

March 31, 2011

Senator Michael Thibodeau, Chair  
Representative Stacey Fitts, Chair  
Joint Committee on Energy, Utilities, and Technology

**Re: Energy Efficiency Now: Saving Money, Saving Jobs**

Dear Chairmen Thibodeau and Fitts, and members of the Committee,

We are part of Maine's significant and growing industry of energy efficiency companies. Maine has taken some important steps to make energy efficiency a priority for homes, businesses, and industry, and we are the workforce that turns energy efficiency investments into reality. **It is essential that Maine continues its momentum of support for energy efficiency, including through the important work of Efficiency Maine.**

Energy efficiency is Maine's lowest-cost energy resource, and there remains a large untapped potential of cost-effective opportunities in our buildings and industry.

**Energy efficiency investments are especially important because they keep money flowing in the Maine economy.** Unlike Maine's enormous spending on oil and gas that goes out of state, energy efficiency requires local labor and local companies that can't be exported or outsourced. And the savings on energy—which can easily be 25-50% of customers' bills—get re-circulated into the local economy as spending on others things. The total economic impact is very large.

In partnership with Efficiency Maine programs, Maine contractors, vendors, engineers, and other companies have helped consumers in the state reduce energy costs by half a billion dollars since 2004.

**Energy efficiency should be Maine's top energy priority because it is very cost-effective, reduces use of fossil fuels, and strengthens our economy—but it won't be maximized without continued public efforts that help overcome barriers to investment.** Efficiency Maine with its mix of expertise, incentives, public education, and more, helps overcome many of these barriers and maximize cost-effective investments.

It is difficult for our energy efficiency companies to thrive and maximize our payrolls in an environment where interest and investments in energy efficiency only follow the rollercoaster of energy prices. Reducing energy costs can be a reality if we keep our attention on energy efficiency over time. Clear, sustained policies by the State provide the certainty that help us invest in additional jobs, equipment, and training.

**Please make energy efficiency a priority during the coming legislative session, and work actively and in a bipartisan fashion to ensure that Efficiency Maine has the resources to continue the momentum. Help companies like ours continue to grow and thrive, while reducing electricity and heating oil costs for Maine consumers.**

Sincerely,

**A1 Electric**, Stillwater  
Wayne Hart  
**AA Electric Services**, Bangor  
Nate Anderson  
**Advanced Electronics Concepts**, Portland  
Dan McCormick  
**American Home Systems**, Manchester  
Mike Arbour

**American Sun Electric and Wessel Electric, Inc.**, Blue Hill  
Terrance Wessel  
**Anthony Mancini, Inc.**, Portland  
Gino Mancini  
**Applied Solar Concepts**, Bangor  
James Shea  
**Armstrong Engineering**, Fort Fairfield  
Jeff Armstrong, P.E.

**Barba+Wheelock Architects**, Portland  
Nancy Barba  
**Blackbear Signworks**, Saco  
Bo Laveault  
**Blue Cold Distributors**, Scarborough  
**Brooker Elec Service**, Palermmo  
John Brooker  
**Building Solutions, LLC**, Oxford  
Joseph J. Casalinova  
**C D Electric Service**, Dexter  
Charles Chabot  
**Casco Bay Insulation**, Westbrook  
Jon Riley  
**CÉVON Corporation**, South Berwick  
Rich Nowak, P.E.  
**Chretien Construction Inc.**, Saco  
Carl Chretien  
**Christopher Barstow Builder**, Lamoine  
Christopher Barstow  
**Clews Construction**, Portland  
Henry Clews  
**Coastal Mobile Mechanics, Inc.**, Sidney  
Art Van Wart  
**Construction Management Services**, Harpswell  
Jack Dostie  
**Cordjia Capital Projects Group**, Camden  
Blaine Buck  
**Dave's Electric**, Presque Isle  
Dave Czosnek  
**Demilec USA**, Newbury  
Steve Shaw  
**Design North**, Harrington  
Tim Moorhouse  
**Donnelly's HVAC**, Windham  
David Donnelly  
**DP Porter Contractors Inc.**, Mermon  
Dale Porter  
**E. S. Boulos Company**, Westbrook  
Denis Moreau  
**Eastern Industrial Automation**, Westbrook  
Ken Bergeron  
**Econo Electric Inc**, Skowhegan  
Lee York  
**Electrical Innovations Inc.**, Greene  
Chris Ward  
**Electrical Soultions of Bangor**, Hermon  
Richard Feero  
**Emery's Construction**, Warren  
Bob Emery  
**Energy Audits Unlimited, LLC**, Manchester  
Paul Button  
**Energy Conservation Systems**, Standish  
Bob Lyons

