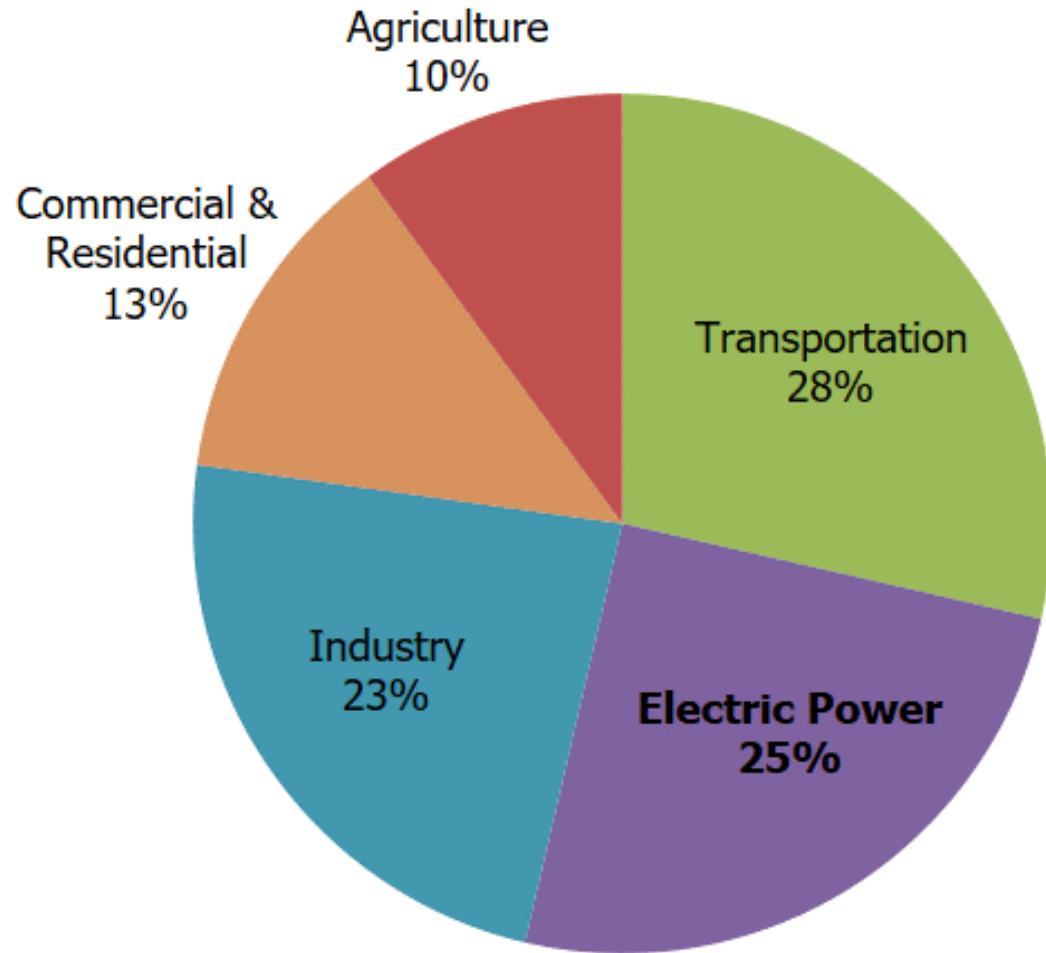
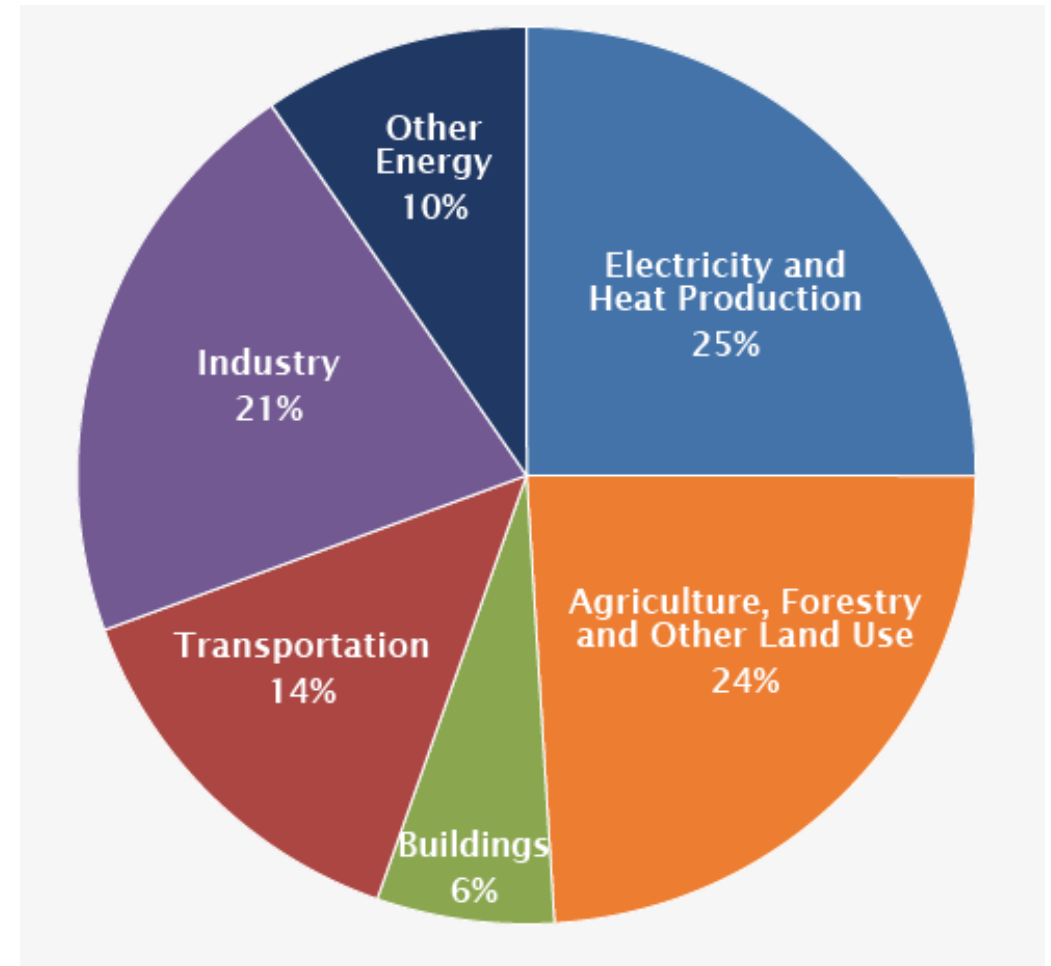

