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.