



**EFFICIENCY MAINE TRUST
PROGRAM OPPORTUNITY NOTICE (PON)**

Small Battery Program

PON EM-010-2026

Opening: February 1, 2026

Closing: March 31, 2027

Section 1: PON INFORMATION

1.1 Purpose

The Efficiency Maine Trust (the Trust) is issuing this Program Opportunity Notice (PON) to find aggregators who will supply power to the grid from residential and small business batteries in Maine when called upon. The Trust will refer to this as the Small Battery Program Opportunity Notice (this PON). Participating aggregators will be referred to as Program Partners. Projects awarded through this PON will be supported with funds from Electric Efficiency Procurement.

1.2 Program Description

The Trust is seeking applications from aggregators to recruit, enroll, and support batteries in Maine and to discharge them to the grid when called upon by the Trust. The Trust will pay Program Partners for this service.

To become a Program Partner and be eligible for battery dispatch incentives from the Trust, interested parties must [submit an application](#) as detailed below.

1.3 Contact Person

The Trust encourages any applicant who has interest in this PON to contact the Trust. The Trust's designated contact for this PON is as follows:

Andy Meyer, Senior Program Manager
Efficiency Maine Trust
info@efficiencymaine.com
(866) 376-2463

1.4 Program Term and Schedule

The Trust will begin accepting applications for this PON starting February 1, 2026 and ending March 31, 2027. The Trust will review applications on an ongoing basis and make awards to applicants who meet the eligibility criteria.

1.5 Efficiency Maine Trust Rules

Notwithstanding anything to the contrary in this PON, all applications submitted in response to this PON, and any incentive award resulting from this PON, shall be subject to all applicable rules and regulations of the Efficiency Maine Trust. See *State of Maine Rules Chapters for Independent Agencies*, 95-648 Efficiency Maine Trust.

Section 2: PROGRAM DETAILS

Incentive

1. \$200 per year per average kW discharged, averaged over all peak load events in a Program Year (April 1 through March 31).
 - a. The incentive is calculated based on the average discharge across all events in the Program Year.
 - b. If customer(s) are not enrolled for a given event or opt out of the event, the performance of those customer(s) will be counted as 0 kW for that event.
 - c. The aggregated average kW for your portfolio of batteries must be at least 50 kW for one or more events. If this threshold is not met, no incentive will be paid for the Program Year.
 - d. Incentives are paid annually in June.
2. There is no program enrollment fee.
3. Customers can opt out at any time. Incentives are paid based on capacity discharged.
 - a. If a customer doesn't participate in an event at all, the battery discharge will be considered zero for that event when the annual average is calculated.
 - b. If a customer participates in only a portion of an event, performance will be calculated on a prorated basis. Example: If a customer contributes 9 kW for one hour of a 3-hour event, the average contribution for that event will count as 3 kW (9 kW / 3 hours).

Eligibility

1. Program Partner
 - a. Any form of aggregator may join the program including and not limited to third party owners, battery manufacturers, and/or installers.
 - b. Individual battery owners must participate through a Program Partner.
2. Battery
 - a. Must be interconnected to the electrical grid according to all applicable codes and utility rules.
 - b. Must have an inverter capable of collecting and reporting hourly interval data.
 - c. Cannot participate in any other Efficiency Maine program or pilot program.
3. Customer
 - a. Must be on a Maine utility residential or business (Small General Service, or General Service) rate.
 - b. May also have solar generation, but it is not required.

Events

1. There will be at least 2 events every month.
2. There will be a maximum of 60 events per year.
3. Events will be 3 hours long.
4. Efficiency Maine will decide when to call events and will notify Program Partners one day ahead.
5. Events may be called at any time and will typically be between 5:00 p.m. to 9:00 p.m. on weekdays.

Terms

1. Program Years run from April 1 through March 31.
2. Agreements cover the remainder of the initial Program Year following application approval, plus 10 additional Program Years. For example, if a Program Partner joins the program on October 1 (6 months into the Program Year), the agreement will end 10.5 years later.
3. Batteries in this Program are not eligible for other Efficiency Maine programs until their term in this program expires.
4. Efficiency Maine may choose to stop enrolling new customers at any time with 90-day notice.
5. All events in a Program Year count towards the annual average discharge for the incentive calculation, even if a given battery was not enrolled for all of them. For example, if a customer enrolls a battery 6 months into a Program Year, then events from the first 6 months of that Program Year count as 0 kW for that battery.

Role of Efficiency Maine

1. When a Program Partner requests to enroll a customer, Efficiency Maine will:
 - a. Verify the Program Partner's customer eligibility.
 - b. Confirm the customer is not already enrolled by another Program Partner.
 - c. Confirm that funding is available.
 - d. Provisionally reserve funds for the Program Partner based on its customer's device details.
2. Forecast and send 24-hour advance notice of events.
3. Calculate and pay incentives to Program Partners based on inverter data.
4. Use smart meter interval data to check a random sample of accounts (QA).
5. Conduct program audits.

