

Clean Energy Partnership Advisory Group



May 2024

Agenda

Introductions & Announcements

Clean Energy Industry Report

Maine Clean Energy Jobs Network

Clean Energy and Clean Tech Accelerators

Feedback & Discussion



Announcements

Federal Funding Awarded

- DOE GDO Grid Resilience Formula Grant Program
- DOE SCEP State Energy Program
- EPA Solar for All
- DOE SCEP Energy Efficiency and Conservation Block Grant

Pending

- DOE GDO Grid Resilience and Innovation Partnerships
- IRA Home Energy Rebates and Home Electrification and Appliance Rebates
- DOE SCEP State-Based Home Energy Efficiency Contractor Training Grants
- DOE SCEP Energy Efficiency Revolving Loan Fund
- DOE SCEP Latest Building Energy Codes and Zero Energy Codes

Upcoming

- Renewable Energy Siting Program
- Energy in Rural or Remote Areas
- Building Pathways to Infrastructure Jobs
- Energy Auditor Training Grant Program



Announcements

- Maine's first clean energy job board and training directory
- Maine Department of Labor hiring for Clean Energy Career Navigator position through May 23
- GEO seeking applications through May 24 for clean energy and energy efficiency workforce development and training programs through RFA 202402047



BW Research Partnership





2023

MAINE CLEAN ENERGY INDUSTRY REPORT



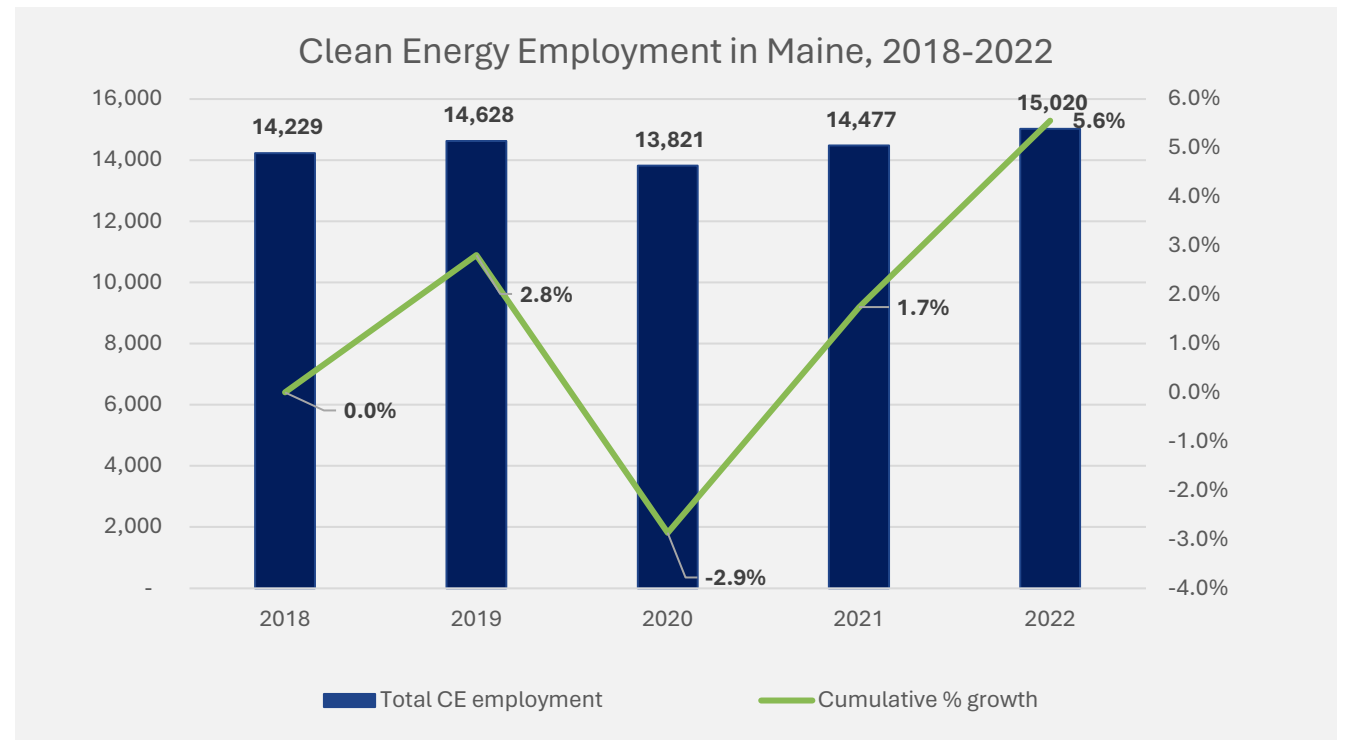
MAINE GOVERNOR'S
Energy Office

[bw] RESEARCH
PARTNERSHIP



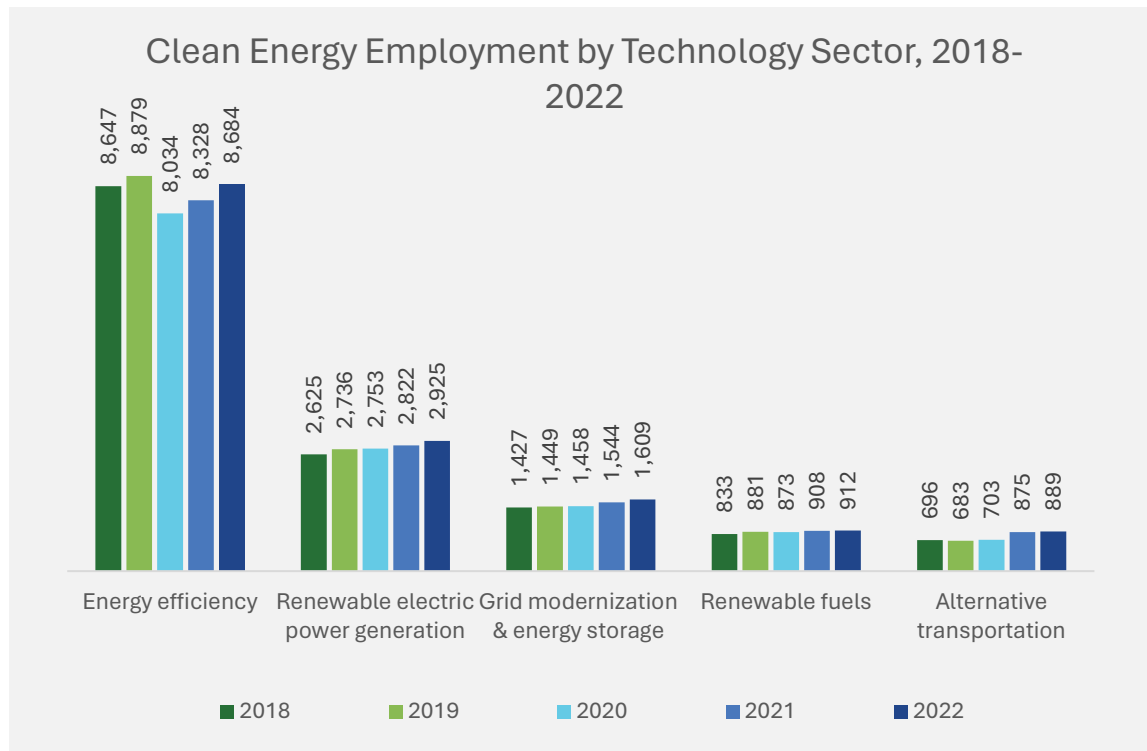
Maine has the fastest-growing clean energy economy of any New England State

- Maine's clean energy jobs grew by almost 3% from 2019 to 2022
- The state is one of only two in New England that has regained pre-pandemic levels of clean energy employment
 - Connecticut is the other, rising by just under 1%





Maine’s clean energy economy grew more than three times faster than its overall economy between 2016 and 2022

