

Executive Director's Summary Report

to the Board of Trustees
of the
Efficiency Maine Trust

March 24, 2021

1. Public Information and Outreach

A) Awareness and Press

- Press
 - *The Portland Press Herald* quoted the Executive Director in its extensive coverage on March 17 of a virtual webinar panel organized and hosted by E2Tech that explored developments in EV technology and resulting business opportunities in Maine and Quebec (<https://www.pressherald.com/2021/03/17/electric-vehicle-rollout-in-quebec-holds-lessons-for-maine/>). The article also ran in the *Kennebec Journal* and *Morning Sentinel*. On March 18, *The Bangor Daily News* ran the press release in its entirety.
 - *The Forecaster* quotes Efficiency Maine's EV program manager in a March 9 article about Cumberland's leasing of two new electric vehicles using rebates from Efficiency Maine (<https://www.pressherald.com/2021/03/09/electric-car-rebate-program-lets-town-of-cumberland-lease-vehicles-free-of-charge/>). This article also was featured in the March 10 issue of *Northeast Energy News Daily Digest*.
 - The March 4 Home Garden column on the *News Center Maine* website talks about measures Maine homeowners can take to insulate and seal their homes. The article encourages readers to investigate Efficiency Maine rebates and uses a screen grab of an Efficiency Maine Facebook post featuring an energy-saving tip (<https://www.newscentermaine.com/article/life/home-garden/talk-nerdy-to-me-how-to-insulate-an-old-house-in-maine/97-af251267-6d38-47fd-a01b-598ca941537c>).
 - *Seacoastonline* quotes an Efficiency Maine senior staff manager in a March 3 article about a proposal to fund a district-wide project to upgrade lighting in all of the York School Department's buildings (<https://www.seacoastonline.com/story/news/local/york-weekly/2021/03/03/york-schools-ask-taxpayers-750-k-install-led-lighting-fixtures/4498148001/>).
 - A March 1 *Seacoastonline* opinion piece by former York Board of Selectmen Susan Glick provides extensive information about LEDs and recommends Efficiency Maine's rebate program (<https://www.seacoastonline.com/story/opinion/2021/03/01/opinion-getting-ready-led-light-show-coming-soon/6852023002/>).
 - The Executive Director is quoted in a February report on beneficial electrification issued by the National Rural Electric Cooperative Association (NREC) (<https://www.cooperative.com/programs-services/bts/Documents/TechSurveillance/Surveillance-Beneficial-Electrification-Communications-Feb-2021.pdf>).
 - In a February 26 article, national monthly *The Atlantic* quotes the Executive Director in an exploration of the value of heat pumps in decarbonizing heating across the US,

and provides data from Maine as a case study

(<https://www.theatlantic.com/science/archive/2021/02/right-way-heat-your-home/618141/>).

- Efficiency Maine's wood and pellet heating incentives are mentioned in a February 26 article in the *Pen Bay Pilot* that details the availability of a federal tax credit for the renewable wood heat industry (<https://www.penbaypilot.com/article/scientists-oppose-tax-credit-could-boost-maine-s-wood-heat-industry/144003>).
- In a February 24 article, the *Boothbay Register* reported that Edgecomb township plans to apply for a grant under Efficiency Maine's recently announced funding opportunity for small municipalities (<https://www.boothbayregister.com/article/edgecomb-thinking-about-resuming-person-meetings/143904>).
- *Energy News Network* quotes the Executive Director in a February 23 article that features Efficiency Maine's recent Municipal FON and provides additional information on the uptake of heat pumps in Maine (<https://energynews.us/2021/02/23/northeast/bonus-rebate-aims-to-entice-maine-small-towns-to-make-the-switch-to-heat-pumps/>).
- *The Portland Press Herald* reported on February 16 that Kennebunkport township will lease two electric vehicles using manufacturer and Efficiency Maine rebates that result in a zero monthly lease payment (<https://www.pressherald.com/2021/02/16/nodding-to-climate-and-cost-kennebunkport-to-lease-two-electric-vehicles/>). The decision also was covered on February 17 by *Seacoastonline* (<https://www.seacoastonline.com/story/news/local/2021/02/17/kennebunkport-lease-two-electric-hyundai-konas-town-departments/6742294002/>).