Creating a Roadmap & Scorecard for your business



US emissions by sector



Global emissions by sector



Risks & Opportunities



Maine student climate strike, Portland Press Herald 2019

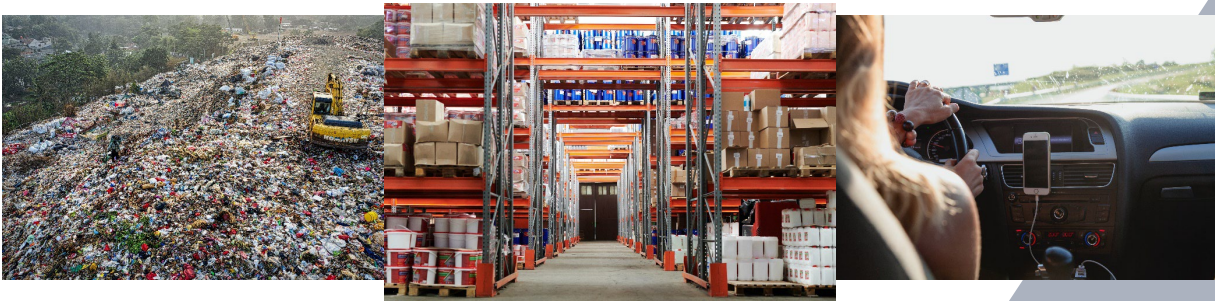
Your business emissions



Scope 1
direct



Scope 2
Indirect: electricity



Scope 3
Indirect: supply chain,
employees, waste

Business Climate Roadmap

- ✓ Goals integrated across business
- ✓ Prioritized actions
- ✓ Implementation plan, budget & scorecard
- ✓ Communication

