

**Efficiency Maine Trust
Board Meeting Minutes
April 23, 2025**

The April 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
- Joan Welsh, Secretary

Efficiency Maine Trust (EMT) Staff

- Marie Caspard
- Hogan Dwyer
- Peter Eglinton
- Hope Kohtala
- Greg Leclair
- Lily McVetty
- Sheldon Perkins
- Lauren Scott
- Michael Stoddard

Other Attendees:

- Ross Anthony, Governor's Energy Office (GEO)
- Shaun Barrows, Presque Isle Housing Authority
- David Batchelder, Lowe's Corporate
- William Bodwen
- Richard Burbank, Evergreen Home Performance
- Susan Chamberlin, Office of the Public Advocate (OPA)
- Emma Cost, GEO
- Steve Fennell, LaPlante Electric
- Mika Heming, Passivhaus Maine
- David Korn, Ridgeline Analytics
- Tagwongo Obomsawin, GEO
- Susan Sayer

1. Welcome and Introductions

Mr. Poole called the meeting to order at 9:30 a.m.

2. APPROVE Agenda and Minutes

ACTION: Upon a motion duly made (Mr. Colburn) and seconded (Mr. Isaacson), the Board voted to approve the agenda and the Minutes of the March 26, 2025 Board Meeting.

3. Public Comment on Agenda Items

None.

4. Executive Director's Report

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

- At the Legislature, EMT is following LD 946, a bill requiring that at least 50% of the budgets for various measures go to low- and moderate-income Mainers. A proposal to add prevailing wage and apprenticeship requirements was ultimately rejected. Another proposal requiring EMT to supplement MaineHousing's Weatherization Assistance Program (WAP) budget was also rejected. Staff worked with the bill sponsor to refine the budget requirements language to better fit how EMT programs currently operate.
- LD 585 is a bill allowing EMT to access Forward Capacity Market (FCM) revenues to support electric vehicle (EV) rebates. The bill was passed out of committee last month. The change would help EMT offer more effective EV rebate amounts than is possible with electric procurement funds alone.
- LD 1258 allows EMT to offer EV rebates on vehicles purchased from out-of-state dealerships. If passed, EMT intends to implement this bill by requiring out-of-state dealerships to follow the same program protocols and rules as in-state dealerships. Mr. Burgess suggested that if the bill passes, EMT should track the number of rebated purchases happening out of state.
- LD 1212 is a Resolve directing EMT and others to study opportunities to support wood heating.
- A lawsuit has been filed to “unfreeze” federal Greenhouse Gas Reduction Fund (GGRF) funds held at Citibank, including EMT’s grant funds. EMT is a party to the suit. The district court judge supported a preliminary injunction unfreezing the funds, and this order was appealed to the DC Circuit Court.
- The Commercial and Industrial (C&I) Prescriptive Initiatives (CIPI) now offer incentives for dedicated outdoor air systems (DOAS) and single packaged heat pumps, which are popular in multifamily housing. The HVAC industry is shifting to new refrigerants, which may complicate the retrofit process for some CIPI participants. Also, the program is offering enhanced incentives for electrification retrofits in long-term care facilities alongside financing through the Efficiency Maine Green Bank.
- The residential heat pump programs switched to a new incentive structure earlier this month. EMT announced these changes 30 days before the effective date, allowing contractors to complete a significant number of projects under the previous incentive structure. This depleted the budget for these programs by more than EMT had forecasted, necessitating the FY2025 budget adjustment on the agenda for this meeting. Mr. Colburn raised concerns about the recent drop in program activity appearing in the ED report graph. Mr. Eglinton explained that this is due to a reporting anomaly, not an actual change in market activity. Specifically, a temporary technical issue with EMT’s project database (“effRT”) delayed rebate processing in November, which artificially caused activity in December and January look higher, and the subsequent drop look steeper, than the actual rate of activity in the marketplace.
- The heat pump water heater program is performing well in FY2025. In response to tariff announcements from the federal government, EMT staff have been encouraging water heater manufacturers to resist raising prices for as long as possible.
- EMT launched a new off-peak charger discount this month, which will be a prerequisite to receiving an EV rebate when that program relaunches sometime soon. This is an important measure to mitigate potential costly buildout of the grid to accommodate the EV transition. Mr. Eglinton noted that the peak period in Maine will be changing to 5:00

p.m. through 9:00 p.m. The off-peak chargers are pre-programed to stop charging during this period.