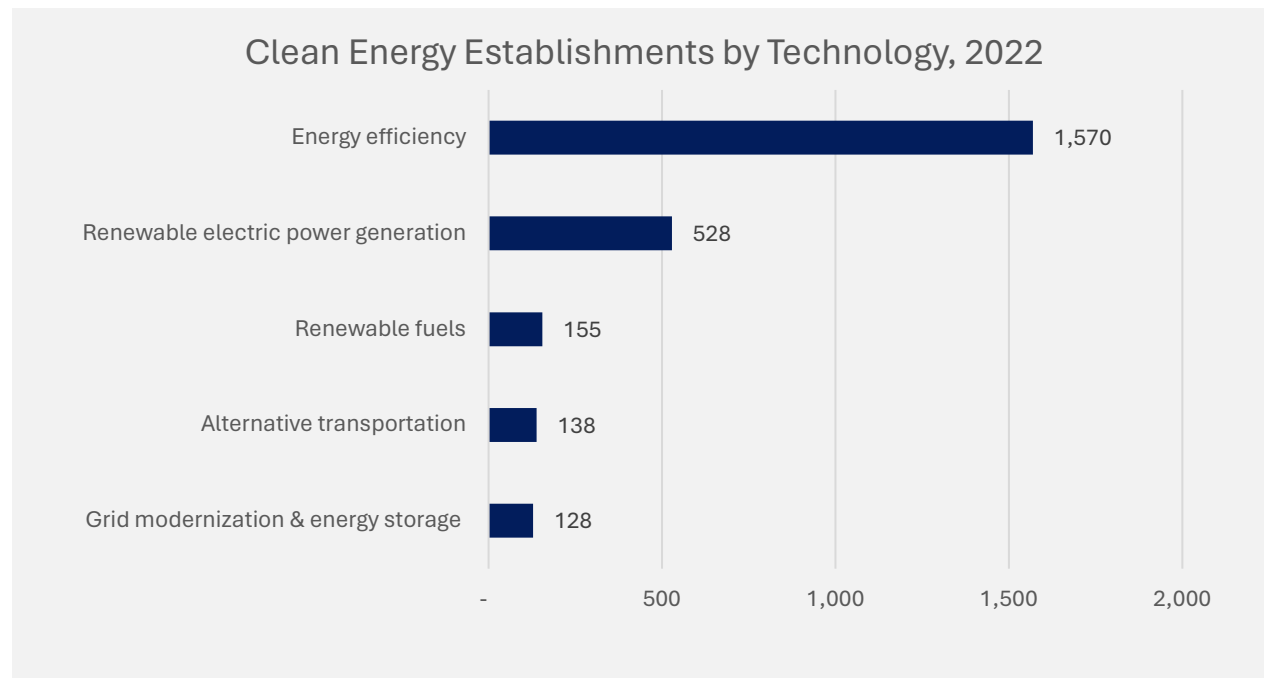


- The number of clean energy jobs in Maine increased by 14 percent (~2,000 jobs)
- The employment in Maine’s overall economy increased by 4 percent (~24,700 jobs)



Maine's energy efficiency sector is the largest and fastest growing technology sector of the state's clean energy industry

- The energy efficiency sector employed over 8,600 jobs, over half (58 percent) of the states clean energy workforce
- Three-fifths of clean energy establishments in the state work in the energy efficiency sector

