

Executive Director's Summary Report to the Board of Trustees of the Efficiency Maine Trust

January 23, 2013

I. Communications

a. Government Affairs

In January, the Executive Director held introductory meetings with the new Senate co-chair of the Energy, Utilities and Technology Committee (EUT) and also with the new director of the Governor's Energy Office. The Executive Director also presented an "Orientation" briefing to the new members of the Legislature's Energy, Utilities and Technology Committee.

In November, the Staff filed with the Public Utilities Commission its petition for approval of the Triennial Plan for Fiscal Years 2014-2016. Since then the Staff has responded to dozens of data requests from the Commission, submitted testimony in the case, participated in a full-day public hearing with the commissioners, their staff, and other interveners in the case, and filed a brief supporting approval of the Plan and answering specific questions posed during the hearing.

In December, the Staff also continued to engage with the PUC in the docket that is considering whether to approve a long term contract for the Trust to deliver electric and capacity savings. A decision is expected from the Commission on January 24, 2013.

b. Awareness and Press

A lengthy piece on the large digester project at Exeter Agri-Energy facility ran in the *Portland Press Herald* "Cow power in full bloom at Maine dairy farm"(1/19/2013). The article acknowledges Efficiency among three public sources of funding.

On January 5, the *Morning Sentinel* ran a short notice announcing that The Breathable Home (Bo Jespersen) had been recognized by the



Trust as the winner of the Participating Energy Advisor of the Year.

On January 7, Joshua Wojcik of Upright Frameworks penned an OpEd in the *Bangor Daily News* entitled, “Leaving Maine’s elderly out in the cold.” In the editorial, Mr. Wojcik recognizes Efficiency Maine’s existing programs, such as the PACE loan program, that are available to help Mainers lower their high heating costs through energy upgrades. But he argues that these programs are not sufficient to help the growing number of Mainers, especially elderly and calls for greater investment.

In December, Staff was interviewed on Box Top Radio, a weekly radio show on WLOB talk radio, in the Portland market (1310 AM), about the Business Programs.

There was also coverage of our Multifamily Program on Bangor TV stations *WABI TV* (CBS affiliate) and *Fox 22*. Stories on the Multifamily Program also ran in November in *Mainebiz* (11/12/2012) and

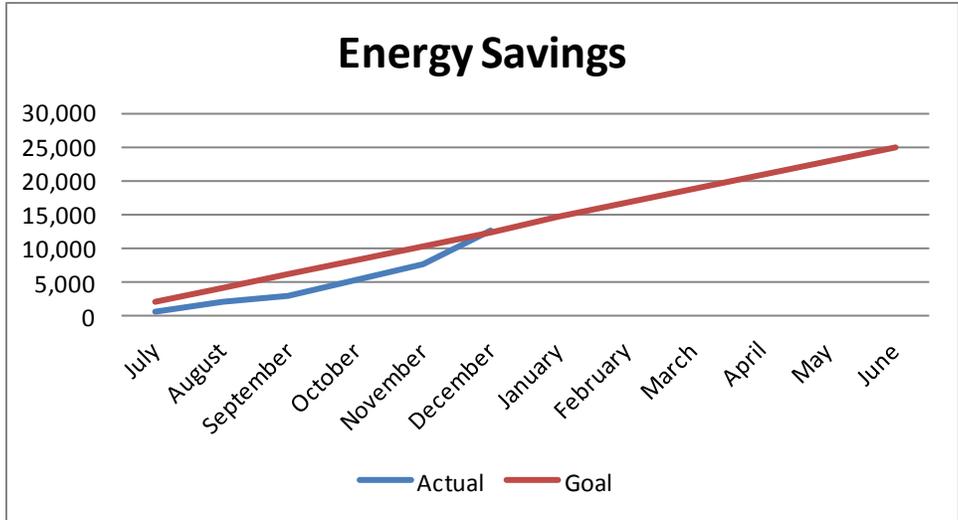
In the online media journal *FirstTracks*, Sunday river touted its early season capacity to make snow while recognizing the contribution of Efficiency Maine to their increased production, at greater efficiency, with new snow guns. “Sunday River Opens Tomorrow Top to Bottom” (11/5/2012).

