

**Efficiency Maine Trust  
Board Meeting Minutes  
October 30, 2024**

*The second October 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 ● Suzanne MacDonald
- Dan Burgess ● Glenn Poole, Chair
- Kenneth Colburn, Treasurer ● Chris Rauscher
- Heather Furth ● Joan Welsh, Secretary
- Mark Isaacson, Vice Chair

**Efficiency Maine Trust (EMT) Staff**

- Marie Caspard ● Greg Leclair
- Emily Cushman ● Laura Martel
- Hogan Dwyer ● Lily McVetty
- Peter Eglinton ● Sheldon Perkins
- Becca Ferguson ● Lauren Scott
- Monte Haynes ● Michael Stoddard

**Other Attendees:**

- Agbesi Akpedonu, Franklin Energy ● Kim Ferenc, MaineHousing
- Ross Anthony, Governor's Energy ● Yiran He, Northeast Energy Efficiency  
Office (GEO) Partnerships
- Rene Augustus La Casse, A Climate to ● Pete McGuire, Maine Public  
Thrive
- Bill Bell, Maine Pellet Fuels Council of Maine  
Association ● Rebecca Schultz, Natural Resources
- Phillip Borges, Emerson Swan, Inc. ● Ari Snider, Maine Public
- Emma Cost, GEO ● Kiki Tidwell, York Climate Action
- Peter Evans, New Power Technologies Committee

**1. Welcome and Introductions**

Mr. Poole called the meeting to order at 9:32 a.m.

**2. APPROVE Agenda and Minutes**

**ACTION:** Upon a motion duly made (Mr. Isaacson) and seconded (Ms. Welsh), the Board voted unanimously to approve the agenda and the October 3, 2024, Board Meeting Minutes.

### **3. Public Comment on Agenda Items**

- Ms. Tidwell invited the Board to join the York Climate Action Committee in a canvassing effort to promote EMT's Manufactured (Mobile) Home Initiative. She also reported that some school district representatives are not participating in EMT programs because it is difficult to apply. She also noted that the Efficiency Maine Green Bank could help nonprofits access solar PV by providing upfront loans to be paid back later when they receive tax credit funds.
- Ms. Schultz urged EMT to provide more detail on the recent performance of the Load Shifting Initiative's electric vehicle (EV) smart charging and small battery programs. Mr. Stoddard noted that Staff is still analyzing program performance from the 2024 summer capacity season and will have a complete update for the Board in the coming months.

### **4. Executive Director's Report**

Mr. Stoddard summarized the ED Report. Following are several items highlighted during his presentation:

- Staff has been working on multiple plans and reports, including EMT's FY2024 Annual Report, EMT's Triennial Plan VI (TPVI), and the Maine Climate Council's 2024 update to the climate action plan. Staff will provide the FY2024 Annual Report to the Board in early November. EMT intends to file TPVI with the PUC as soon as possible.
- Ms. MacDonald asked if there are updates to EMT-related goals in the revised Climate Action Plan. Mr. Stoddard shared that the 2030 aggregate targets for heat pumps and weatherization are the same as they were in the 2020 version, but the EV target will be lower and the 2024 plan will include sub-targets relating to participation from the low-income sector. Ms. MacDonald noted that EMT should make sure to align its programs with the goals set in the 2024 update, and Mr. Colburn concurred.
- EMT extended the deadline for the funding opportunity notice (FON) for retrofitting k-12 schools using funds from the Maine Jobs and Recovery Plan (MJRP). The FON will now accept applications through March 2025.
- Participation in EMT's whole-home heat pump programs is robust. Mr. Rauscher asked about how EMT is addressing the corresponding growth in demand for servicing and maintenance. Mr. Stoddard responded that EMT has anecdotal evidence that a growing number of contractors are offering heat pump maintenance services, including offering multi-year service contracts. Mr. Rauscher added that he has heard about people struggling to get maintenance and repairs for their heat pumps and suggested that EMT consider ways to support servicing.
- EMT has been distributing funds from the federal discretionary grant for Charging and Fueling Infrastructure (CFI). CFI is intended to incentivize both Level 2 and Level 3 EV charging stations, with a particular focus on Level 2 chargers for multifamily buildings. Ms. Welsh asked if businesses and nonprofits can get an incentive to install their own EV chargers. Mr. Stoddard responded that businesses and nonprofits are eligible entities, but added that to be eligible for CFI funds, the chargers must be publicly accessible and cannot be limited to private use.
- After years of limited supply and slow growth, the EV rebate program has seen a surge in participation in recent months. As a consequence, EMT will not have sufficient funds to