- ✓ Revisit & Revise





Summit 2023



Cheaper and cleaner energy
for Small-Medium Business

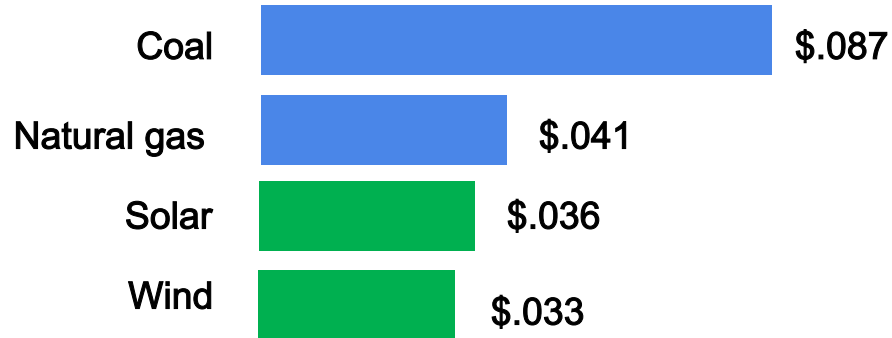
Made quick & easy

Contact: Malcolm Smith
malcolm.smith@sustaine.com

m: 512-554-5104

Cleaner is ALREADY CHEAPER

Cost of New Electricity (\$/kWh in 2020)



Calculated by Freeing Energy from sources including EIA, NREL, LBL, GTM/MacWood, Lazard, BNEF \ <http://fep.link/g108>

**Inflation Reduction Act pays 30%
40% in low-income communities
Not-for-profits too**

SAVINGS Are Real in Maine

Mill & shops
discount

Offsite “community” solar

10% instant

Small manufacturer

Little / no money down

LED lighting

Auto dealer

16-month payback

Onsite solar



Medium manufacturer

Onsite solar

15%

FUNDING Is Available

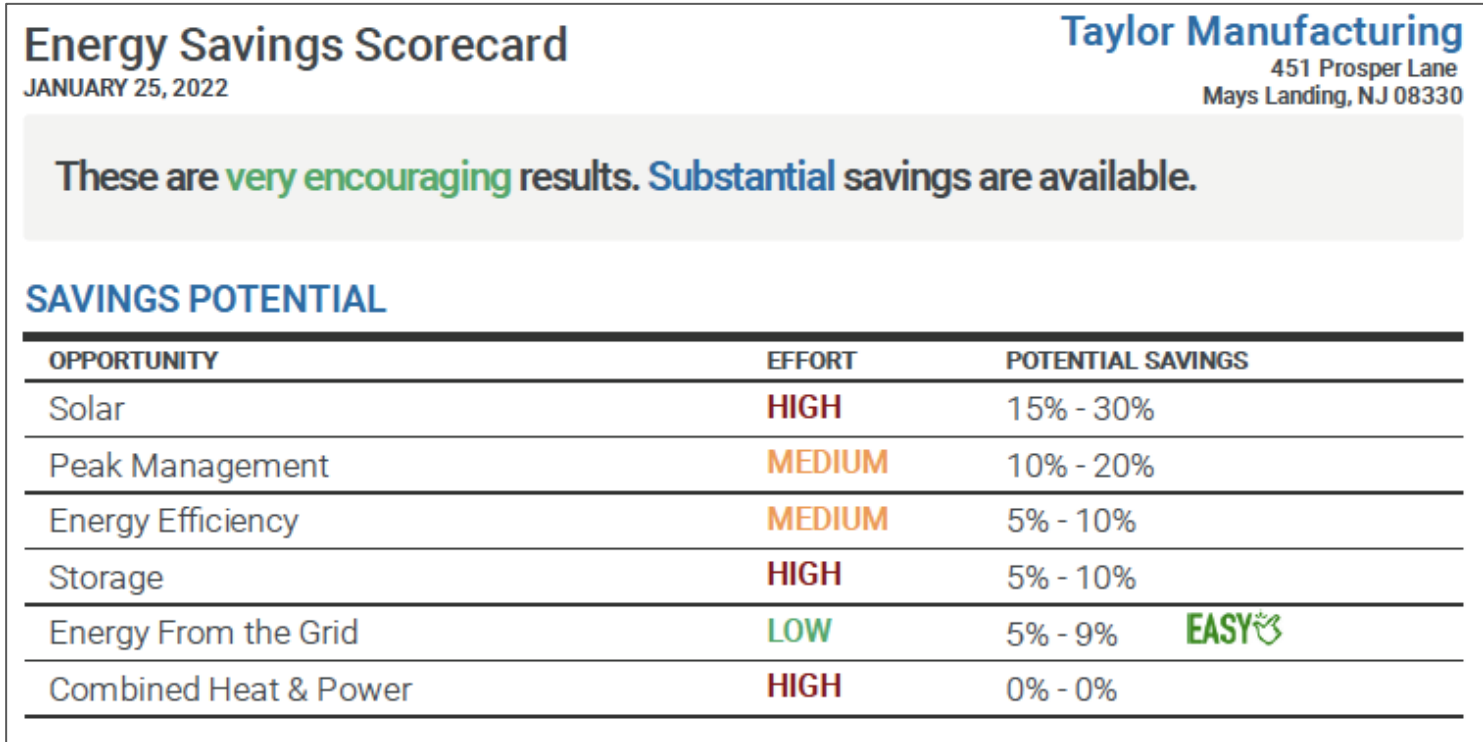
Federal Tax Credit 30% - 40% of project cost

