

EEAC Letter of Interest

To whom it may concern,

My name is Julian Picard, I have been a resident of Massachusetts since I was born in August of 1993. I am one of six kids, and I come from a long line of small business owners in Massachusetts. From my maternal grandfather who owned different restaurants and type writer repair shops, to my paternal grandfather who ran a gas station and small carpentry shop. I have always been surrounded by small business.

I started to continue this legacy in the residential HVAC field when I started my small service and repair business in October of 2020 called Centerline Mechanical LLC. Before I started Centerline Mechanical LLC, I had graduated from Massachusetts Maritime Academy in 2016 in the Marine engineering program. I was the first in my family to graduate from college, and went on to work for a property management company in Florida because the shipping industry was a little slow. I worked on how to make these properties more energy efficient, and providing the residents with the best HVAC systems I could get the investment companies to bite on.

Once shipping picked up, I sailed on my Marine Engineering license in the American Maritime Officers union (AMO). When the Covid 19 pandemic hit, I was currently on a shipping rotation making travel home from other countries very difficult. After getting off of the ship in the united states and being newly married, I decided to start Centerline Mechanical LLC because I could see a brighter future doing good work in the Mass Save heating and cooling program.

A big topic of interest for me was the Heat pump incentives Massachusetts was going to lead the not only New England with, but also the entire nation. After traveling around the world and seeing the heat pump applications around the globe, I thought the United States was falling behind. When I saw the new incentives to get all Massachusetts residents heat pumps, it was a breath of fresh air.

Since January of 2022, we have been installing almost exclusively heat pumps converting residents from their fossil fuel systems. We are a small company with there being only 7 of us, including women working in the trade. I work closely with Blackstone Valley Tech advising them on the new technology in the industry so they are prepared to enter the ever changing work force.

There are many small businesses like mine that have a hard time balancing the workload of a small business, along with keeping up with the Mass Save program and how the program can actually help those businesses help Massachusetts residents more than they currently are. I would like to bring my perspective to the EEAC so we can better help the small companies maximize their efficiency to better serve the residents of Massachusetts.