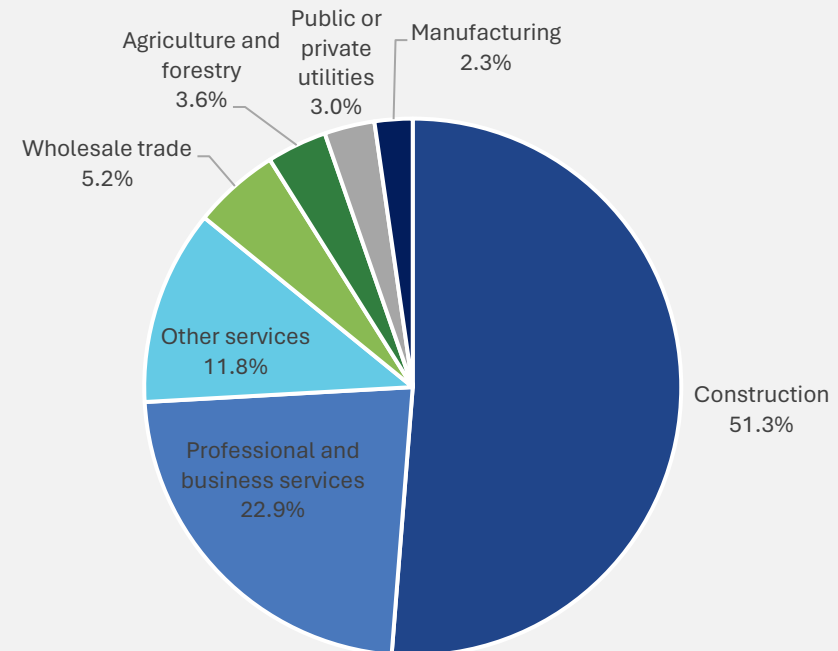




Clean energy establishments in Maine, totaling 2,500 in 2022, make up 4% of all businesses in the state

- The energy efficiency technology sector held the largest proportion of clean energy establishments at 62 percent
- Within the clean energy value chain, 51 percent of Maine’s firms are involved in construction

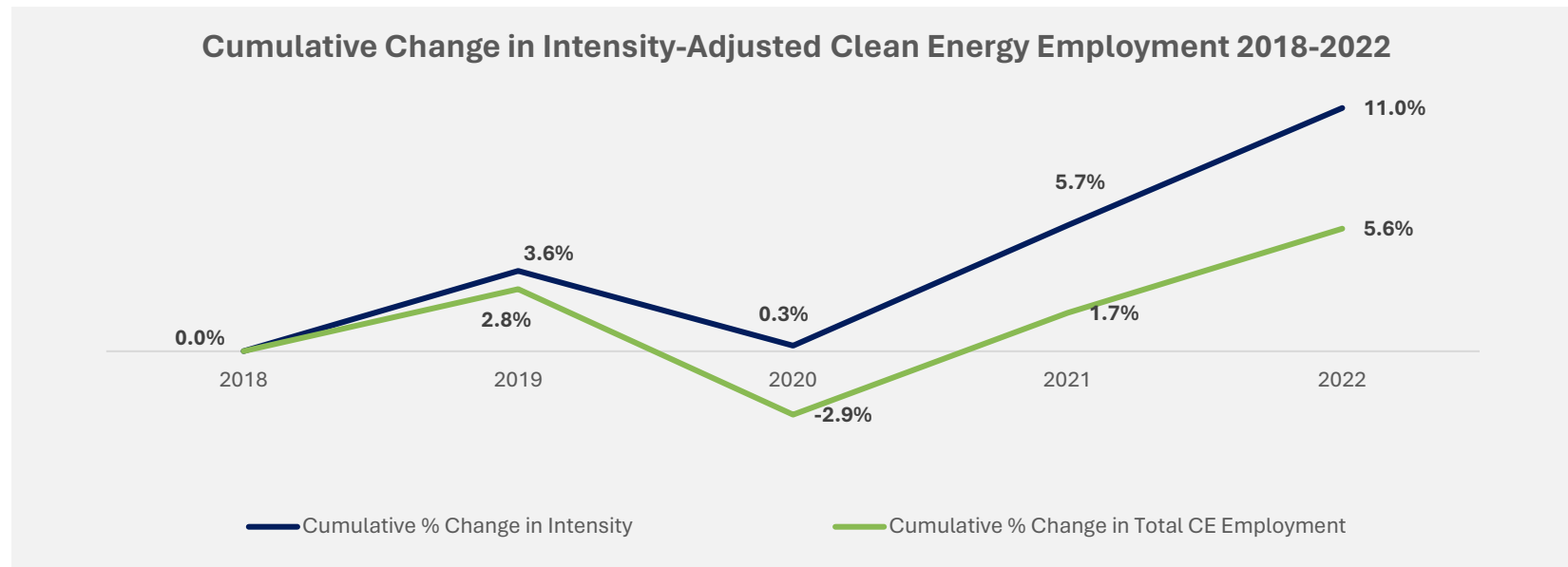
Clean Energy Establishments by Value Chain., 2022