continue providing its current suite of rebates through the end of the fiscal year. Rebates for low-income Mainers will remain in effect thanks to dedicated funding through the New England Clean Energy Connect (NECEC) settlement. EMT would need more than \$2 million to continue the program as currently structured through the end of the fiscal year, and it does not have access to any alternative funding sources at this time. Mr. Rauscher asked if EMT may pivot the program from providing rebates for vehicle purchases to rebates for home charger purchases, since customers may be more motivated by \$500 off a charger than \$500 off a vehicle. Mr. Stoddard responded that EMT staff will take this idea into consideration.

- EMT kicked off the Whole-Home Heat Pump Metering Project to assess heat pump usage and calibrate heat impact modeling that uses utility interval data.
- This week, American Council for an Energy-Efficient Economy (ACEEE) announced that EMT is receiving the “Leader of the Pack” award in the Beneficial Home Electrification category.
- Runyon Kersteen Ouellette, the firm conducting the FY2024 audit, found that EMT needs to add a formal written policy relating to certain federal procurement standards in 2 CFR 200. EMT already includes these standards in all contracts that use federal funds. Mr. Leclair noted that his team is already working on adding the written policy.

## 5. **Planned Business**

### a) **Monthly Financial Report**

Mr. Leclair noted that EMT will receive roughly \$13 million from the first Regional Greenhouse Gas Initiative (RGGI) auction of the year. Mr. Stoddard cautioned that there is considerable uncertainty in the RGGI market and noted that it is premature to assume that this rate of revenues will continue for the remaining auctions in the year ahead.

### b) **MaineHousing Weatherization Assistance Program (WAP) State Plan Presentation**

Mr. Brennan explained that state law requires MaineHousing to provide this presentation to the EMT Board annually. Ms. Ferenc then provided an overview of MaineHousing’s WAP state plan for the coming year. Updates include expanding eligibility to multifamily buildings, clarifying categorical income eligibility to align with the Home Energy Assistance Program, changing out a software system, dedicating resources to help with onboarding and upskilling staff, and adding support for workforce development. Ms. Ferenc also provided an overview of Maine Housing’s other energy efficiency and housing programs, noting that the agency utilizes its non-energy programs to funnel people to its energy programs.

Mr. Stoddard noted his appreciation for the significant communication and collaboration between EMT and MaineHousing, particularly in planning the IRA Home Energy Rebate program’s affordable multifamily housing offerings. He asked if MaineHousing will target particular building types in its multifamily program. Ms. Ferenc responded that MaineHousing will start with Housing and Urban Development (HUD)-approved properties. Mr. Brennan noted that the program requires sign-off at multiple levels, using project-by-project reviews. MaineHousing expects to receive general approval from the U.S. Department of Energy (DOE) for the updated WAP plans in early 2025.

**c) Sole Source Contract for Joanna Vollrath**

Mr. Eglinton presented the Board with a proposal to amend EMT's contract with Joanna Vollrath to support the EMT Communications team.

**ACTION:** Upon a motion duly made (Mr. Isaacson) and seconded (Mr. Colburn), the Board voted unanimously to authorize the Executive Director to amend a sole-source contract with Joanna Vollrath to add \$15,000 in capacity, for a total contract value not to exceed \$25,000 through FY2025.