- **Events**

- The Executive Director moderated on March 17 a virtual webinar panel organized and hosted by E2Tech, in partnership with the Province of Quebec, to explore developments in EV technology and resulting business opportunities in Maine and across the border. Efficiency Maine was a Platinum Sponsor of the event and collaborated on media outreach and marketing. A replay can be viewed here: <https://e2tech.org/event-4220612>
- Staff collaborated on heat pump training on March 9 for students of the Kennebec Valley Community College Heat Pump Installer Class.
- Staff presented heat pump training to Maine Energy Marketers Association on March 2.
- Staff presented at the Air Conditioning Association of New England Virtual Management and Technical Conference on February 25.
- Staff presented an overview of the Efficiency Maine heat pump program, market trends, and market drivers during a February 24 virtual meeting conducted by the [MI Power Grid](#) New Technologies and Business Models workgroup of the Michigan Public Service Commission.
- The Executive Director presented an overview of Efficiency Maine's role in analyzing and developing non-wire alternatives (NWA) at the second meeting stakeholders organized by the NWA Coordinator.

- Website and Outreach
 - 40,367 website visits
 - 25,682 unique visits
 - 5,872 visits website driven through digital ads
 - Facebook
 - 3,721 fans
- Call Center (February)
 - 1,787 inbound phone calls were received in February, down from 2,190 this month last year. Heat pumps are the primary call driver.
 - 94% of calls were answered within 20 seconds (vs. a goal of 90%).
 - 722 inbound emails were received (down from 808 this month last year).
 - 4,384 pieces of inbound mail were processed (up from 2,008 this month last year).
 - 582 outbound calls were made to schedule residential heat pump and heat pump water heater virtual inspections.
- **Government Relations**
 - The Trust is closely monitoring three investigations at the PUC that may have long term implications on how utilities integrate distributed energy resources, and rise to the challenges of increase electrification of end uses.
 - The Trust continues to work with the utilities and the NWAC to assess multiple NWA opportunities and to refine the process by which these projects are screened.