Role of Program Partner

1. Agree to [Efficiency Maine contract requirements](#).

2. Recruit customers.
3. Enter into program participation agreements with customers, to include customer consent for access, disclosure, and use of site-specific data by the Trust.
4. Determine customer incentive (at Program Partner discretion).
5. Enroll customers, providing Efficiency Maine in a mutually agreed format with:
 - a. Customer name;
 - b. Customer phone number;
 - c. Customer email;
 - d. Name of customer's electric utility
 - e. Customer's electric utility account number
 - f. Installation address, and
 - g. Device details (manufacturer, model, battery serial number, inverter serial number, kWh capacity, and continuous kW discharge capability).
6. Dispatch batteries when alerted by Efficiency Maine.
7. Provide technical support to customers.
8. Provide battery performance data from inverter to Efficiency Maine.
9. Distribute incentives to customers. (Customers will be customers of Program Partners only. The Trust will have no direct relationship with or obligation to disburse any incentive amounts to customers).
10. Provide to Efficiency Maine upon request:
 - a. Customer contact information;
 - b. Customer agreements with Program Partner, and
 - c. Other information needed for program audits.
11. Program Partner has no authority to bind or make any representations or commitments on behalf of the Trust. Program Partner is solely responsible for management of its customer relationships.

Section 3: APPLICATION REQUIREMENTS

To apply to be a Program Partner for the Small Battery Program, an authorized representative of the applicant's organization must complete and submit an Efficiency Maine Small Battery Program Partner Application form. This form can be found on Efficiency Maine's website.

Section 4: APPLICATION REVIEW

Once an application has been received by the Trust, the application will undergo a review. The Trust or a third party engaged by the Trust will review the submission for program requirements compliance. The Trust may request additional information or clarification as necessary. Once a satisfactory review

is completed, the Program Partner will be admitted to the Program.

Section 5: AWARD CRITERIA

Successful applications to become a Program Partner will demonstrate the reasonable ability to aggregate batteries, discharge power from those batteries when requested, and provide inverter-level interval data documenting the time and amount of power discharged.

Applications will be evaluated based on their ability to adhere to the Program requirements.

Section 6: OTHER CONDITIONS

6.1 Accurate and Complete Information

By submitting an application or proposal, the Applicant is making a representation to the Trust that all information provided in connection with the application or proposal is complete and accurate at the time of submission. The intentional provision of any false or misleading information, or the intentional omission of material information, will result in the application or proposal being deemed ineligible and may result in the Applicant's suspension or debarment from participation in Trust programs.

6.2 Limitations

This solicitation does not commit the Trust to make an award, to pay any costs incurred in preparing an application, to provide oral or written clarification of its contents, to procure or contract for services or supplies, or to reimburse any costs incurred in recruiting, enrolling, dispatching, or managing batteries in a Program Partner's portfolio.

The Trust reserves the right to reject any application that in its sole determination does not meet the requirements and specifications of this PON, the Trust's rules, Maine law, or generally accepted business practices, or which contains inaccurate or incomplete information. The Trust may seek clarifications and supplementation of applications as it may deem reasonable.

The Trust reserves the right to select participation applications for award in its discretion, consistent with the Trust's rules, that most fully satisfy the criteria and objectives of this PON. The Trust will award funds for approved applications only if sufficient funding is available when the application is reviewed. The Trust may elect not to award all of the available funds through this PON and may issue another PON for the remaining funds.

The Trust reserves the right to limit or discontinue the program at any time should funding be curtailed or the Trust's authority or ability to maintain the program be restricted for any reason.

6.3 Publicity of Applicant's Participation

The Trust reserves the right to disclose certain information about the applicant's participation in the program, including, but not necessarily limited to, the applicant's name, the incentive amounts, and projected demand impacts. Applicants may seek to have certain business sensitive information treated as confidential pursuant to Title 35-A MRSA §10106.

6.4 Reservation of Rights

The Trust reserves the right to cancel the PON or extend the PON term at any time. The Trust also reserves the right to reject any and all submissions in response to this PON and to waive formalities if

doing so is in the best interests of the Trust.

6.5 Information in Support of Program

The Trust is required to report on use of and the performance of energy efficiency and conservation programs and projects. Information from these reports may be made available to the public. Applicants agree to cooperate with the Trust on such reporting and shall provide information related to the award and the Project, and any related agreements as requested or required by the Trust to meet its obligation to provide accurate, complete, and timely information to the public, to meet the Program reporting requirements, and/or to comply with state or federal law or regulation. Further, Applicants shall make all application and related customer records available to the Trust upon request and such records shall include the name, address, phone, e-mail address, utility name, and utility account number of each customer participating in the Program. Such information shall be deemed confidential to the extent required by Title 35-A MRSA §10106.

6.6 Request for Reconsideration

An aggrieved person may request a hearing for reconsideration of an award decision by filing a written petition with the Executive Director of the Trust within 14 calendar days of the notification of the contract award. Each petition to reconsider must meet the requirements specified in Efficiency Maine Trust Rule Chapter 1, Contracting Process for Service Providers and Grant Recipients, Section 5(B), which can be found on the Efficiency Maine Trust website in the Policies section of the Library: <http://www.efficiencymaine.com/docs/Chapter-1-Contracting-Process-for-Service-Providers-and-Grant-Recipients.pdf>