USDA REAP Grants 25% grant or 75% loan
guarantee

Low-interest loans 0% - 4%

New energy bill + Loan payment < Old energy bill

Where to START? Scorecard Makes It EASY



**1 Electric Bill
Free**

Software-Driven

Why Not NOW?

Cleaner Energy is ALREADY CHEAPER

SAVINGS Are Real in Maine

FUNDING Is Available

Where to START? Scorecard Makes It EASY

Contact: Malcolm Smith
malcolm.smith@sustaine.com
m: 512-554-5104



A Roadmap and Scorecard

for
Maine Businesses
Making the
Transition to
Clean Energy

On the Pathway to Clean Energy

Volunteer Project Director



Fred Horch

Current Business

- Co-Founder, **Spark Applied Efficiency**
(Mechanical Contracting Firm & Efficiency Maine Qualified Partner)

Prior Experience

- **F.W. Horch Sustainable Goods & Supplies** in Brunswick
- **Maine Interfaith Power & Light**
- **TriNet Services** Internet consulting
- **Pacific Gas & Electric** public utility



You can reach Fred at:
info@PathwayToCleanEnergy.org



Your Own Use of Clean Energy

Just One Piece of the Climate Change Puzzle



A Bold Commitment



Get on the Pathway to
100% Clean Energy

- Join dozens of Maine business owners who have made a shared commitment.
- Take practical, cost-effective steps for your own business.
- Transition to clean energy—in ways that benefit us all.

Join the business-led voluntary project

www.PathwayToCleanEnergy.org

Pathway Destination

Power Maine businesses with clean energy



Business Owners

Build a stronger business

Everyone

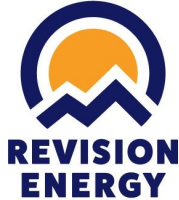
Grow a better economy



Trailblazers on the Pathway

Lamey Wellehan

Maine's Shoe Store Since 1914



REVISION ENERGY



iBec Creative

PORTLAND, MAINE

flowfold



Scratch Baking Co.



Wicked Leaf
ORGANIC TEAS

Wicked Joe
ORGANIC COFFEES

Geiger
Brandspiration.