**Enterprise Electric**, Lisbon Falls  
Jeffrey Kelly  
**Eric A. Chase Architecture**, Brooksville  
Eric Chase  
**F.W. Horch Sustainable Goods**, Brunswick  
Fred Horch  
**Falmouth Electric Inc.**, Westbrook  
Wayne Miliken  
**Fore Solutions**, Portland  
Gunnar Hubbard  
**G & G Electric, Inc.**, Hulls Cove  
Nicholas Grant  
**Gedmin Pump & Equipment, LLC**, Scarborough  
Jonathan Kerbel  
**Gilman Electrical Supply - Medway**, Medway  
Chris Ballard  
**Gray's Electric**, Carmel  
Richard Gray  
**Green Energy Maine**, Brunswick  
Kay Mann  
**Hardypond Construction**, Portland  
Bob Gaudreau  
**Heat Doctor, LLC**, Yarmouth  
Bob Swan  
**Heat Mizer**, Sanford  
Bob Frechette  
**Henningsen Inspections LLC**, Eliot  
Ed Henningsen  
**Higgins + Merriam Architects**, Rockland  
Richard Higgins  
**Home Energy Solutions of Maine**, Northport  
Gregor Davens  
**Hour Exchange**, Portland  
Jozsef Sandor  
**I & S Insulation**, Wiscasset  
Charlie Huntington  
**Investment Engineering**, Yarmouth  
Matt Holden  
**Jason Ryan Construction**, Portland  
Jason Ryan  
**John's Electric & Solar Services**, Patten  
John Flannery  
**Kaplan Electrical Construction**, Winthrop  
Dick Morin  
**Kaplan Thompson Architects**, Portland  
Sara Ameigh  
**Kasprzak Homes**, No. Waterboro  
Sarah Kasprzack Lachance  
**Katahdin Cedar Log Homes**, Oakfield  
Lany Sherman  
**Ken L. Electric, Inc.**, St. Agatha  
Ken Lerman

**King Electric**, Ellsworth  
Jeff King  
**Kolbert Building**, Portland  
Dan Kolbert  
**L. R. French, Inc.**, Damariscotta  
**Lamb Electric Inc**, Biddeford  
Jim Lamb  
**Lavertu Electric**, Madawaska  
Mike Lavertu  
**Lewis & Malm Architecture**, Bucksport  
C. Richard Malm  
**Lighting Concepts**, Lewiston  
Ronald Dumais  
**Lotfey Electric Inc.**, Portland  
John Lotfey  
**Maine Energy Savers**, Phillips  
Dick Mitchell  
**Maine Green Building Supply**, Portland  
Steven Konstantino  
**Maine Home Energy**, North Yarmouth  
Eric Lake  
**Maine Passive House**, Greenwood  
Jesper Kruse  
**McCormick Facilities Management Consultants**, Dexter  
Mike McCormick  
**Mechanical Services Inc**, Augusta  
Chris Green  
**Midcoast Energy Systems Inc**, Damariscotta  
Bill Morgner  
**Mindful Energy**, Topsham  
Christine Cole  
**Nadeau's Refrigeration, HVAC & Plumbing**, Auburn  
Thomas Nadeau  
**New England Spray Foam Insulation Co. LLC**, Newburgh  
Mark Burnett  
**Normand Electric Inc.**, Sanford  
Paul Normand  
**North Country Wind Bells Inc.**, Round Pond  
Connie Davidson  
**Northeast Inspection Services**, Portland  
Tom Caron  
**Optimal Energy Group**, Sumner  
Lawrence O'Rourke  
**Penobscot Home Performance**, Brewer  
Matt Damon  
**Port City Architecture**, Portland  
Andrew Hyland  
**Quality Electric**, Skowhegan  
Jess Gleason  
**Quality Insulation**, Yarmouth  
Jerry Brown  
**R.J. Energy Services**, Augusta  
John Ramsey

**R.L. Todd & Son, Inc.**, Caribou  
Timothy Todd  
**RB Electric**, Litchfield  
Richard Bates  
**Redlon & Johnson Co**, Lewiston  
Guy Langelier  
**ReVision Energy**, Liberty  
William Behrens  
**ReVision Energy**, Portland  
Phil Coupe  
**Richard Renner Architects**, Portland  
Richard Renner  
**Robert Davis Architect**, Camden  
Robert Davis  
**Roger Ayotte Electric Inc**, Madawaska  
Steve Ayotte  
**Roy I. Snow Inc.**, Auburn  
Dan Snow  
**Saco Solar Store**, Saco  
Steven Fennell  
**S-H Electric**, Garland  
Stephen Herring  
**Stagecoach Road Werx, Inc.**, Woolwich  
Joel Saleeby  
**Stephen Stanley Electrical**, SW Harbor  
**Sundog Solar**, Searsport  
Chuck Piper  
**Sunshine Design**, Canaan  
Craig Heavey  
**Sustainable Structures, Inc**, Whitefield  
Curry Caputo  
**Swiftcurrent Engineering Services**, Yarmouth  
Tim Matthews  
**Ted's Electric**, Hancock  
Ted Hennigan  
**The Snug Home, LLC**, Orono  
Stefanie Egenhofer  
**Tom Chadwick, Inc**, Pittsfield  
Tom Chadwick  
**Toppan Consulting Services**, Vassalboro  
Clough Toppan  
**TRANE**, Westbrook  
Mark Power  
**Ty-Mark Heating & Cooling**, Eliot  
Mark Robertson  
**Upright Frameworks LLC**, Wilton  
Joshua Wojcik  
**W H Demmons**, Portland  
Doug Martin  
**WarmTech Solutions, LLC**, Yarmouth  
Ashley Richards, Jr.  
**WESCO Distribution Inc - Trenton**, Trenton  
Mike Day



