

DE 17-136 Funding & Financing Working Group

February 21st Meeting Agenda, 1.30-4.00 pm, Hearing Room A

- 1. Welcome**
- 2. Confirmation of active WG participants**
- 3. Topics covered in January 24th meeting:**
 - a. January meeting agenda handout.
 - b. Suggested broad topic area handout
 - c. Need for a market assessment study including customer demand
 - d. Need to broaden scope to include more local banks, understand why Granite State bank withdrew from the program
 - e. Need to review and agree on goals and how will drive financing and funding possibilities
 - f. Broaden financing process through more acquisition of more contractors and partner financial institutions
 - g. How to ensure better education/awareness of EE programs and measures
 - h. Should the customer acquisition process be streamlined, costs/benefits?
 - i. Need to establish standardized products/services to limit risk to financial institutions
 - j. Consider inventive mechanisms like Loan Loss Reserve and revolving credit lines and impact on financial institutions
 - k. Consider how in-state funding institutions can enhance the process
 - l. Review existing opportunities for foundation funding and past experience in farming this sector
 - m. Need to develop benchmarks(initially soft) to track progress with financing programs
- 4. Recommendations arising from January 24th, meeting**
 - a. Review and define goals for EE financing and funding
 - b. Review market assessment studies concerning customer demand for EE products and services and willingness to make use of financing.
 - c. Identify underserved populations and determine why.
 - d. Identify how existing programs can become more attractive to private financing institutions
 - e. Investigate the case for establishment of a loan loss reserve fund and other ways to maximize the leverage of each EE dollar spent.
 - f. Understand under what terms and conditions private foundations may be willing to partner with us
 - g. Establish a PUC webpage to provide a universal availability for all Work Group documentation

Corrections, augmentations and recommended studies/reports welcomed prior to next meeting. date.

- 5. Agenda**
 - a. Examine existing financing/funding mechanisms and establish baseline data for current participation rates.(Utilities to prepare)
 - b. Identify any underserved customer groups and challenges(Utilities to prepare)

- c. Presentation by existing financing partners on program progress to date and strengths and weaknesses and how to increase participation.(Financing institutions, approached by utilities)
- d. Discussion of past efforts in Massachusetts to identify and partner with foundations.
- e. Define goals of EE from financing/funding perspective

6. Next steps(Suggested)

- a. Review EE funding and financing paradigms from other jurisdictions.
- b. Examine customer acquisition process from contractor /utility, financing institution perspective and how may it be streamlined.