



Letter from our Board Chair

While it is too early to predict what the long-term impacts of the COVID-19 pandemic will be, we know that energy efficiency's contributions to a sustainable economic future are more important than ever.

Our Board of Directors believes that effective and efficient governance is an essential foundation for EfficiencyOne's success, especially during times of unprecedented change. I am confident that we will weather the storm and excel in achieving our strategic and operational objectives.

I am also confident in Nova Scotia's energy efficiency industry. Nova Scotia has robust energy efficiency knowledge, expertise and industry capacity. We have an established network of qualified trade partners and strong public awareness of – and demand for – energy efficiency programs and services. There is little doubt that support for businesses and individuals in reducing their energy costs will be even more critical in the months and years ahead. In 2019, Efficiency Canada recognized Nova Scotia for leading the country in energy efficiency programs, as well as training and professionalization. The country's first comprehensive scorecard assessing provincial performance on energy efficiency programs and policies noted that we have the highest number of energy managers and advisors in Canada, relative to the number of buildings and industries.

There has been significant development in Nova Scotia's energy efficiency industry over the past four years, as efficiency programs have expanded with new support from all levels of government in response to the global climate crisis and the full range of benefits energy efficiency delivers.

Nova Scotia's Efficiency Trade Network has more than doubled in size since 2016, and now comprises more than 300 small-and medium-sized businesses across the province. Together, those businesses employ 2,500 Nova Scotians in a wide variety of occupations, including heat pump contractors, lighting specialists, solar installers, builders, and more.

Throughout 2019, our Board of Directors remained focused on governance that promoted EfficiencyOne's values of integrity, innovation and partnership. Our Board also appointed a new director, Vicky Sharpe, further building on the existing professional experience of Board members serving private, public and non-profit organizations. As we move into 2020, we are continuing to grow the diversity and expertise of the Board of Directors, even better positioning EfficiencyOne for future success built on strong independent governance.

Strong leadership and partnerships will continue to be critical when we emerge from the pandemic crisis and begin the process of rebuilding. There is no doubt that efficiency will play a critical role in the Province's long-term energy and climate change goals. It is also clear our energy efficiency industry will be ready to make up lost ground and ensure that Nova Scotia remains a leader in the transition to a clean energy future.

William (Bill) Lahey,

**Chair of the Board, EfficiencyOne
President and Vice Chancellor, King's University**