Androscoggin Bank

spark APPLIED EFFICIENCY

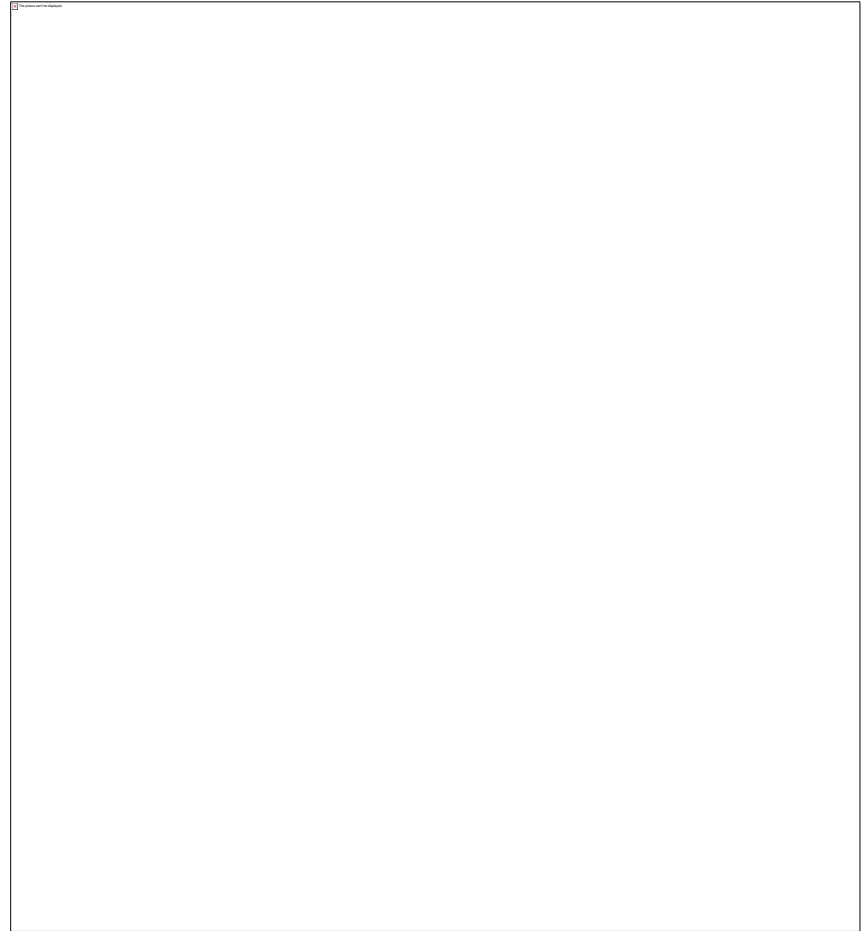


gwi
GREAT WORKS INTERNET



FREE Pathway Resources

Logo, Website, Guidebook & More



www.PathwayToCleanEnergy.org



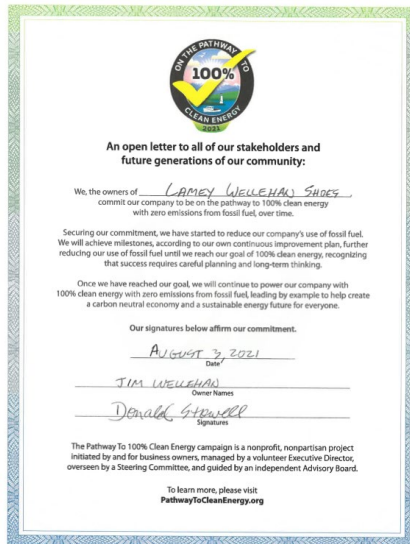
Keep It
Simple

- Positive ***focal point***: 100% clean energy
- Clear ***commitment***: open letter
- Practical ***strategies***:
 - efficiency
 - electrification
 - renewable energy
- Powerful ***marketing***: shared logo
- Consistent ***reporting***: annual emissions
- Meaningful ***result***: emissions reduction