The amount of time clean energy workers spend on clean energy-related activities is increasing

- Intensity-adjusted employment increased by 5 percent from 2021 to 2022, and 24 percent from 2016 to 2022
- By the end of 2022, 63 percent of workers in the clean energy industry were spending all their time on clean energy activities





The clean energy sector is a diverse workforce with many opportunities for veteran workers, however women continue to be underrepresented

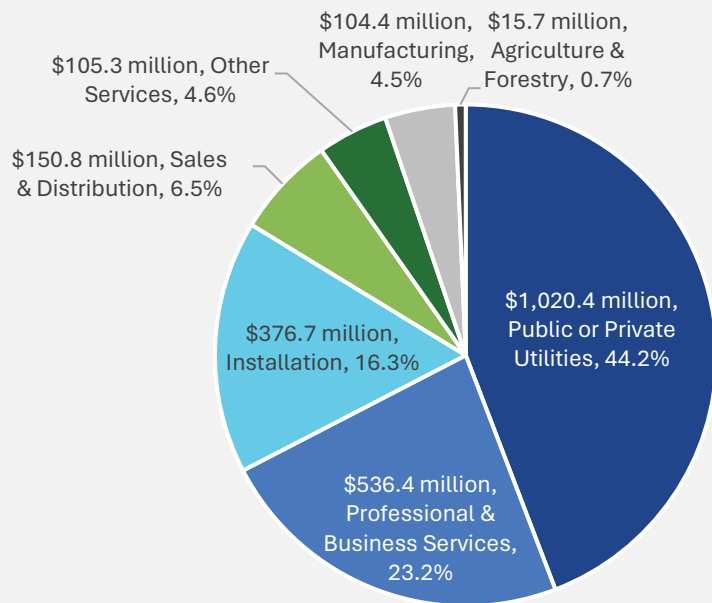
	Maine Clean Energy Industry	Maine Overall Economy
Female	25.6%	51.4%
Male	74.4%	48.6%
White	90.8%	93.8%
Hispanic or Latino	4.0%	2.1%
Black or African American	3.3%	2.5%
Asian	2.5%	1.6%
American Indian or Alaska Native	0.7%	0.6%
Native Hawaiian or other Pacific Islander	0.2%	0.1%
Two or more races	2.4%	1.5%
Veterans	7.6%	6.5%
55 and over	20.4%	27.6%

- Non-white workers, workers of Hispanic or Latino Ethnicity, and veterans make up a higher share of clean energy talent compared to the statewide labor force
- Workers aged 55 and older represent one-fifth of the clean energy workforce compared to about 28 percent in the overall economy
- Women make up more than half the workers across the state but only a quarter of clean energy workers



The state's clean energy industry contributed almost 3% to Maine's total Gross State Product

Maine Clean Energy Gross Product, 2022, by Sector



- The clean energy economy accounts for over 2 percent (~15,000) jobs in the state
- The clean energy industry contributed \$2.31 billion to the states economy in 2022
 - This totals to \$1,690 per capita
- The utility sector contributes the largest proportion (44 percent) to Maine's clean energy economic output

