

MINUTES
MASSACHUSETTS CLEAN ENERGY TECHNOLOGY CENTER
BOARD MEETING

September 20, 2022

Attendees:

Directors:

Undersecretary of Energy Judy Chang (Designee of Secretary Bethany Card, EEA & Acting Chair)
Commissioner Patrick Woodcock (DOER)
Dr. Ramprasad Balasubramanian (Designee of President of the University of Massachusetts Martin Meehan)
Mark Fuller (Designee of Secretary Mike Kennealy, HED)
Dr. Aisha Francis (President, Benjamin Franklin Cummings Institute of Technology)
Dr. John Cook (President, Springfield Technical Community College)
Terry Moran (Executive Director, Massachusetts Workforce Alliance)
Bob Haber (CIO and Partner, Proficio Capital Partners)
Kaitlyn Connors (Designee of Secretary Michael Heffernan, ANF)

Staff:

Jennifer Daloisio (CEO)
John Hitt, Esq. (General Counsel and Secretary)
Rachel Perez (CFO and Treasurer)
Alexandra Zaltman (Chief of Staff)
Galen Nelson
Ariel Horowitz
Rachel Ackerman
Jennifer Applebaum
Janel Granum
Connor Crowley, Esq.
Michelle Beadle
Kelsey Read
Lauren Farnsworth
Maeve Singer
David Wilson
Erica Hines
Susan Mlodozeniec
Edward Hsieh
Jordan Meier
Jeremy Belknap
Hilary Flynn
Emily Baron
Peter McPhee
Jayne Lino
Ian Campbell

Elizabeth Youngblood
Rachel Ackerman
Kathryn Niforos
Madison Zelif
Thomas Chase
Heather Roe
Tim Griffin
Nils Bolgen
Megan Lieu
Justin MacLennan
Beverly Craig
Corrin Moss
Bruce Carlisle
Amy Barad
Lisa Dobbs
Jessi Duston
Rhys Webb
Daniel Heinrichs
Isabella McKinney
Jade Lu

Others: Bun Chea (RSM)
Colin Young (State House News Service)
Elizabeth Egener (Tremont Strategies Group)
Casey Bowers (Environmental League of Massachusetts)

The one hundred-fifth (105th) meeting of the Massachusetts Clean Energy Technology Center (“MassCEC”) Board of Directors (the “Board”) was held on September 20, 2022 jointly at MassCEC’s office at 294 Washington Street, Boston, MA 02108 and via remote video conference. All participants could hear and be heard by each other throughout the meeting.

Seeing a quorum, Ms. Chang called the meeting to order at 10:11 am.

I. Adoption of the Meeting Minutes from the July 26, 2022 Meeting of the Massachusetts Clean Energy Center Board of Directors

As the first order of business, the Board reviewed the draft minutes. Upon a motion made by Dr. Balasubramanian and seconded by Mr. Fuller the following roll call vote was taken at 10:12 am:

Ms. Chang: Yea
Dr. Francis: Yea
Mr. Fuller: Yea
Mr. Haber: Yea
Mr. Moran: Yea
Dr. Balasubramanian: Yea

Dr. Cook: Yea
Ms. Connors: Abstain

With 7 yeas, 0 nays, and 1 abstention it was VOTED, without discussion, at 10:13 am:

To adopt the Meeting Minutes from the July 26, 2022 Meeting of the MassCEC Board of Directors.

II. Chair and CEO Updates

Ms. Chang began by welcoming Kaitlyn Connors, designee of Secretary Heffernan, as MassCEC's newest board member, and proceeded to provide a brief update regarding ongoing activities at EEA, DOER, and MassCEC. Of particular note, Ms. Chang explained that the federal Inflation Reduction Act (IRA) provided significant opportunities for Massachusetts regarding energy efficiency and clean transportation, and that EEA would be working with MassCEC to pursue funds to be competitively awarded by the federal government. Additionally, Ms. Chang touched on the Commission on Clean Heat in the Commonwealth, explaining the commission was working to develop a set of recommendations for the Baker-Polito Administration prior to the end of November regarding a transition to clean heating resources, and thanking MassCEC staff who have contributed to the work of the commission.

Ms. Daloisio encouraged members of the Board to review her update email for a series of detailed updates from MassCEC and gave a preview of the items to be discussed during the meeting.