Your Clean Energy Journey

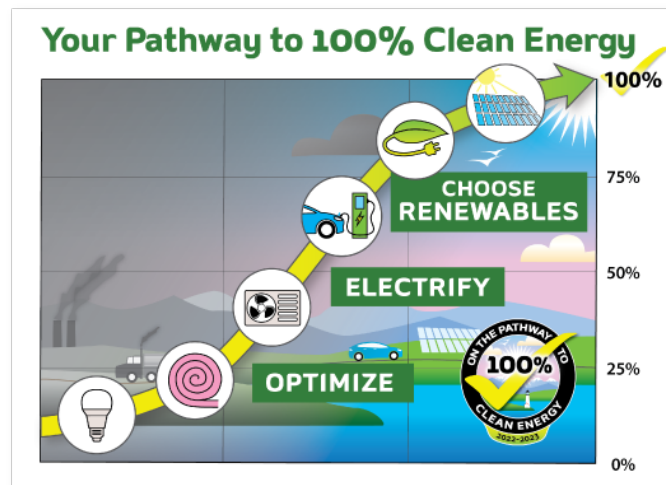


1. Commit



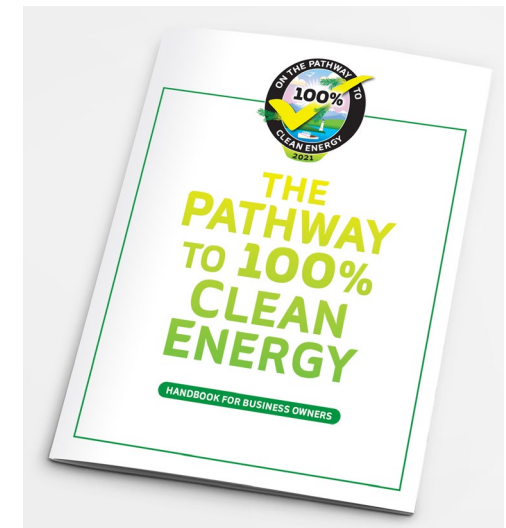
Commit power your business with 100% clean energy over time.

2. Act




Reduce your own use of fossil fuel with efficiency, electrification, and renewable energy.

3. Report



Report your plan to achieve 100% clean energy.

Make A Shared Commitment



**ON THE PATHWAY TO
100%
CLEAN ENERGY
2021**

**An open letter to all of our stakeholders and
future generations of our community:**

We, the owners of LAMEY WELLEHAN SHDES
commit our company to be on the pathway to 100% clean energy
with zero emissions from fossil fuel, over time.

Securing our commitment, we have started to reduce our company's use of fossil fuel.
We will achieve milestones, according to our own continuous improvement plan, further
reducing our use of fossil fuel until we reach our goal of 100% clean energy, recognizing
that success requires careful planning and long-term thinking.

Once we have reached our goal, we will continue to power our company with
100% clean energy with zero emissions from fossil fuel, leading by example to help create
a carbon neutral economy and a sustainable energy future for everyone.

Our signatures below affirm our commitment.

AUGUST 3, 2021
Date

JIM WELLEHAN
Owner Names

Donald Stewart
Signatures

The Pathway To 100% Clean Energy campaign is a nonprofit, nonpartisan project
initiated by and for business owners, managed by a volunteer Executive Director,
overseen by a Steering Committee, and guided by an independent Advisory Board.

To learn more, please visit
PathwayToCleanEnergy.org

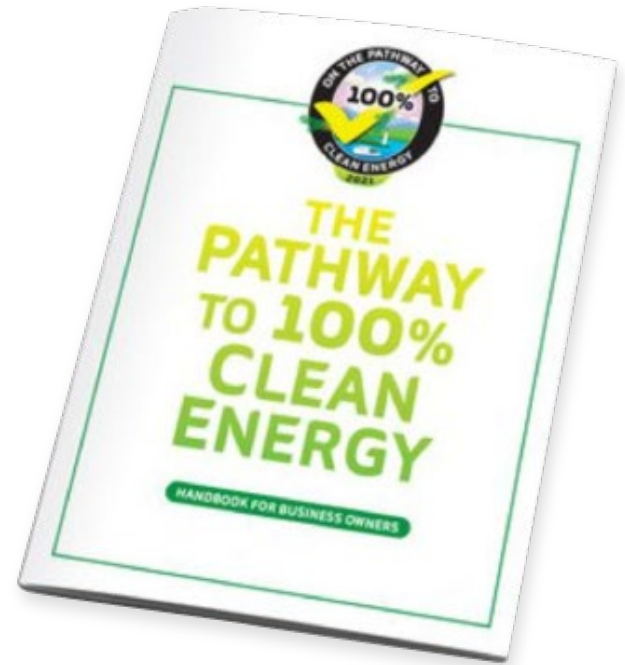
- Sign an open letter to your stakeholders and future generations.
- Commit your business to be on the pathway to 100% clean energy **over time.**

Reduce Your Use of Fossil Fuel

Start optimizing your efficiency, electrifying your equipment, and choosing renewable electricity.

