Small Battery Program Update

June 24, 2026

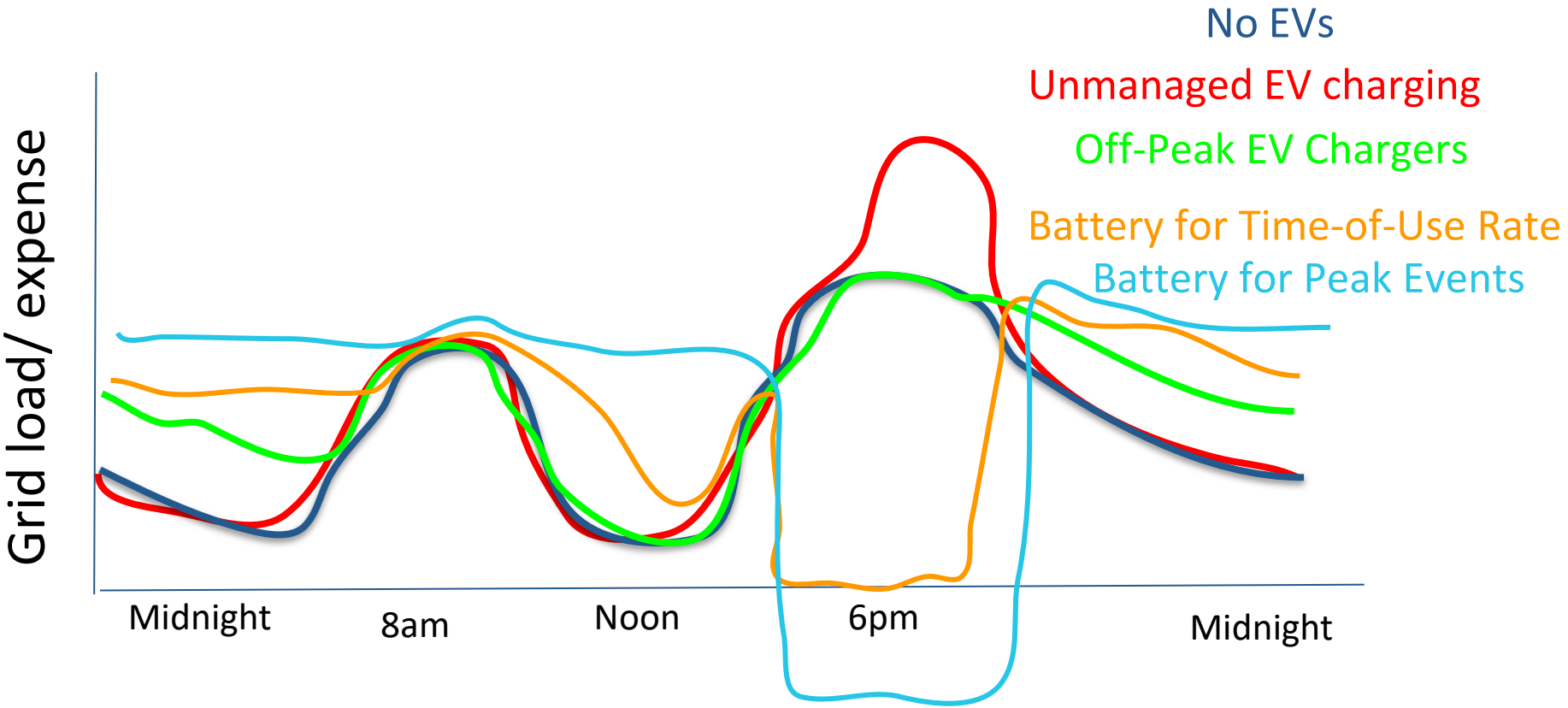
Impacts of Grid Peaking

1. Costs go up
    a. Supply (generation)
        i. Increasingly expensive generators brought online as demand grows
        ii. All generators paid the same as the most expensive
    b. Delivery (grid)
        i. Accelerates need for grid expansions
        ii. Bigger Maine peaks drive larger share of ISO-NE grid costs
        iii. Transmission efficiency drops so more generation needed
2. Grid reliability strained
3. Emissions increase
4. Electrification slowed by higher electric rates

Focus of Demand Management Programs

Lower electric rates and improve grid reliability for all Mainers by verifiably and cost effectively leveling the load on the electric grid.

Demand Management Levels the Load



Small Battery Program

Small Battery Program Introduction

1. Efficiency Maine contracts with battery manufacturers to discharge power from customer batteries during peak events
2. Battery manufacturers contract with battery owners
3. We notify manufacturers “We’re buying power tomorrow from X p.m. to Y p.m.”
4. Manufacturers discharge batteries and bill us
5. In June, we pay them up to $800 per 12 kWh battery
6. Manufacturer passes on a portion to owner (e.g., $640/year)
7. Owner nets ~$500/yr after paying ~$100/yr for recharge power

That’s ~$5,000 over ten years per single battery.

Small Battery Program Details

- Owner sets:
  a. Minimum charge reserved for outage
  b. Maximum charge level
  c. Stormwatch auto opt-out
- Owner can opt out any time
- 3-hour events, 2+ per month, up to 60 per year
- Paid based on average discharge
  a. The more you discharge, the more you're paid

Small Battery Program How To Participate

1. Find an installer on efficiencymaine.com (optional).
2. Install a participating battery brand.
3. Enroll using your manufacturer's mobile app.
4. Wait for annual payment.

Leveraging Time-Of-Use Rates with Batteries

1. Enroll in utility's Time-of-Use rate
2. Set battery mobile app to:
   a. Power home & charge battery from grid off peak (25% CMP discount)
   b. Power home with battery during daily peak
3. **Save $5,000 to $10,000 over ten years.**

Batteries vs Generators
Financial Examples

Ten-Year Lifetime	Standby Generator	15 kWh Battery, Average User (600 kWh/mon)	30 kWh Battery, EV/Heat Pump User (1,260 kWh/mon)
Installed price	$13,000	$20,000	$30,000
Small Battery Program earnings	N/A	- $5,000	- $10,000
Time-of-Use savings	N/A	- $5,000	- $10,000
Fuel/maintenance	+$4,000	N/A	N/A
Ten-year cost	$17,000	$10,000	$10,000

Small Battery Target Audience

- Batteries and Time-Of-Use rates are ideal for:
  1. People seeking backup power
  2. People using lots of electricity (heat pumps, EVs, etc.)
- Value Proposition
  1. Backup power (best performance and help pay for themselves)
  2. Earnings ($500/year per battery)
  3. Savings (reduce electric bill 25%)

Small Battery Program Progress Report

1. Program has been built
2. Program Partners recruited (4 + 1 pending)
3. Most key battery brands participating (3 of top 5, 12 total)
4. Recruiting installers (16 and counting)
5. Customers starting to enroll (1/day, 104 total)
6. Training RRVs is next
7. Marketing is last
8. We’re well positioned for game changers

Questions?