- The American Council for an Energy Efficient Economy (ACEEE) corrected its state scorecard, and Maine's rank improved from 11th to 10th.
- Mr. Colburn noted that a Device Aggregator Pilot Program Opportunity Notice has been posted.
- Mr. Burnes announced that the Public Utilities Commission approved EMT's Triennial Plan VI (TPVI).

5. Planned Business

a) Monthly Financial Reports

Mr. Leclair noted that most of the variance in revenue relates to federal funds being frozen. On the expenditure side, he noted that the reports do not reflect last month's Board-approved shift of \$500,000 in electric procurement funds from EV rebates to the Demand Management Program; this will be reflected in the next monthly financial report. Mr. Leclair noted that he will be bringing a three-year operating budget request to the Board soon. Mr. Stoddard added that this new format for budget requests is intended to help the Board see further into the future when making budget decisions. Mr. Leclair asked Mr. Burgess if it would be possible to help EMT get a schedule of when New England Clean Energy Connect (NECEC) payments will be sent.

b) FY2025 Budget Adjustment – Approve

Mr. Eglinton noted that the motion was adjusted shortly before this meeting to account for the higher number of rebates issued in recent weeks. Mr. Burgess asked if Mr. Eglinton is concerned about the Retail Initiatives budget. Mr. Eglinton responded that he is not concerned because the Retail Initiatives is anticipating ending the year under budget; he clarified that the encumbered funding on the monthly financials represents the amount on the delivery team contract for incentives and program administration, and is not for obligated projects.

ACTION: Upon a motion duly made (Mr. Colburn) and seconded (Mr. Burgess), the Board voted to approve the motion to adjust the FY2025 source of funding (revenue) budget to include FY2025 Regional Greenhouse Gas Initiative (RGGI) revenues in excess of the initial FY2025 budget, and to allocate a portion to the Home Energy Savings Program (HESP) and Low Income Initiatives and to reserve the balance of funds for use in FY2026 and FY2027, as described in the memorandum. This will result in a total FY2025 source of funding (revenue) and expenditure budgets of \$267,036,720 and \$256,434,395, respectively.

c) FY2026 Electric Procurement Request – Approve

Mr. Stoddard explained that EMT is seeking to provide the Commission and utilities with an estimate of its FY2026 electric procurement request that accounts FY2025 carryforward. Mr. Burnes explained that there are two programs with the majority of carryforward funds: the C&I Custom Program and the EV Rebates program. Due to the relatively large award sizes, long project timelines, and "lumpy" pattern of receiving and paying invoices for completed

milestones, the C&I Custom Program expenditures often do not line up closely with annual budgets. The EV Rebates program has electric procurement funds remaining this year principally because it was determined mid-year that the program needed to incorporate some design changes to achieve the minimum cost-effectiveness standard and to ensure that individual projects will reliably reduce rates (by avoiding charging during periods of peak demand). Ms. MacDonald requested that, in future years, Staff include additional data on expected carryforward in the annual mid-year update to help the Board with this discussion.

ACTION: Upon a motion duly made (Mr. Isaacson) and seconded (Mr. Colburn), the Board voted to approve the motion to find a good-faith forecast of \$9,600,000 in uncommitted carryforward of budget in the FY2025 Electric Efficiency Procurement fund and apply that amount to next year's budget, resulting in an adjusted request for FY 2026 Electric Efficiency Procurement of \$77,943,489.

d) C&I Prescriptive Initiatives – Update on the Evolution of the Program's HVAC Measures