For practical, step-by-step instructions, get ***“Operating Your Business with Clean Energy: A Guidebook for Owners of Small and Mid-Sized Businesses.”***

FREE from the Pathway Project website.



www.PathwayToCleanEnergy.org

Report Your Progress



Report your annual Scope 1 and Scope 2 greenhouse gas emissions from fossil fuel, as you make progress toward your goal of 100% clean energy.

Don't already have a reporting tool?
Use our online ***Emissions Calculator***.

FREE on the Pathway Project website.

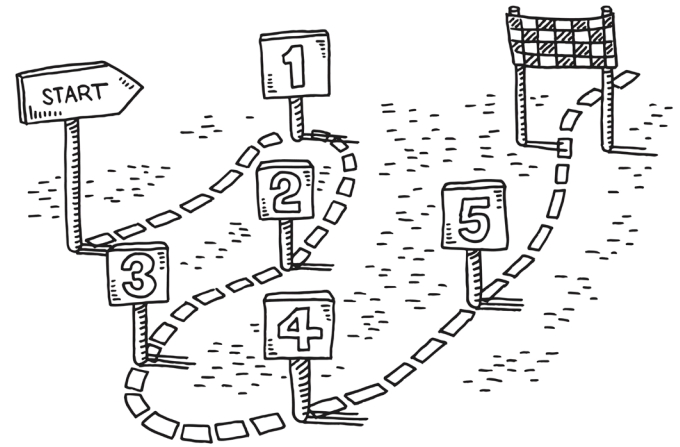
www.PathwayToCleanEnergy.org



Plan Your Path to Clean Energy

Plan your own path to 100% clean energy in a way and on a schedule that *makes sense* for your business:

- your steps to optimize efficiency
- your steps to upgrade equipment and vehicles that burn fossil fuel
- your steps to buy or generate renewable electricity



www.PathwayToCleanEnergy.org

Pathway Roadmap





Pathway Scorecard

- Goal
Zero emissions from fossil fuel.
- Action
Use electric equipment powered by renewable electricity or choose renewable fuel.
- Measurement
Report annual emissions from your own electricity and fossil fuel use.



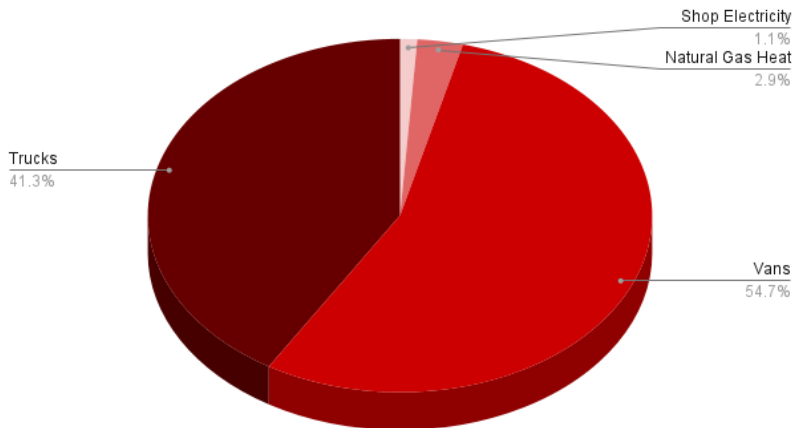


Example Emissions Report

2022 Fossil Fuel Emissions

51,276 kg CO₂e

2022 Emission Sources



Shop electricity: 1.10%
Natural gas shop heater: 2.92%
Vans: 54.68%
Pick-up trucks: 41.30%



Sample Pathway Plan

1. Subscribe to Maine community solar for electricity.
2. Upgrade to LED lighting.
3. Improve weatherstripping and insulation to reduce heat loss.
4. Replace natural gas shop heater with electric heat pump.
5. Replace fuel-burning vans (Ford Transits) with electric vans (Ford E-Transits).
6. Replace fuel-burning pick-up trucks with electric pick-up trucks (when affordable).



Is the Pathway To
Clean Energy right
for your business?



www.PathwayToCleanEnergy.org

Thank You!

info@PathwayToCleanEnergy.org