Maine Clean Energy Jobs Network

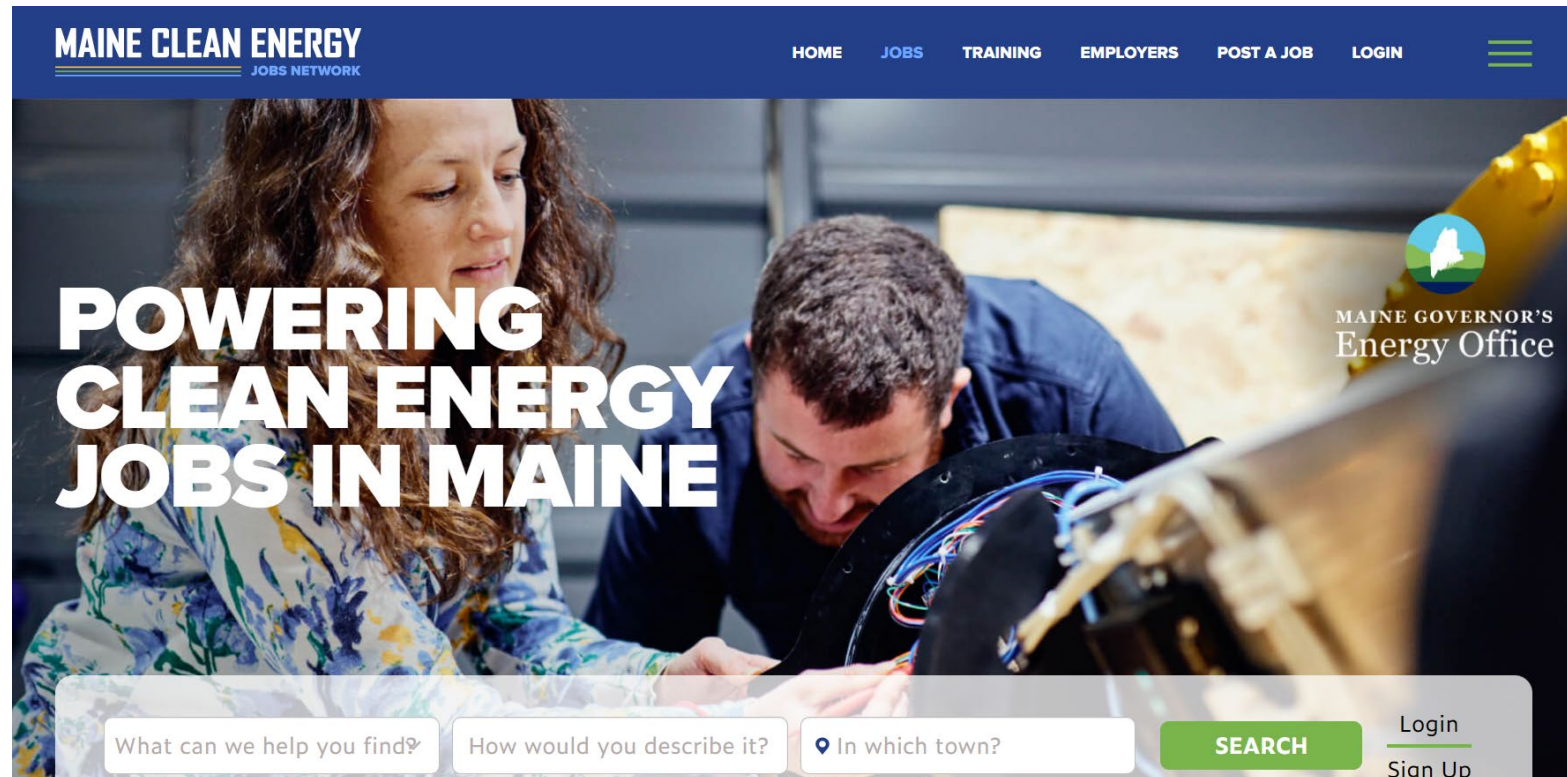


Maine Clean Energy Jobs Network

- Connect jobseekers with clean energy job opportunities
- Highlight clean energy employers in Maine
- Showcase the breadth of clean energy jobs available in Maine
- Connect learners with training and upskilling opportunities
- Feature workforce and business development resources for clean energy companies

www.maine-clean-energy-jobs.com

The **Maine Clean Energy Jobs Network** is a free, online job board and training database connecting clean energy and energy efficiency businesses with workers.



The screenshot shows the homepage of the Maine Clean Energy Jobs Network. At the top is a dark blue navigation bar with the logo 'MAINE CLEAN ENERGY JOBS NETWORK' on the left and menu items 'HOME', 'JOBS', 'TRAINING', 'EMPLOYERS', 'POST A JOB', and 'LOGIN' on the right. Below the navigation bar is a large hero image of a woman and a man working on a piece of equipment. Overlaid on the image is the text 'POWERING CLEAN ENERGY JOBS IN MAINE'. In the top right corner of the hero image is the 'MAINE GOVERNOR'S Energy Office' logo. At the bottom of the hero image is a search bar with three input fields: 'What can we help you find?', 'How would you describe it?', and 'In which town?'. To the right of these fields is a green 'SEARCH' button. Further right are links for 'Login' and 'Sign Up'.

Coastal Enterprises Inc





Coastal Enterprises

May 15, 2024



Maine-based community development financial institution (CDFI)

- **For 45 years**, responsive to the needs of rural regions that are economically challenged and dependent on natural resources
- **\$1.53 billion** deployed by CEI and its subsidiaries
- **44,623 jobs** created or retained
- **72,351** business or individuals advised
- **3,222** businesses financed



Blue Ox Malthouse

Certified & Highly Rated



Aeris independently rates community development financial institutions (CDFIs) against risk management standards. A four-star impact performance rating is the highest impact performance rating awarded. A Policy Plus rating recognizes that policy change is an integral part of the funds strategies to benefit disadvantaged people and communities. CEI's A+ financial strength and performance rating is awarded for very strong financial strength, performance and risk management practices relative to its size, complexity, and risk profile.