2. Program Highlights¹

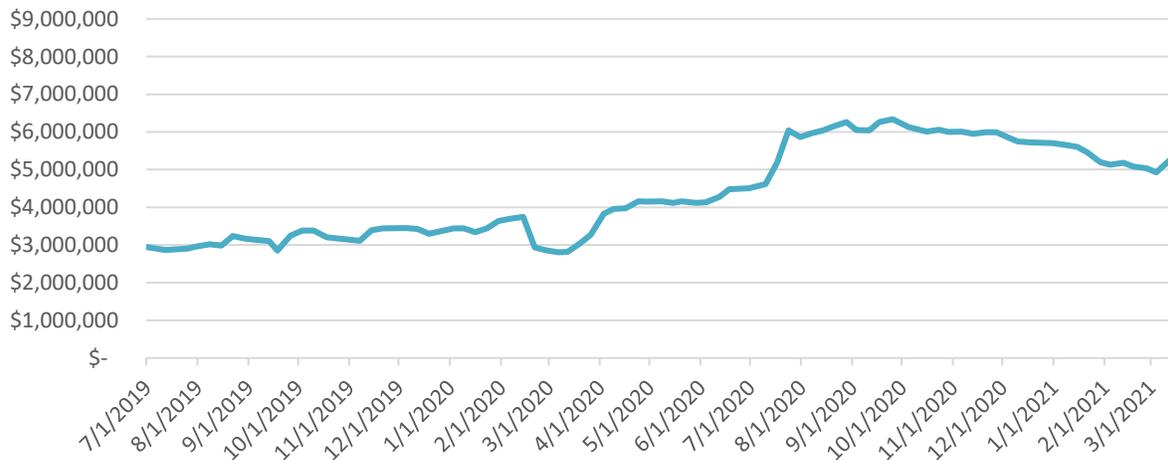
A) C&I Prescriptive (CIP) Program

- The electric measure pipeline has stayed consistent over the last month with the current fiscal year pipeline representing \$4.2 million in new commitments.
- Funding Opportunity Notice (FON) updates:
 - The Small Municipality Retrofits FON is an opportunity for small municipalities having a population of less than 4,000 to participate in enhanced lighting and heat pump incentives in collaboration with The Nature Conservancy (TNC).
 - The goal is to install 100 heat pumps; to date 58 have been installed or pre-approved for installation.
 - 34 projects have been submitted for incentives for \$173,000 (\$116,000 from Efficiency Maine and \$57,000 from TNC).
- Incoming calls through live transfers from the Call Center or direct from Qualified Partners increased in February vs. January by 34%.
- The Delivery Team is continuing with virtual inspections and pictures where possible. Onsite field visits were halted mid-December due to increasing concerns of COVID.
- The Delivery Team will soon be launching new HVAC measures, specifically Vertical Packaged Heat Pumps (VTHP) and Energy Recovery Ventilation (ERV).

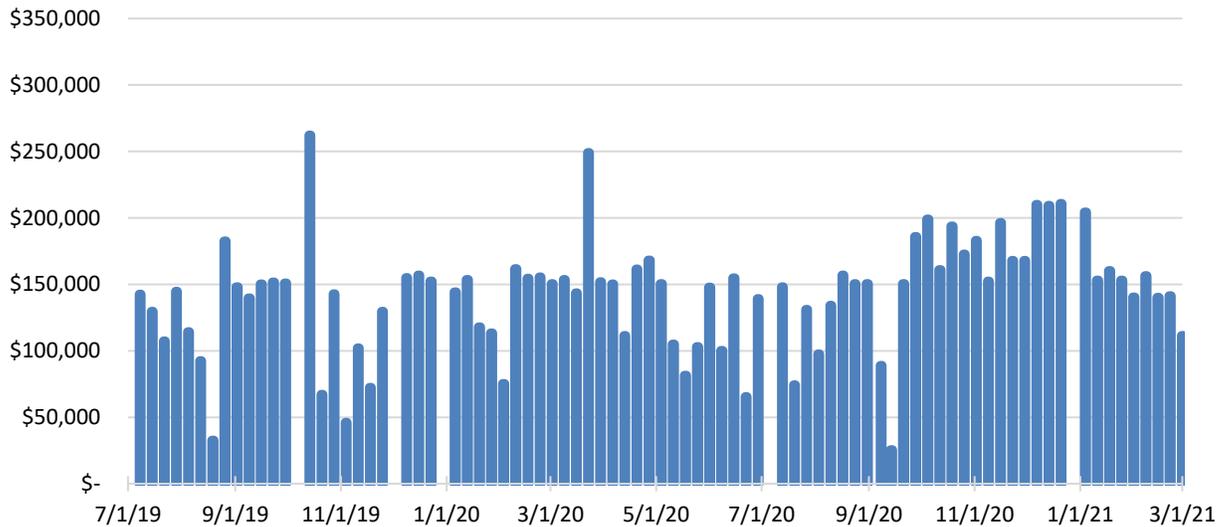
¹ The Updated Financials table reported for each Program reflects data pulled from the Trust's financial management system at mid-month; the Energy Savings table reflects data pulled from the Efficiency Maine project tracking database on March 18, 2021, to capture the progress for the year through the most recent complete month of reported actual results (i.e., through the end of February 2021).

- A Funding Opportunity Notice targeting the hard-hit hospitality industry is expected to launch at the end of March. Enhanced incentives for lighting and HVAC measures will be available for lodging facilities and restaurants.
- The RGGI measure pipeline has increased over the last month due to VRF retrofit pre-approved projects and the natural gas measure pipeline has stayed level with the prior month. Commitments to date are \$817,000 for RGGI-funded measures and \$216,000 for natural gas measures.

