

**Efficiency Maine Trust  
Board Meeting Minutes  
November 20, 2024**

*The November 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, Treasurer
- Heather Furth
- Mark Isaacson, Vice Chair
- Suzanne MacDonald
- Glenn Poole, Chair
- Chris Rauscher
- Joan Welsh, Secretary

**Efficiency Maine Trust (EMT) Staff**

- Marie Caspard
- Emily Cushman
- Hogan Dwyer
- Peter Eglinton
- Monte Haynes
- Hope Kohtala
- Greg Leclair
- Laura Martel
- Daniel Maxton
- Lily McVetty
- Sheldon Perkins
- Lauren Scott
- Michael Stoddard

**Other Attendees:**

- David Batchelder, Lowe's Corporate
- Imogen Best, Solarlogix
- Richard Burbank, Evergreen Home Performance
- Emma Cost, Governor's Energy Office (GEO)
- Cameron Kinney, DNV
- David Korn, Ridgeline Analytics
- Kiki Tidwell, York Climate Action Committee

**1. Welcome and Introductions**

Mr. Poole called the meeting to order at 9:31 a.m.

**2. APPROVE Agenda and Minutes**

**ACTION:** Upon a motion duly made (Mr. Isaacson) and seconded (Ms. Welsh), the Board voted to approve the agenda and the October 20, 2024 Board Meeting Minutes.

**3. Public Comment on Agenda Items**

- Mr. Burbank stated that the weatherization industry generally, and his company in particular, is facing a slowdown in demand. He expressed concern that EMT has reduced weatherization marketing, and asked for clarity on when the Efficiency Maine Green Bank will reinstate loans for any-income borrowers. He noted that he has a marketing campaign prepared for the launch of any-income loans. He also suggested that Maine is not on track to meet the Climate

Action Plan's weatherization goals and suggested that the Trust's reports include more information on weatherization progress towards these targets.

- Ms. Tidwell thanked EMT for supporting her outreach efforts to promote the Manufactured (Mobile) Home Initiative in York. She then illustrated several ways in which the customer experience of manufactured/mobile home residents considering installing heat pumps can be frustrating, citing contractor reluctance, challenges for low-income households to demonstrate eligibility for the enhanced incentives of income-eligible programs, and challenges securing financing. She asked EMT to simplify the process in order to reach more manufactured/mobile home residents.

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

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

- EMT staff is working with federal offices to ensure that all pending federal grant agreements are executed prior to the change in federal administration in January.
- EMT has fully committed the funds for the Lead by Example Initiative.
- The Commercial and Industrial (C&I) Prescriptive Initiatives has a pipeline of \$5.4 million in Maine Jobs and Recovery Plan (MJRP)-funded projects. Mr. Eglinton noted that Staff is aware of other projects under development that have not yet applied, and are therefore not captured in the pipeline. For example, Staff expects to commit an additional \$2 million to projects in schools. Mr. Stoddard added that all MJRP funds must be spent by the end of 2026.
- EMT suspended rebates for electric vehicles (EVs) on November 16 for all customers except low-income Mainers. With growing EV adoption, the program expended its pool of existing funds. Mr. Stoddard noted that Triennial Plan VI (TPVI) includes plans to fund EV rebates as a beneficial electrification measure using Electric Procurement funds starting in FY2026. Mr. Colburn asked for an update on the steps had been taken to notify car dealers and the public that the program was suspended and about plans for resuming it next year. Mr. Stoddard gave a report on the various notifications issued, but shared that the program had not yet shared information about plans for next year pending the outcome of the Triennial Plan VI approval by the Public Utilities Commission.
- Ms. MacDonald asked for an update on the timing of reinstating any-income loans through the Efficiency Maine Green Bank. Mr. Eglinton noted that EMT selected new service providers in the spring and has since been working to build out a new, online lending platform. The launch of any-income loans is imminent; Staff is in the final stages of testing the platform and finalizing new protocols and procedures.
- Mr. Poole asked for reactions to a recent editorial regarding the shift in Maine's EV targets in the revised Climate Action Plan.
- Ms. MacDonald noted that Mr. Riordan has left EMT and acknowledged his valuable contributions to the organization.

#### **5. Planned Business**

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

Mr. Leclair noted that EMT is still waiting on various revenue transfers. He said that Staff will come to the Board next month for budget adjustments. Mr. Isaacson asked for clarity on

the location of federal funds that are intended for EMT but not yet received. Mr. Stoddard added that, with one exception, all federal grants through which EMT stands to receive funding are under contract and considered “obligated.” The lone exception is expected to be put under contract in the next month. Mr. Leclair reported that the State of Maine is holding most of these federal funds where EMT is identified as a sub-recipient for purposes of administering the funds. Mr. Stoddard that for certain national or regional-scale grants through which EMT stands to collect and administer federal funding (e.g., the Climate Pollution Reduction Grants and the Greenhouse Gas Reduction Fund (GGRF)), those funds have already, or are expected to be soon, transferred to the accounts of the recipients (e.g., the State of Connecticut, the Coalition for Green Capital) whereupon they will ultimately be held for, or transferred directly to, EMT pursuant to sub-recipient agreements.