**d) Sole Source Contract for SaaS E Solutions effRT Migration**

Mr. Eglinton explained that Launch Consulting, the firm under contract with EMT to maintain EMT's project database (called "effRT"), recently notified EMT that it will be decommissioning the data center at which effRT is hosted. EMT must therefore procure alternate hosting services and perform a migration of the database by March 1, 2024. Given that EMT does not have sufficient time to conduct a competitive solicitation for these services, Staff is requesting Board approval to enter into a sole-source contract with SaaS E Solutions. Ms. Martel noted that many SaaS E staff were formerly employed at Launch Consulting and are familiar with EMT and its effRT system.

**ACTION:** Upon a motion duly made (Mr. Isaacson) and seconded (Ms. Welsh), the Board voted unanimously to authorize the Executive Director to enter into a sole source contract with SaaS E Solutions in an amount not to exceed \$350,000 for the period of November 1, 2024, to December 31, 2025.

**e) Authorization for Establishment of New Bank Accounts**

Mr. Stoddard explained that the Efficiency Maine Green Bank is on the verge of operating multiple finance initiatives using multiple funding sources. With the varied sources of funding, particularly those that are federal in nature, it will be necessary to keep these principal funds segregated from each other by utilizing multiple bank accounts. This will ensure that any interest income earned is credited to the appropriate funding source and will ensure that funds are easily identifiable and simple to reconcile. Mr. Colburn suggested that the motion be modified to say that the Board will "ratify" specific new accounts, rather than only be "informed" by Staff. Mr. Brennan agreed. Mr. Leclair noted that Camden National Bank is comfortable with a blanket approval from the Board. Mr. Poole and Ms. Welsh expressed that they would prefer to keep the motion as is and amend it later should an issue arise. Mr. Brennan noted that MaineHousing puts out an RFP for banking services every five years.

**ACTION:** Upon a motion duly made (Ms. Welsh) and seconded (Mr. Isaacson), the Board voted unanimously to authorize the Executive Director or their designee to open bank accounts or segregate specific funds into separate accounts, as needed to efficiently execute the banking duties of EMT, and to require EMT Staff to inform the Board of any such activities at the Board's next regularly scheduled meeting.

**6. New Business**

None.

**7. Next Meeting Agenda and Scheduling**

The next Board meeting is scheduled for November 20, 2024.

**8. Adjourn**

**ACTION:** Without objection, the board adjourned the Board meeting at 11:30 a.m.

**Efficiency Maine Board of Trustees – Roll Call Sheet Board Meeting Date: 10/30/2024**

Trustee	<b>Vote 1</b>	<b>Vote 2</b>	<b>Vote 3</b>	<b>Vote 4</b>	<b>Vote 5</b>
<i>Agenda Item</i>	2. Approve Agenda and Minutes	5c) Sole Source Contract for Joanna Vollrath	5d) Sole Source Contract for SASS-E	5e) Authorization for Establishment of New Bank Accounts	8. Adjourn
<i>Motion, Second</i>	Mr. Isaacson, Ms. Welsh	Mr. Isaacson, Mr. Colburn	Mr. Isaacson, Ms. Welsh	Ms. Welsh, Mr. Isaacson	No Objections
Brennan, Daniel	Y	Y	Y	Y	
Burgess, Dan	Y	Y	Y	Y	
Colburn, Kenneth	Y	Y	Y	Y	
Furth, Heather	Y	Y	Y	Y	
Isaacson, Mark	Y	Y	Y	Y	
MacDonald, Suzanne	Y	Y	Y	Y	
Poole, Glenn	Y	Y	Y	Y	
Rauscher, Christopher	A	Y	Y	Y	
Welsh, Joan	Y	Y	Y	Y	

Y= Yes, N = No, A = Absent, R = Recused