

New Hampshire Public Utilities Commission
To Whom It May Concern-

My name is Jared Mulliner I am the Director of Sales for Maine Energy Systems and I was recently made aware that you are considering shifting funds from the Modern Wood Program to your solar program.

This news struck a sore cord with me regarding my career and the future viability of the company I work for. The market had just reached an education level that no longer required me to explain what this equipment is. Consumer confidence had reached a high I hadn't seen in my 9 years in this industry. Oil prices had been holding steady and it looked like I was poised for a banner year, Suddenly COVID-19 swept across the world and consumed society's news and thoughts, perhaps changing forever our schools, workplaces, and behavior.

Three areas, in particular, have been greatly impacted by the global pandemic and hurting my ability to sell:

Firstly, oil prices went on a terrifying thrill ride as I watched it go from \$53 to -\$40 and back to \$35. This thrill ride resulting in oil prices at a soft price causing many panicked people to stockpile while prices were so favorable. Thus delaying consumers' desire to do the right thing and switch to modern wood heating solutions that help the local economy and the planet.

Secondly, houses have been quarantined! The equipment I sell requires multiple visits to a home to determine feasibility, pricing, and agreement. COVID has destroyed this process while other industries like solar have been able to continue because their business is outside the home.

Thirdly, This year I had an aggressive show schedule to promote modern wood heat that typically accounts for the bulk of our sales for the year. All but two of the nine shows on my calendar were canceled for 2020.

If you go forward with this drastic change in funding, you will add a fourth burden that will have a tremendously negative effect on me and my industry.

Despite these seemingly insurmountable obstacles this year has seen some great progress for our company. We shifted our trade show marketing to an aggressive radio campaign that has increased awareness and the marketplace is ready for a rapid rebound. Oil is steady and climbing and consumers and installers have work lining up! I respectfully ask that you do not go forward with this funding change so as to let the positive progress continue without yet another disastrous issue arising. I do not support this funding change as we and the public will need this money, and more, in the future as modern wood heat continues to grow. Therefore I respectfully request that this change not be made.

Thank you for your time all the best, Jared