ABOUT US

CEI Mission



Aroostook Hops - Westfield, ME

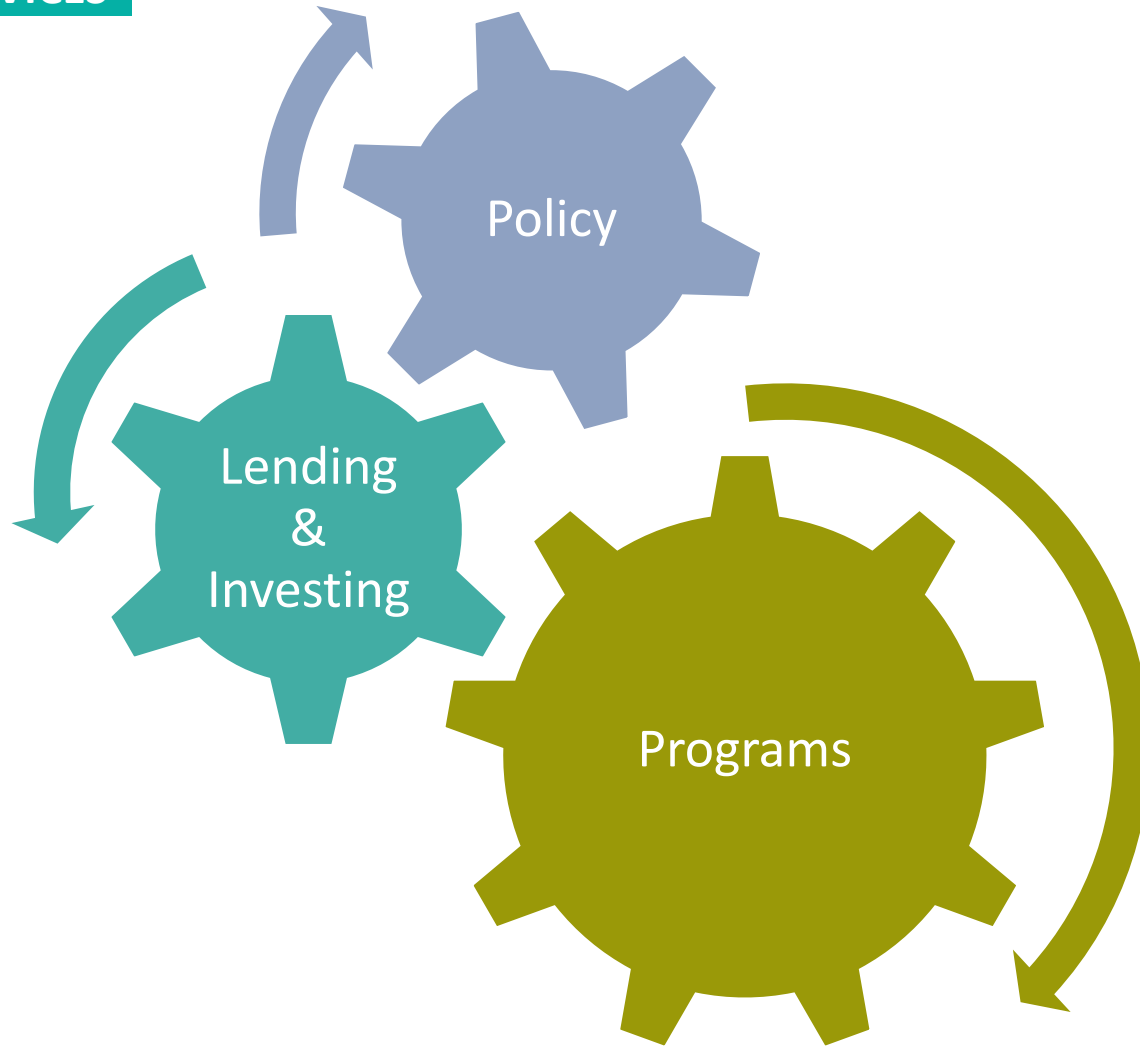
MISSION

CEI works to build a **just, vibrant and climate-resilient future** for people and communities in Maine and rural regions by integrating finance, business expertise and policy solutions in ways that make the economy work more equitably.



Goranson Farm

DELIVERY OF SERVICES



FocusME Cohort

CEI Programs

PEOPLE	SECTORS	DELIVERY	COHORT PROGRAMS	QUICK FACTS
<ul style="list-style-type: none">• Women• Immigrants• People of Color• Rural• Good Jobs• Asset building	<ul style="list-style-type: none">• Child Care• Climate• Food Systems<ul style="list-style-type: none">• Land<ul style="list-style-type: none">• Farms• Value-Add• Distribution• Sea<ul style="list-style-type: none">• Fisheries• Aquaculture	<ul style="list-style-type: none">• 1:1• Cohorts• Grants (recent)	<ul style="list-style-type: none">• Propeller 1-3• Shared Waters• FocusME• Child Care Biz Lab• Weatherization Biz Lab• And more...	<ul style="list-style-type: none">• 27 Staff• 4,000+ people served in FY2023

ABOUT

Weatherization Business Lab



Goal: Grow and scale contractor businesses that deliver weatherization and energy efficiency service in rural Maine.