Mr. Meinking provided a briefing on the role and evolution of heat pump technology in the mechanical systems of commercial buildings in Maine. He explained that, for most commercial buildings, heat pump systems are the most efficient HVAC options. He noted that HVAC retrofits are increasingly including energy recovery systems. Generally, EMT is encouraging customers to install all-electric systems. In new construction, electric heating and cooling is becoming standard. Packaged terminal heat pumps have become popular in the hospitality industry. Single packaged heat pumps ("splitless") have become a good solution for multifamily buildings, though the cost is higher than mini-splits. Mr. Meinking explained the evolution of EMT's commercial HVAC offerings since 2013. In 2019, EMT discontinued oil and propane measures and focused on heat pumps. In 2023, EMT suspended incentives for natural gas boilers because high efficiency natural gas boilers had become the industry standard. Also in 2023, EMT transitioned to limiting heat pump incentives to whole-building or whole-zone projects. Mr. Meinking also reported that EMT has introduced an "Early Retirement" incentive category for projects retrofitting buildings with an HVAC system 16-22 years old. Mr. Meinking highlighted several school and multifamily HVAC projects. Looking forward, he identified three major challenges for HVAC projects in commercial buildings: the transition to new refrigerants, tariffs and funding uncertainty, and adjusting incentives to reflect changes in building code.

e) EV Charging Infrastructure Initiative – Update

Ms. McVetty noted that EMT has issued eight public charging requests for proposals (RFPs) since her last update to the Board in December 2023. EMT has awarded a total of 47 public DC fast charging/Level 3 charging stations. In January of this year, the federal government issued an executive order pausing disbursement of funds appropriated through the Inflation Reduction Act (IRA) and Infrastructure Investment and Jobs Act for EV charging stations. In February, the Federal Highway Administration released a memo promising to pay reimbursements for obligated funds under the National Electric Vehicle Infrastructure (NEVI) formula program. The federal government has obligated all \$15 million of Maine's NEVI funds. NEVI funds must be used for public EV charging projects along Alternative Fuel Corridors (AFCs). Maine's AFCs are I-95, Route 1, Route 2, Route 27, Route 201, and Route 302. Two NEVI projects awarded to Tesla are operational; these are located at the Hannaford in Rockland and Comfort Inn in Augusta. All other projects are still under

development. Maine was also awarded funds from the competitive Charging and Fueling Infrastructure (CFI) program, which EMT has used for both Level 2 and Level 3 charging stations across the state. EMT instructed CFI awardees to pause installation in response to the January Executive Order. EMT and MaineDOT have been able to draw down CFI funds in recent weeks and hope to have all awardees resume installation soon. Earlier this month, EMT released the Phase 4-3 RFP to install public EV charging stations in rural locations across the state, especially in Northern Maine. Mr. Stoddard noted that EMT is using funds from both the Maine Jobs and Recovery Plan (MJRP) and NECEC settlement for this RFP. Mr. Isaacson asked if transformers continue to be a bottleneck to charging buildout; Mr. Stoddard confirmed that the supply of transformers remains an issue. Mr. Burnes added that Central Maine Power has been creative about moving around transformers to minimize the impact of supply chain delays on their infrastructure projects.

6. New Business

None.

7. Next Meeting Agenda and Scheduling

The next Board meeting may be scheduled later, as several Board members are unavailable on May 28.

8. Adjourn

ACTION: Without objection, the board adjourned the Board meeting at 11:58 a.m.

Efficiency Maine Board of Trustees – Roll Call Sheet
Board Meeting Date: 4/23/2025

Trustee	Vote 1	Vote 2	Vote 3	Vote 4
<i>Agenda Item</i>	2. Approve Agenda and Minutes	5b) FY2025 Budget Adjustment	5c) FY2026 Electric Procurement Request	8. Adjourn
<i>Motion, Second</i>	Mr. Colburn, Mr. Isaacson	Mr. Colburn, Mr. Burgess	Mr. Isaacson, Mr. Colburn	No Objections
Brennan, Daniel	Y	Y	Y	
Burgess, Dan	Y	Y	Y	
Colburn, Kenneth	Y	Y	Y	
Furth, Heather	Y	Y	Y	
Isaacson, Mark	Y	Y	Y	
MacDonald, Suzanne	Y	Y	Y	
Poole, Glenn	Y	Y	Y	
Rauscher, Christopher	A	A	A	
Welsh, Joan	Y	Y	Y	

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