager Mr. Meinking provided an overview of SBI program activity over the past 9 years. During this time, SBI was a geotargeted initiative; it combined targeted local marketing, competitive product pricing, and contractor support with streamlined delivery to incentivize customers in specific “regions”. The program team worked a “boots on the ground” approach, raising awareness for the limited time offer in targeted communities. Over time, it moved from one set of communities to the next, eventually covering nearly all rural parts of the state. It focused entirely on efficient lighting upgrades at first, expanding to heat pumps in later years. Beginning in FY2023, moved beyond the regional approach and is now available statewide.

In FY2023, there are currently 76 lighting projects in the pipeline with committed incentives of over \$700,000. There are 64 heat pump projects in the pipeline with committed incentives of \$153,600. Ms. Furth commented that Orono Brewing Company and her other properties have taken advantage of this program alongside heat pump water

heater rebates. She said that this program has been very helpful for businesses throughout Maine.

d) PRESENTATION on Electric Vehicle Supply Equipment Initiatives Update

Program Manager Ms. Siegel provided an update on recent activity in EMT's EV supply equipment (EVSE) initiatives. As of January 31, 2023, there are new Level 3 DC fast chargers in Newport, with sites in Bangor and Lewiston to be completed soon. The rural Level 2 charging Funding Opportunity Notice (FON) closed on January 17, 2023, and 55 applications were approved across the state. A new rural charging FON will be opening soon for government entities, libraries, and businesses in Cumberland and York counties. As part of the most recent solicitation for Level 3 chargers in Aroostook and Washington counties, EMT awarded four projects in Presque Isle, Fork Kent, Baileyville, and Van Buren. Ms. Siegel added that there will be another solicitation released soon for other areas of northern and eastern Maine.

Looking toward, Ms. Siegel laid out EMT's plan to invest federal and state grants over the next four years to expand Maine's public charging network. This will be done through MJRP, National Electric Vehicle Infrastructure (NEVI), and Community Fueling Infrastructure (CFI) grants.

Mr. Poole asked at what level of utilization does EMT consider adding another station. Ms. Siegel said she would investigate those numbers and report back. Mr. Poole also asked about fast charging stations in Canada near Calais. Ms. Siegel said that the power levels are lower in Canada and there are more stations in New Brunswick. A public comment was made by Ms. Melo de Miranda about the amount of paperwork required to apply for funding for a Level 3 station. Ms. Siegel and Mr. Stoddard commented that there are companies listed on EMT's website that could serve as a resource to assist in the preparation of such applications. Mr. Stoddard noted that these projects are large and expensive and that EMT is seeking to work with companies that have the resources and sophistication to sustain operations for a decade or more.

6. New Business

Mr. Stoddard commented that things are starting to get busy in terms of planning for federal IRA funds. Staff is engaged in factoring all relevant provisions of the IRA into its existing programs while also considering the various new competitive funding opportunities. There is a lot of interest from the public and contractors about these funds. Mr. Stoddard noted that the IRA Rebate funds will not be released by the federal government until closer to the end of this calendar year.

7. Next Meeting Agenda and Scheduling

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

8. Adjourn

ACTION: Upon a motion duly made (Mr. Poole) and seconded (Mr. Colburn), the Board voted unanimously to adjourn the Board Meeting at 11:59 p.m.