RESEARCH	COHORT MODEL +	Outcomes	FUTURE?
<p>Encouragement from industry.</p> <p>Hours of interviews with industry and service providers to understand market needs and Maine needs</p>	<ul style="list-style-type: none">• Two 7-wk cohorts• CEI business experts• Industry input and guest speakers• Business advising 1:1• Warm handoffs• Access to capital	<ul style="list-style-type: none">• Increase capacity• More weatherization of LMI households• Increase Efficiency Maine vendors, CAP agency registered.• Meet participant expectations	<ul style="list-style-type: none">• Improvements to next cohort• Additional outreach• Policy?





QUESTIONS?

Contact: Jsporzynski@ceimaine.org

Central Maine Growth Council





Dirigo Labs Clean Energy Partnership

Energizing Maine's Cleantech Landscape



About the Accelerator



Dirigo Labs 2.0 Cohort after completing the 2022 Dirigo Labs pitch competition

Who We Are

Dirigo Labs is a regional startup accelerator based in Waterville, Maine. With a mission to grow mid-Maine's digital economy by supporting entrepreneurs building innovation-based companies, the Dirigo Labs ecosystem brings together people, resources, and organizations to ensure the successful launch of new startups. Dirigo Labs operates under Central Maine Growth Council and is supported by several organizations, academic institutions, and investment firms.

Our Cleantech Program

Central Maine Growth Council (CMGC) has been awarded a one-year contract valued at \$150,000 from the Governor's Energy Office through the Clean Energy Partnership program to expand its Dirigo Labs accelerator program. The contract and additions to the Dirigo Labs program will prioritize companies that are engaging in sub sectors such as renewable energy, cleantech aerospace, environmental monitoring technologies, and innovation-enabling clean energy infrastructure.

Team



Kim Lindlof
Executive
Director



Garvan Donegan
Dir. of Planning,
Innovation, & Econ.
Dev.
Dirigo Labs, PI



Gabe Gauvin
Assistant Director of
Economic
Development &
Strategic Projects



Sabrina Jandreau
Development
Coordinator



Nikki Timmins
Grant & Finance
Manager



Susan Ruhlin
Dirigo Labs
Managing Director



Emalee Hall
Dirigo Labs
Program Manager



Mufaddal Ali
Dirigo Labs
Project Management
Specialist

Overview of Partnerships





Cleantech GEO Project

Awarded a contract with the Governor's Energy Office – Clean Energy Partnership to serve cleantech sector startups

- Contract for 1 year - \$150K- possibility to extend
- Serve founders in and outside of DL cohort
- Additional programming offerings in planning stages
- Potential additional pitch events
- Founders will have access to coaching and advising with EiRs

Three (3) Tier Cleantech Incubation & Acceleration Programming

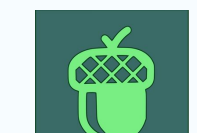
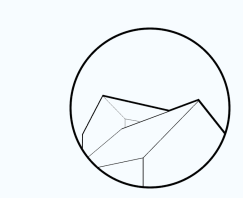
1. Dirigo 3.0 Cohort with in a Cohort
Model for Cleantech Companies (N=5)

2. DL 1.0 + 2.0 Continuum

3. Open Access CleanTech TA

Success Metrics:

1. Sales generated
2. Equity Raised
3. Total Capital Raised
4. Patents & IP
5. Products Launched; Commercializations
6. Partnerships
7. Incentives deployed



Dirigo Labs Mentors

Temporary Advisory Board

Temporary Advisory Board Members work most closely and devote the most time to a startup team. As one of three advisors for a startup, these mentors attend regular accelerator learning sessions and may attend periodic meetings with mentees as needed. The total time commitment is usually 3 hours per week for 16 weeks.

Floating Mentors

Floating Mentors may work with several teams during a cohort term, each in a limited capacity. As a Floating Mentor, mentors attend most of the accelerator learning sessions and provide meaningful feedback, make connections for mentees, and/or share recommendations based on their area of expertise. The total time commitment is usually 1-2 hours per week for 16 weeks.

Pool Mentors

Pool Mentors contribute expertise and time on an as-needed basis, consulting with entrepreneurs virtually or in-person based on availability and geographic location. As a pool mentor, mentors serve a critical need particularly for niche areas of expertise. The total time commitment is usually 1-2 hours per month.