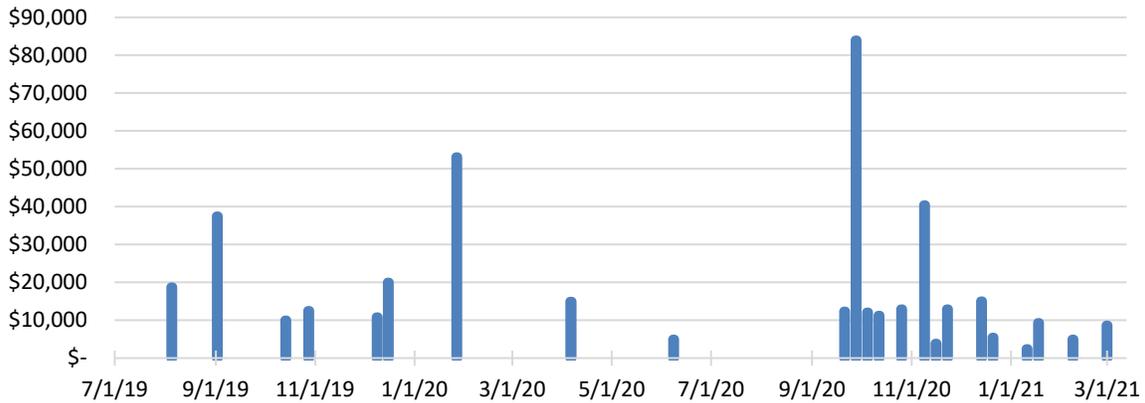
C&I Prescriptive Program - Electric Measures Pipeline



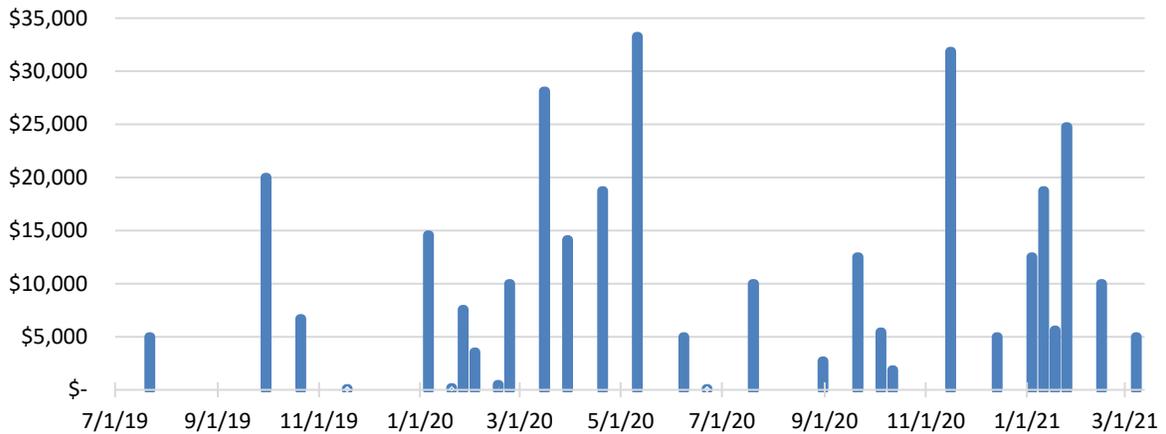
C&I Prescriptive Program -- Electric Measure Incentives Paid



C&I Prescriptive Program -- All-Fuels Measures Incentives Paid



C&I Prescriptive Program -- Natural Gas Measures Incentives Paid



Updated Financials	Program Investment
FY2021 Program Budget	\$19,561,679
7/1 to 2/28 Spending	\$5,989,154
Percent of Budget Spent to Date	31%
Percent of Year Passed	66%