II. Program Highlights

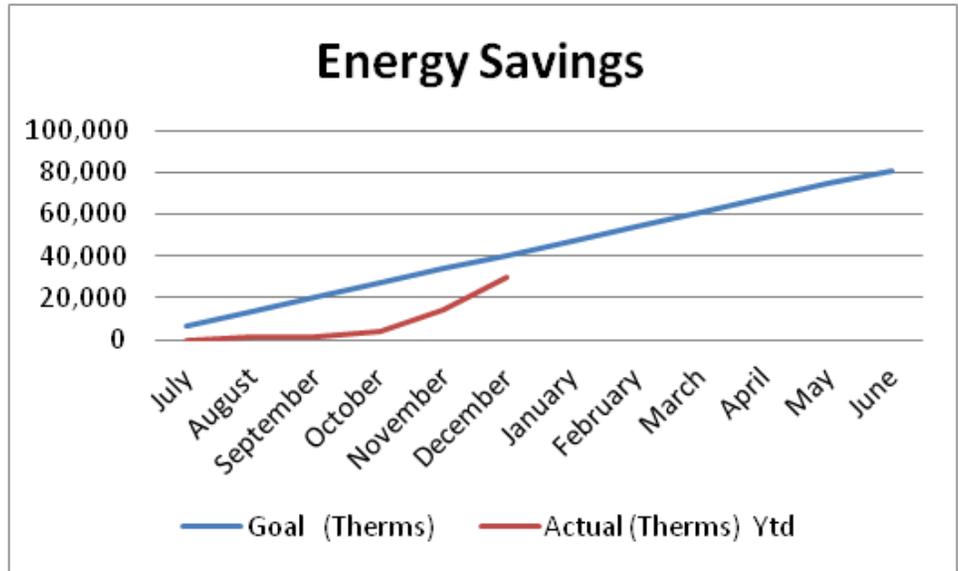
a. Business Program

i. Business Incentive Program

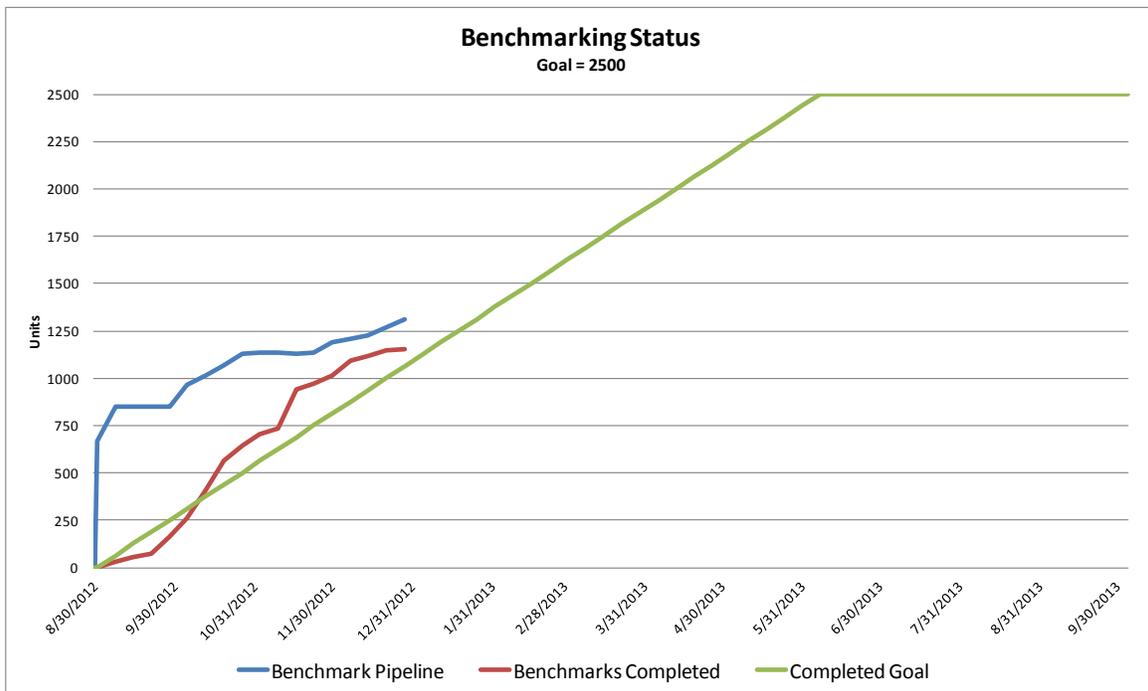
- ELECTRIC
- 12,686 MWh in 1st Year Savings installed– 51% of goal at 50% of yr
- 977 individual projects completed
- Customer Incentives slightly above budget (\$1,859,904)
- Delivery Costs through November (2012) on budget (\$822,203)
- Paperless application process is now in place
 - Qualified Partners enter projects directly into the Trust’s “effRT database”
 - Self-Install customers submit application from the [Efficiency Maine Website](#) (a 9 easy step process)