Enhanced Curriculum

- Added 6 weeks of programming solely focused on financial modeling; expanding
- 2 Sessions in January on finance 101
- 7 Sessions on Financial Modeling
- 3x sessions per week + curriculum: KPIs, Value Prop., Product Development, Customer Discovery, Legal, IP, Fundraising, Economic Incentives + Workforce, HR, Team Building, Pitching prep (performative + funding)

Dirigo Labs Cohort 3 - Financial Model Template

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N38 +

Financial Model Summary Sheet **DIRIGO LABS**

	2024	2025	2026	2027
Revenue Breakdown				
Total Revenue	\$ -	\$ -	\$ -	\$ -
Cost of Sales	\$ -	\$ -	\$ -	\$ -
Gross Profit	\$ -	\$ -	\$ -	\$ -
Operating Expenses	\$ -	\$ -	\$ -	\$ -
Operation Profit	\$ -	\$ -	\$ -	\$ -
Other income & Expenses	\$ -	\$ -	\$ -	\$ -
Net Income (Pre-tax)	\$ -	\$ -	\$ -	\$ -
Cash Flows				
Cash from Operations	\$ -	\$ -	\$ -	\$ -
Cash used in Investing	\$ -	\$ -	\$ -	\$ -
Cash from Financing	\$ -	\$ -	\$ -	\$ -
Net change in cash position	\$ -	\$ -	\$ -	\$ -
Balance Sheet				
Cash	\$ -	\$ -	\$ -	\$ -
Long Term Assets	\$ -	\$ -	\$ -	\$ -
Debt	\$ -	\$ -	\$ -	\$ -
Owner Equity	\$ -	\$ -	\$ -	\$ -
Retained Earnings	\$ -	\$ -	\$ -	\$ -

Our Residency Model



About Bricks Coworking & Innovation Space

Established in 2018 by RJ Anzelc, Bricks Coworking and Innovation Space is the home of central Maine's most innovative startups and remote businesses. Bricks offers several membership options for members and non-members, including floating desks, private offices, a conference room, and a classroom for larger gatherings and meetings. Dirigo Labs cohort members enjoy a Bricks membership during the 17-week+ curriculum.

Serving Cleantech Sector Startups

Building upon Dirigo Labs' existing national mentor network, the accelerator will additionally support 18-20 clean tech companies with mentors with deep cleantech experience. Curriculum development will concentrate on unique challenges faced by cleantech entrepreneurs, such as applying for Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) grants and cleantech funding sources, navigating energy regulations and policy frameworks, integrating sustainability best practices, and optimizing supply chain and manufacturing processes.



Cleantech Curriculum



Executives-In-Residence



Mentorship



Technical Assistance

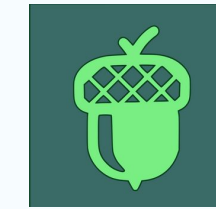


R&D Support

Meet Our Third Cohort



Perennial Renewables
Hallowell, ME



Oak AI
Portland, ME



EmTech Care Labs
Portland, ME



Finsulate
Portland, ME



Awen Recovery
Portland, ME



New England Karting Challenge
Vassalboro, ME



Alivo
South Portland, ME



Everything Seaweed
Portland, ME



ClaimData
Wales, ME



Lunadesk
Portland, ME



SnoYak
Oakland, ME



HEALTH FOR MANKIND
a digital health company
Health for Mankind
Boston, MA

Meet Our Cleantech Executives In Residence



Bob Martin

Bob Martin is an Advisor in Residence (AiR) of the Halloran Lab for Entrepreneurship. He is the Managing Partner of Strategic Equity Partners LLC, a consultancy focused on helping companies develop effective growth strategies. He has helped scores of early-stage and startup ventures, and worked with later stage and large enterprises. A recognized leader and speaker in the world of innovation and entrepreneurship, Bob became widely known as the former President of the Maine Technology Institute. He serves on a number of boards, including ClimateWork Maine, and works as a mentor with the Maine Center of Entrepreneurs, and Dirigo Labs.



Jeff Marks

Jeff has worked for twenty years at the intersection of business, government, and the economy. He currently serves as ClimateWork Maine's first Executive Director. He was previously Maine Director and Senior Policy Advocate at Acadia Center, where he works on climate change and energy issues. Prior to that, he was the Executive Director of E2Tech (the Environmental & Energy Technology Council of Maine). In 2010 – 2012, he served as the Deputy Director of the Governor's Energy Office. Prior to that, he worked at United Technologies as the Director of Energy and EHS Policy, and as the manager of Government Relations. From 2000 to 2004, Jeff was the Director of Environmental and Air Quality at the National Association of Manufacturers.

Overview of Next Steps

1. Close out DL 3.0 + Pitch, including
Cleantech cohort-within-cohort model
2. Continue and grow continuum of
technical assistance of Cleantech
companies via DL 1.0 and DL 2.0
3. Open enrollment recruitment
4. Launch spring cleantech specific cort Q3-4
5. Implement Cleantech Specific Pitch or
Challenge Competition for Cleantech
Companies



Thank you

Contact

Garvan D. Donegan

Director of Planning, Innovation, & Economic Development

Central Maine Growth Council

Principal Investigator (PI)

Dirigo Labs

50 Elm Street, Waterville, ME 04901



Discussion & Next Steps

- Public comment
- Next meeting



Thank You



www.maine.gov/energy

www.maine.gov/initiatives/cep