Additional Details on FY2021 Financials	Program Investment
Expenditures	\$5,989,154
Committed Pipeline	\$5,245,663
Total (Expenditures and Committed Pipeline)	\$11,234,817
Percent of Current Budget	57%

Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings*
Electric Programs	28,603,160	(790)
Thermal Programs	-	27,133

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

Project Type (through 2/28)	Projects
Prescriptive Lighting Solutions	711
Electric Heating and Cooling Solutions	331
Compressed Air Solutions and Other	53
Natural Gas Heating and Cooling Solutions	18
All Fuels Heating and Cooling Solutions	10

B) C&I Custom Program

- The C&I Custom Program Review Team met once and approved 4 projects worth \$136,749 in incentive offers.
- The pipeline has grown modestly, adding 6 new projects. The total pipeline now consists of 9 projects worth \$188,674 in incentive offers, after adjusting for probability of completion.
- Program staff received 1 new scoping audit request and no new Technical Assistance (TA) study requests.
- Program staff reviewed 1 project proposal that did not meet the program requirements and will not proceed further in the process.

Updated Financials	Program Investment
FY2021 Program Budget	\$11,407,469
7/1 to 2/28 Spending	\$1,214,832
Percent of Budget Spent to Date	11%
Percent of Year Passed	66%

Additional Details on FY2021 Financials	Program Investment
Expenditures	\$1,214,832
Committed	\$6,377,473
Pipeline	\$188,674
Total (Expenditures, Committed and Pipeline)	\$7,780,979
Percent of Current Budget	68%

Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings
Electric Programs	2,504,380	305
Thermal Programs	(1,087)	3,885

C) Small Business Initiative (SBI)

- Region 16 is completed with the following results: 155 small businesses in the Calais/Lubec region are now saving \$97.00/month, , on average, on their electricity costs.

Region 16	Calais - Lubec Region	
	Region Totals	Average Project
# Projects	155	n/a
Project Cost	\$ 764,418	\$ 4,932
Incentive	\$ 687,975	\$ 4,439
Incentive %		90.0%
Annual kWh Savings	1,392,329	8,983
Lifetime MWh Savings	18,100	117
Annual \$ Savings	\$ 181,003	\$ 1,168
Monthly \$ Savings	\$ 15,084	\$ 97

Notes: Savings based on \$0.13 per kWh.

- The following table summarizes the status of active regions. The program team is preparing to launch additional regions in the third quarter.

Running Totals	Region 17 Dover- Foxcroft	Region 18 Millinocket Area	Region 19 Brewer	Region 20 Bucksport Area	Region 21 Belfast Area	Region 22 Belgrade Lakes Area	Region 23 Lewiston/ Auburn
Region Launch Date	Nov-19	Mar-20	May-20	Aug-20	Sep-20	Sep-20	Jan-21
# of Participating Lighting Contractors	14	19	19	18	10	10	6
Lighting Assessments Requested/Assigned	141	125	75	36	69	62	16
Lighting Assessments Completed	125	120	64	31	42	46	9
Pre-approved Projects	105	108	56	22	28	36	8
Signed SOWs	97	93	49	21	19	25	4
Lighting Installations Underway	4	3	9	2	1	2	2
Lighting Projects Completed & Paid	91	61	45	14	14	10	2

- Region 17 (Dover-Foxcroft area) is also in the process of closing out. New customers were accepted for Region 17 through December 31, 2020, and there are only 2 installations remaining. These final two projects are scheduled to be completed before the end of March.
- Region 18 (Millinocket area) was rolled out in March 2020 and is also now in the process of closing out. New customers were accepted for Region 18 through February 28, 2021. Seven