III. Workforce Development: Strategy Presentation, Program Authorization, and Program Spotlight

Ms. Chang introduced Jennifer Applebaum, MassCEC's Managing Director, Workforce Development and Janel Granum, one of MassCEC's Senior Program Mangers for Workforce Development, to present on MassCEC's workforce development strategy and to request a program authorization.

Ms. Applebaum began with discussion of core data for workforce needs, explaining MassCEC is working with BW Research Partnership to develop a workforce needs assessment. Ms. Applebaum indicated that the preliminary results of this assessment indicate that Massachusetts needs to add at least 29,000 additional full-time workers to the clean energy industry to meet its 2030 decarbonization goals. Ms. Applebaum explained this presents a significant opportunity and significant challenges, as in many subsectors of the industry, there is already a struggle to find workers. Ms. Applebaum continued to explain that this difficulty requires intervention; noting the needed jobs will be majority middle and high-income earning positions, presenting a great opportunity to remedy existing racial and gender income gaps.

Ms. Granum then provided an overview of MassCEC's approach to workforce development. Ms. Granum highlighted the need to raise awareness of the clean energy industry in general, and support career pathways that lead to economic stability. Ms. Applebaum highlighted that MassCEC views its role as consisting of three main objectives: (i) increasing

equitable opportunities for Massachusetts residents to access the industry; (ii) supporting clean energy employers; and (iii) building capacity within existing systems.

Ms. Applebaum continued on to discuss some of the key workforce development goals MassCEC staff are pursuing and the strategic planning process her team engages in. Further, Ms. Applebaum identified MassCEC's core strategies for workforce development, including: (i) aligning program funding to available data; (ii) addressing barriers and advancing equity; (iii) building capacity for stronger outcomes; and (iv) scaling programs through partnerships and leveraged funds. Ms. Applebaum and Ms. Granum then provided specific examples of how MassCEC implements these strategies. With regard to (iv), Ms. Applebaum stressed data indicating that, if MassCEC does not use its limited funding to leverage additional external funds, the Commonwealth will likely only see an increase of between 2,000-4,000 workers of the approximately 30,000 additional workers needed.

Ms. Applebaum and Ms. Granum then presented on priorities for FY23 and beyond, highlighting a need for additional staff at MassCEC to administer necessary programming, establish a clear and transparent procurement cycle for awarding funding, build a database for employers to have access to in order to track needs, and work with the Department of Elementary and Secondary Education (DESE) to design curricula that incorporate information about the clean energy industry.

Ms. Applebaum then moved to the authorization request, indicating staff were seeking \$13,392,200, discussing the proposed scope of the authorization request and the planned spend. Ms. Applebaum also covered planned metrics for FY23, as well as the metrics from FY21 and FY22, demonstrating a successful implementation of workforce programming by MassCEC.

A robust discussion between members of the Board and staff ensued, covering subjects such as working with the Workforce Skills Cabinet, the appropriate scope of MassCEC's activities given relatively limited resources, the need for flexible access to training opportunities for potential employees, and the importance of collaborating with other agencies in the Commonwealth who are engaged in workforce development efforts. Members of the Board proceeded to ask several questions, all of which Ms. Applebaum addressed in turn.

Upon a motion made by Mr. Haber and seconded by Mr. Fuller the following roll call vote was taken at 11:21 am:

Ms. Chang: Yea
Dr. Francis: Abstain
Mr. Fuller: Yea
Mr. Haber: Yea
Mr. Moran: Yea
Dr. Balasubramanian: Abstain
Dr. Cook: Abstain
Ms. Connors: Yea

With 5 yeas, 0 nays, and 3 abstentions, it was VOTED, without discussion, at 11:21 am:

To authorize the expenditure of up to an additional \$13,392,200 for the Workforce Development Programs for a total authorization of \$23,086,600, and further to authorize MassCEC's Chief Executive Officer (i) to enter into contracts and issue individual awards under the program in a manner consistent with the staff memorandum and (ii) to make program modifications, including modifications to award levels, provided that such modifications are consistent with the program goals set forth in the staff memorandum.

