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Questions and Answers from [Energy Efficiency Incentives for Maine Cannabis Businesses](#) Webinar, with Jesse Remillard (ERS, representing Efficiency Maine) and Sam Milton (CRG/Enlighten Your Grow), December 2, 2020

Q: Is there opportunity to get energy incentives for a retailer constructing a new store? Specifically thinking of solar panels on the roof. If so, how would I get the process started?

A: Absolutely, solar PV would go through the custom distributed generation program but to date Efficiency Maine hasn't seen any applicants submit costs low enough to pass the benefit-to-cost test. You could reach out to Jesse Remillard at <jremillard@ers-inc.com> or the general custom program contact info <custom@efficiencymaine.com> to discuss your project and do a test screening.

Q: Are other types of lights other than LED eligible for incentives, such as plasma or CMH?

A: Possibly. LED horticultural lighting has come a long way in the last few years and is generally considered the most cost-effective option at this point. That said, if you can define a realistic baseline and if the savings for the proposed option are cost effective against the project cost, then Efficiency Maine may be able to fund the project.

Q: How long does each stage typically take?

A: Typically 4-6 weeks to preapproval once all the project applications materials are submitted. It could be longer for a complex HVAC project, and timing also depends in part on your ability to help Efficiency Maine understand the facility equipment and operations.

Q: How soon after we apply can we buy the equipment, or do we have to wait for award notice to purchase?

A: In the custom program, preapproval must be achieved before moving forward or committing to the proposed equipment. If you purchase the equipment before preapproval, you are generally ineligible, in the custom program. Preapproval is not required for incentives less than \$10k in the prescriptive program.

Q: Can we apply in multiple phases, say LED first and HVAC later?

Yes, definitely and this is often preferred. HVAC may fall into the thermal savings track and will need to be a separate application in that case.

Q: What is typical turn around on the application process and how does the incentive payback work?

A: From start to pre-approval, the process will take typically 4-6 weeks. "Payback" refers to the amount of the time before energy savings equals the equipment purchase price.



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Q: Is it prorated over a long period of time or paid back in one lump sum at a specific point in time?

A: If you are referring to the incentive payment, the applicant will be issued a check for the full incentive amount after Efficiency Maine verifies that the equipment has been installed and working properly.

Q: What are the terms and conditions for the Efficiency Maine program?

A: You can find the terms and conditions here: https://www.energymaine.com/docs/CI-Custom-Program-TCs_October-2020.pdf

