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# From the Founder



Hello Friends,

We hope you've had a great start to Fall, a terrific Halloween and managed to amass enough candy to last at least through Veteran's Day.

The days are getting shorter and cooler, which for us means planning projects with our clients as they take concrete steps to make their businesses more sustainable and energy-efficient.

Stepping back a bit, did you see that delegates to the [United](#)

[Nations Framework Convention on Climate Change](#) are meeting this month to hash out a global pathway to reduce dangerously high atmospheric greenhouse gas concentrations?

Their work hits home when [cities and states across the world](#) take advantage of the climate change opportunity to help their citizens and businesses transition to cleaner and more efficient modes of living and production. We've seen municipal climate action initiatives affect more than a few of our clients, and we look forward to sharing details in a future newsletter.

Will a friend or colleague be interested in receiving our updates? If so, please kindly [forward this email to them](#).

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## [Going Deep With Energy Efficiency Incentives](#)





Since our founding nearly five years ago, we have spent many hours helping our clients achieve their energy and sustainability goals. This year, we've found that many of our clients need help assembling, submitting, and bird-dogging their energy efficiency incentive applications. Turns out we're so darn good at this that we've carved off a [specific line of service devoted to facilitating utility incentive applications.](#)

Over the past twelve months, we have had the privilege of working with over a dozen clients across the United States to deliver **over \$450,000 in utility incentive checks**. We have another \$500,000+ in the queue for early 2022 and are fielding new inquiries all the time. Who knew that Utah has an active cannabis industry?

We love helping growers find ways to tap the miracle of energy efficiency! Do you or a friend have questions about how much money you can get from your local utility? [Give us a holler to learn](#) about your unique **FREE MONEY opportunity**.

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# Dropping Knowledge at NECANN Maine



We are grateful to NECANN for the opportunity to speak with the attendees of the [2021 Maine Cannabis Convention](#) about the ever-evolving Efficiency Maine program. It's always a treat meeting people who are eager to learn about how they can tap utility

energy efficiency programs to upgrade their grow equipment.

The audience was fantastic, and we are glad to say that two of them have already submitted lighting technology applications.

Missed the event? [Reach out](#), and we will fill you in.

## Partner of the Month



Varney Agency offers a wide range of products including cannabis specific product liability, workers' compensation, and even crop insurance, to name a few. They understand how much your business means to you and are there to help minimize your risks.

As a broker who has a large portfolio of cannabis clients, [Derek Stevenson](#) knows the insurance coverage that today's cannabis businesses need but aren't getting. If you have questions about your business's coverage needs, [send Derek a note](#) and tell him we sent you.

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