IV. Clean Transportation: Strategy Presentation, Program Authorization, and Program Spotlight

Ms. Chang invited Rachel Ackerman, MassCEC's Program Director for Clean Transportation, to present on strategy and an authorization request. Ms. Ackerman began by highlighting the six strategies under the 2030 Clean Energy & Climate Plan related to transportation, noting that MassCEC programming contributes to four of them, namely: (i) promoting alternatives to personal vehicle travel; (ii) expanding electrification of fleets with critical equity and public health implications; (iii) building EV charging stations and encouraging smart charging; and (iv) engaging consumers and facilitating markets. Ms. Ackerman also provided a brief overview of the Clean Transportation team's strategic planning process.

Ms. Ackerman then presented on barriers to adoption of clean transportation, as well as barriers to programming.

Ms. Ackerman then shifted the discussion to staff's requested authorization of \$4,000,000 for clean transportation programming. Ms. Ackerman explained that her team's top priorities for FY23 included: (i) exploring charging stations as a business model; (ii) providing technical support for hard to electrify subsectors; and (iii) continuing equity-focused programming in a similar vein to MassCEC's successful ACT4All program. Ms. Ackerman proceeded to provide the Board with details regarding each priority area, as well as a short list of other potential areas of focus depending on the direction of state and federal funding over the course of the next year. Ms. Ackerman then provided the Board with the scorecard for MassCEC's clean transportation programming in FY21 and FY22.

Members of the Board proceeded to ask several questions, including: (i) whether MassCEC would be competing with private entities in the industry such as Tesla; (ii) whether a business case for charging as a business model could exist without state subsidization; (iii) how diversity, equity, and inclusion can be focused on in clean transportation programming; and (iv) how federal funding may impact future equity programming. Members of the Board engaged in a discussion with staff about the authorization request, largely associated with staff's plans for exploring EV charging as a business model. In light of the discussion, it was determined that the authorization request should be brought back for consideration at a future Board meeting to allow staff to present additional information on its program proposals.

V. Mass Solar Loan Update

Ms. Chang then invited Kelsey Read, one of MassCEC's Senior Program Managers for High-Performance Buildings, to give an update regarding MassCEC's Mass Solar Loan

Program. Mr. Read began by noting the program was launched in 2015, with MassCEC partnering with local banks and credit unions in Massachusetts to drive residential solar PV installation. Mr. Read explained the program was designed to reduce loan costs and increase access through an interest rate buy down and income-based loan support provided by MassCEC. Mr. Read indicated the initial funding for the program came in the form of \$30 million in alternative compliance payment funds from DOER and that, while MassCEC and DOER continued to add funds to the program, incentives were tiered down over time such to provide a greater focus on low and moderate income customers. Ms. Daloisio noted for the Board that the overall impetus for the program was a recognition by MassCEC that local banks and credit unions did not have any loan products like this for solar PV, and that owning a solar PV system is generally more beneficial to homeowner than leasing such a system.

Mr. Read proceeded to recap the goals of the program, as well as the overall impact of the program. Mr. Read also reported to the Board that the program received the CESA state leadership award in 2020, and that data from the program has been shared with NREL and the Boston Federal Reserve Research Division for potential future use.

Members of the Board expressed gratitude for the update regarding this program and congratulated staff for the program's success.

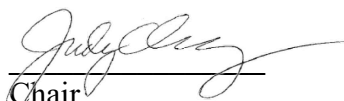
VI. Adjourn.

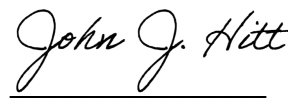
Upon a motion made by Mr. Haber and seconded by Mr. Fuller, the following roll call vote was taken at 12:31 pm:

Ms. Chang: Yea
Dr. Francis: Yea
Mr. Fuller: Yea
Mr. Haber: Yea
Mr. Moran: Yea
Dr. Balasubramanian: Yea
Dr. Cook: Yea
Ms. Connors: Yea

With 8 yeas and 0 nays it was unanimously VOTED, without discussion and abstention, at 12:31 pm:

To adjourn.


Chair


Secretary

Public Meeting Documents and Exhibits:

Meeting Agenda

PowerPoint Presentation on Workforce Development: Strategy Presentation, Program Authorization, and Program Spotlight

PowerPoint Presentation on Clean Transportation: Strategy Presentation, Program Authorization, and Program Spotlight

PowerPoint Presentation on Mass Solar Loan Program