- NATURAL GAS
 - Incentive payouts (Jul-Dec) \$70,162
 - Delivery Cost (Jul-Dec) nearly \$36,000
 - 5 Completed Projects in December – YTD 32 project
 - Savings are behind goal YTD



ii. **Multi-Family Program**



- Project pipeline
 - 1,314 units have been submitted for participation in the program
 - 1,152 units (39% of the yearly goal of 2500) have completed benchmarking
 - 124 Benchmark reports have been sent
 - 460 units have submitted their audits
 - 388 units used the Modeling Path
 - 72 units chose the Prescriptive path
 - 277 units have received an approved audit
 - 103 units are under construction
- Website activity – traffic was markedly down over the holidays
 - Overall traffic to the Efficiency Maine site was down by over 30%
 - We expect numbers will be up to typical levels for the next reporting

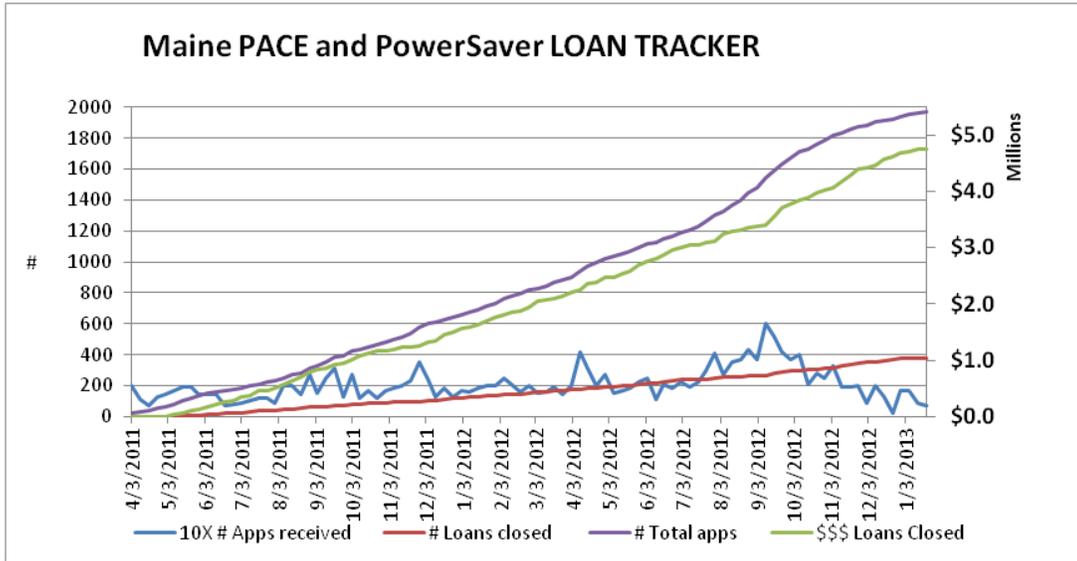
iii. **Small Business Direct Install**

- Program incentive structure defined:
 - 70% of the project cost or \$.235/kWh saved, whichever is reached first
- Analysis of utility data provided by BHE/MPS customer base indicates that 95% of the businesses are 25kW or less and potentially eligible for this program
- Project Proposal Template is in final development
- Outreach material is in final development – Co-branding with Utilities