**b) FY2024 Annual Report Review**

Mr. Eglinton provided an overview of the FY2024 Annual Report, highlighting the organization’s achievements, program investments, and notable milestones. For example, EMT successfully shifted its program emphasis to accelerate beneficial electrification using a “whole-building” approach to heat pump system design, and processed a record number of heat pump water heater rebates. FY2024 also was marked by an unprecedented influx of federal funding to EMT, with staff implementing or planning for approximately eight different awards and their associated programs. The Demand Management Program gained more of the experience and sophistication it will need to play a bigger role in balancing the grid and enhancing reliability as more electric load is added through heat pumps and EVs. Staff also spent a significant amount of time developing the comprehensive strategy for the next three years of programming in Triennial Plan VI.

The Board discussed whether to add any legislative recommendations to the FY24 Annual Report (as allowed by statute) but opted to defer. Mr. Poole suggested editing the Annual Report to list a dollar amount for the financing offered by the Efficiency Maine Green Bank. Mr. Stoddard said that, with the influx of new GGRF funds, EMT will be reevaluating how it reports on financing activity. Mr. Eglinton proposed editing the report to state that EMT suspended EV rebates for all except low-income customers in FY2025. Mr. Burgess suggested that EMT promote the successes described in the report by generating some complementary written materials. Mr. Eglinton responded that Staff are creating a summary of the report to share with legislators and the public.

**ACTION:** Upon a motion duly made (Ms. MacDonald) and seconded (Ms. Welsh), the Board voted to approve the FY2024 Annual Report, with any changes discussed and adopted at the November 20, 2024, Board meeting, as well as any non-substantive typographical edits or computational corrections as may be required prior to submission to the Public Utilities Commission and Legislature.

**c) Sole Source Contract for Beveridge and Diamond**

Mr. Stoddard explained that EMT is positioned to be a subrecipient of federal GGRF funds under a successful award made by the EPA to the Coalition for Green Capital (CGC). EMT and the other subrecipients to the CGC grant are currently working through complex, detailed negotiations with CGC to finalize the myriad terms for sub-agreements. Six of these subrecipients, including Connecticut, New York, DC, and California, have determined it

would maximize the efficiency and influence in the negotiations if they had a single, expert voice representing them. Each state would pay an equal portion of the costs of the representation. EMT is seeking authorization to join this group in retaining the services of the law firm Beveridge and Diamond for this purpose. Mr. Isaacson expressed disappointment that the legal costs are not being allocated pro-rata by population or some other metric, but stated he would still vote in favor of the sole source contract. Mr. Stoddard noted that he raised similar concerns to the other subrecipients, but they did not offer to restructure the share of costs. Nevertheless, he expects that EMT will save money and effort by joining the group rather than finding its own legal help.

**ACTION:** Upon a motion duly made (Ms. MacDonald) and seconded (Ms. Welsh), the Board voted to approve authorizing the Executive Director to enter a sole source contract with Beveridge & Diamond, P.C., for legal services to represent EMT in negotiating the terms and conditions of its sub-award for use of federal funds through the GGRF in an amount not to exceed \$20,000.

**d) C&I Custom Program – Impact Evaluation**

Mr. Mistro and Mr. Remillard provided an overview of the C&I Custom Program Impact Evaluation, which was performed by Michael's Energy. The evaluation objectives were to quantify and verify energy and demand savings, and to analyze program cost-effectiveness. The evaluation considered all C&I Custom projects completed during the Triennial Plan IV period. The analysis was adjusted for the impact of the COVID-19 pandemic. Results showed that the program was very accurate at estimating the impact of measures. The only notable discrepancy related to efficient snowmaking equipment projects, where the program did not fully capture (underestimated) the winter demand savings. The evaluation also found very low levels of free ridership and spillover, generating a net-to-gross ratio of 94.42%. Mr. Poole noted that he is consistently impressed by the thoroughness of the C&I Custom team. Mr. Isaacson agreed, noting that the team's accuracy with estimating savings is especially impressive given the relatively small number of projects that go through the program.

**6. New Business**

Mr. Stoddard noted that EMT is exploring new strategies for deploying funds through the Efficiency Maine Green Bank, and asked the Board for volunteers to provide guidance on standards and procedures. He also said he would welcome suggestions of non-Board members who could advise on this topic.

**7. Next Meeting Agenda and Scheduling**

The next Board meeting is scheduled for December 18, 2024.

**8. Adjourn**

**ACTION:** Without objection, the board adjourned the Board meeting at 11:59 a.m.

**Efficiency Maine Board of Trustees – Roll Call Sheet**  
**Board Meeting Date: 11/20/2024**

Trustee	Vote 1	Vote 2	Vote 3	Vote 4
<i>Agenda Item</i>	2. Approve Agenda and Minutes	5b) FY2024 Annual Report	5c) Sole Source Contract for Beveridge and Diamond	8. Adjourn
<i>Motion, Second</i>	Mr. Isaacson, Ms. Welsh	Ms. MacDonald, Ms. Welsh	Ms. MacDonald, Ms. Welsh	No Objections
Brennan, Daniel	Y	Y	Y	
Burgess, Dan	Y	Y	Y	
Colburn, Kenneth	Y	Y	Y	
Furth, Heather	Y	A	A	
Isaacson, Mark	Y	Y	Y	
MacDonald, Suzanne	Y	Y	Y	
Poole, Glenn	Y	Y	Y	
Rauscher, Christopher	A	Y	Y	
Welsh, Joan	Y	Y	Y	

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