Senator Michael Thibodeau, Chair  
Representative Stacey Fitts, Chair  
Joint Committee on Utilities & Energy  
Augusta, ME 04330

Dear Chairmen Thibodeau and Fitts and members of the Committee,

I am writing today, urging you to **support Efficiency Maine's proposed budget**. We often hear that Maine has some of the highest energy costs in the nation, and that these high energy costs make us uncompetitive with businesses in other regions. At Oakhurst Dairy, we have reduced our energy costs substantially through energy efficiency, and have found that energy efficiency represents one of the most cost-effective investments Maine can make. **Maine must continue its momentum in supporting investments in energy efficiency** in Maine homes, businesses and industry. We know that energy efficiency cannot only play a significant role in reducing energy costs, but it can also improve economic conditions and competitiveness of Maine businesses.

That's why at Oakhurst we've taken many different steps to reduce our environmental impact, including by investing in energy efficiency improvements using the Efficiency Maine business program. Simply put, we never stop looking for ways to reduce waste and improve the efficiency of our operation, and shrink our carbon footprint.

Energy efficiency seems like a "no-brainer": what rational person or business would buy 15 cent power when it can be bought for 4 cents? However, Maine businesses rarely have the time or expertise to determine which investments make sense, which products and services can be trusted, or how to make it happen. Efficiency Maine Trust provides many needed elements that help businesses like ours overcome barriers and make real, cost-effective investments. Unfortunately many cost-effective energy efficiency opportunities remain, not only in our businesses, but in thousands of other Maine businesses and residences that have yet to complete projects like ours.

For these reasons and more, I urge you to **make energy efficiency a priority during this legislative session**, and work actively and in a bipartisan fashion to **ensure that Efficiency Maine Trust has adequate resources to capture all cost-effective energy efficiency** identified in Maine homes and businesses, and thus continue its forward momentum to help many thousands of additional businesses save energy in the coming years.

Sincerely,

William Bennett  
President and Chief Operating Officer  
Oakhurst Dairy

Oakhurst Dairy  
(207) 772-7468

364 Forest Avenue  
Fax (207) 874-0714

Portland, Maine 04101  
[www.oakhurstdairy.com](http://www.oakhurstdairy.com)



100 Commercial Street  
Portland, Maine 04101

(207) 775-2252 • Fax (207) 773-7422  
Email: [info@eastbrowncow.com](mailto:info@eastbrowncow.com)

March 28, 2011

Senator Michael Thibodeau, Chair  
Representative Stacey Fitts, Chair  
Joint Committee on Utilities & Energy  
Augusta, ME 04330

Dear Chairmen Thibodeau and Fitts and members of the Committee,

Over the last 22 years I, through my real estate management and development firm East Brown Cow Management, Inc., have spent well over \$1 million implementing energy efficiency improvements. These improvements accrue to my benefit as well as my tenants, but even more importantly, the capital required to produce them are spent to hire local contractors. This capital is financed by the long term savings in energy which alternatively would stream to energy suppliers far beyond the borders of Maine. Many of these improvements would not be viable without both the expertise and guidance, as well as the supplemental capital, provided by Efficiency Maine.

Efficiency Maine has guided us in the complete replacement of outdated inefficient lighting in a 400 space structured parking garage with new, highly efficient LED lighting – yielding significant operating savings and superior visibility.

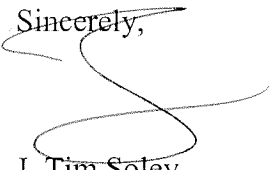
A new chiller to provide cooling using half the historical energy consumption in a 10 story Portland office tower is in the final stage of installation.

We have replaced thousands of fluorescent fixtures with state-of-the-art T5 lights which in some cases reduce power consumption by over 65%.

In a state where energy costs are high and business growth is weak investing in energy efficiency is a critical component of making Maine business viable. Much of this improved infrastructure would never make it off the drawing boards without Efficiency Maine. The most effective route to increasing Maine's energy efficiency is leveraging and supplementing the capital of Maine citizens and businesses.

I hope, in the pursuit of creating a more competitive landscape in Maine, you find these compelling reasons to support increasing the funding to Efficiency Maine.

Sincerely,



J. Tim Soley  
President