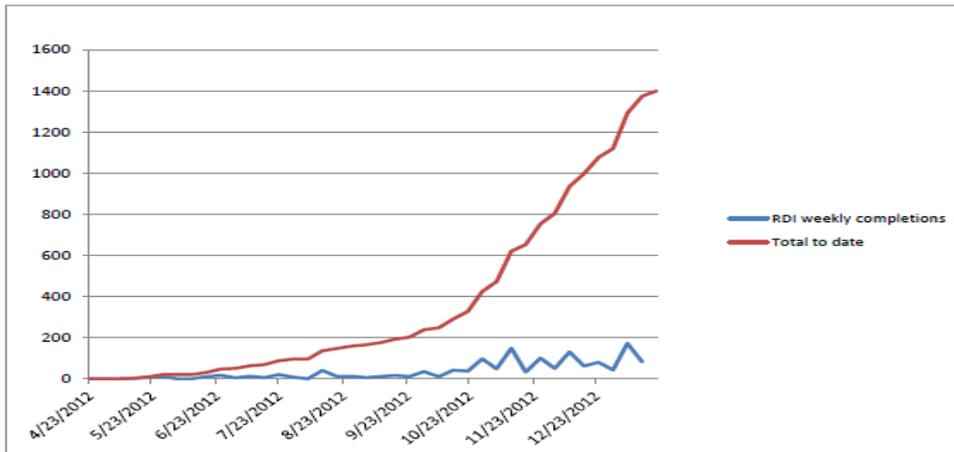
b. Residential

i. Maine BetterBuildings Loan Program

PACE & PowerSaver Loans

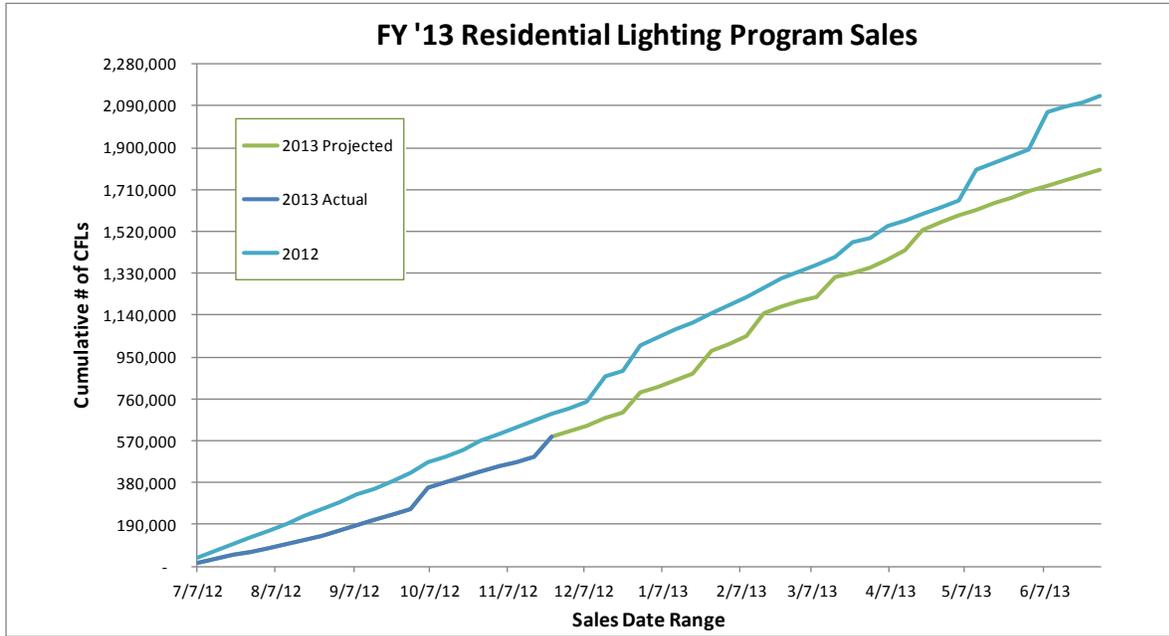


Residential Direct Install (Air Sealing)

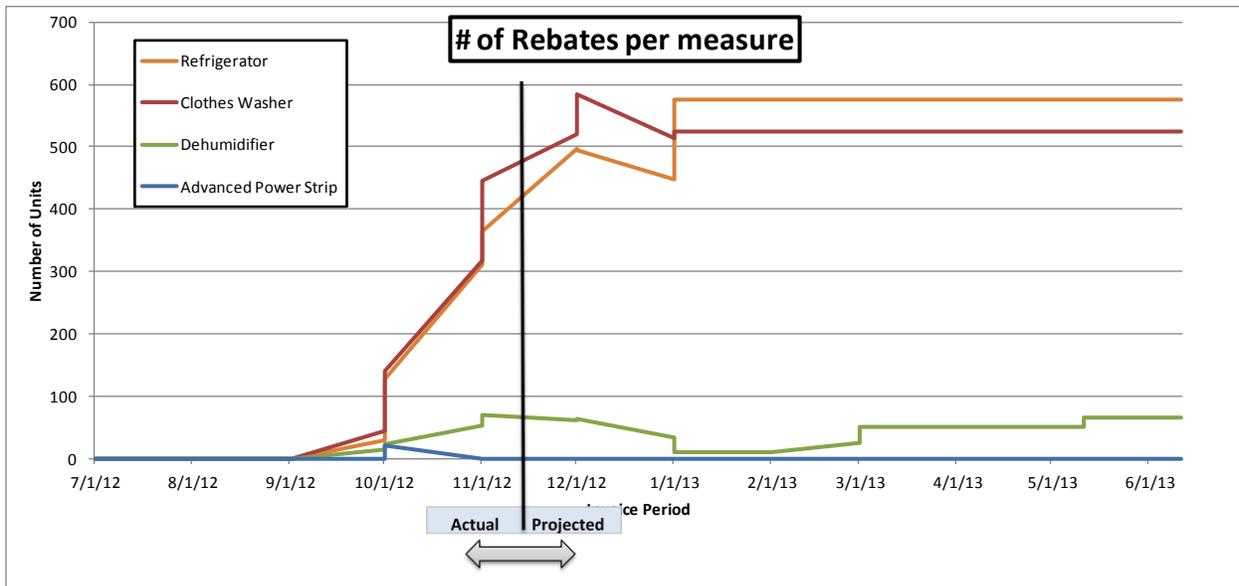


ii. Residential Lighting and Appliance Program

Lighting



Appliances



iii. Low-Income

- 907 units weatherized since 7/1/12 (89% of PYTD goal), forecasting to finish year at 104% of goal (1,902 vs 1,829).
- 129% of PYTD savings goal (2.0 GHW/yr vs 1.6 goal) forecasting 136% year end.
- 63% of PYTD investment pace, forecasting finishing at 90%.
- To accelerate investment, CSG has hired a temp admin and contracted with Clough Toppan as a temporary 4th Technical Field Rep starting next week and are looking to hire 2 more temp TFR's
- 347 heat pumps have been installed PYTD, averaging \$2,347 each.

c. Innovation