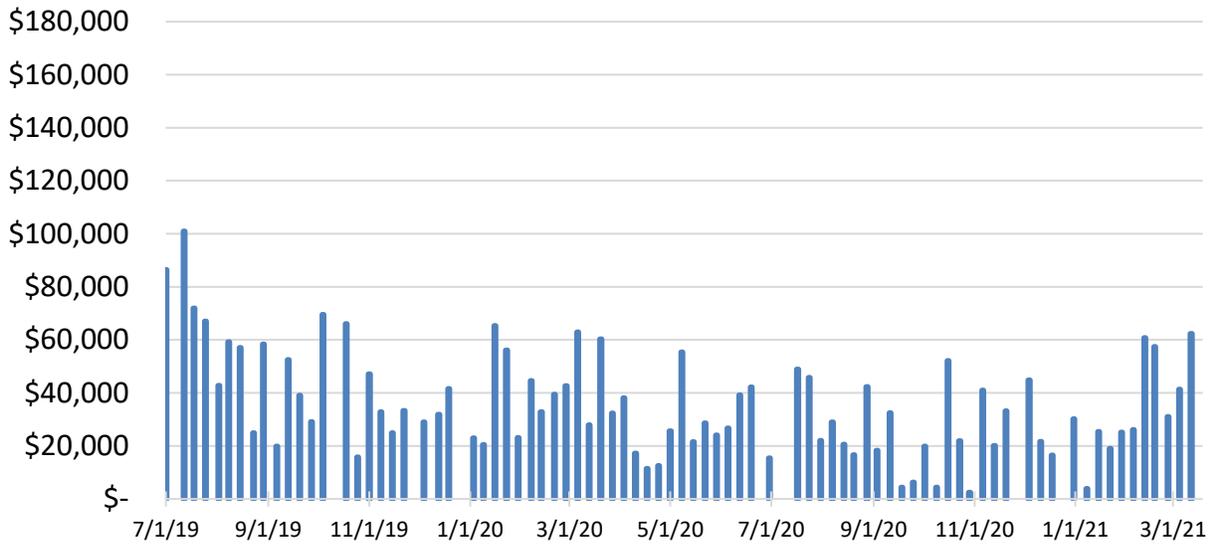
participating contractors have SBI projects in their queue, with a deadline of completing installations before the end of April.

- Region 19 (Brewer) was launched in May 2020 and is also beginning the closeout process. A last-chance mailer was sent out this month notifying eligible businesses they have until March 31, 2021 to request a lighting assessment.
- Regions 20 (Bucksport Area), 21 (Belfast Area), and 22 (Belgrade Lakes Area) were launched late August/September 2020 and are all open. Small businesses in this region may be eligible for enhanced lighting and heat pump incentives. The program team continued with a customer outreach call campaign this month, following up with small businesses that should have received mailers last month. As part of the call campaign, the program team called approximately 221, 775, and 640 businesses located in Regions 20, 21, and 22, respectively. To date, the call campaign has resulted in approximately 100 businesses requesting a lighting assessment. Additional warm leads and follow-ups are in progress.
- Region 23 (Lewiston/Auburn) was launched in January. The program team conducted contractor recruitment efforts and held an informational webinar for interested contractors in January. Seven contractors have signed on to participate so far, and the first projects in the region have been completed and paid, with several other projects in various phases of work underway.
- Promotional coupons are being sent to small businesses in targeted regions who completed lighting projects through SBI in the past (referred to as “SBI graduates”). To date, coupons for an additional \$400 off an eligible heat pump system (up to 3 systems max, an additional \$1,200 total) have been sent to SBI Regions 5 (Lakes Region – the Bridgton/Fryeburg area), Region 6 (Mountains Region – the Bethel/Farmington/Skowhegan area), and Region 7 (Sanford/Berwick’s Region). Coupons were most recently sent this month to Regions 8 (Route 25, Gorham and West), and Region 9 (Windham, Gray, New Gloucester).
- Overall, program activity has been on an increasing trend. The total SBI lighting pipeline has remained fairly steady this past month while staff work on closing out multiple regions and ramping up activity in the new regions. The heat pump retrofits for small businesses pipeline been increasing overall.

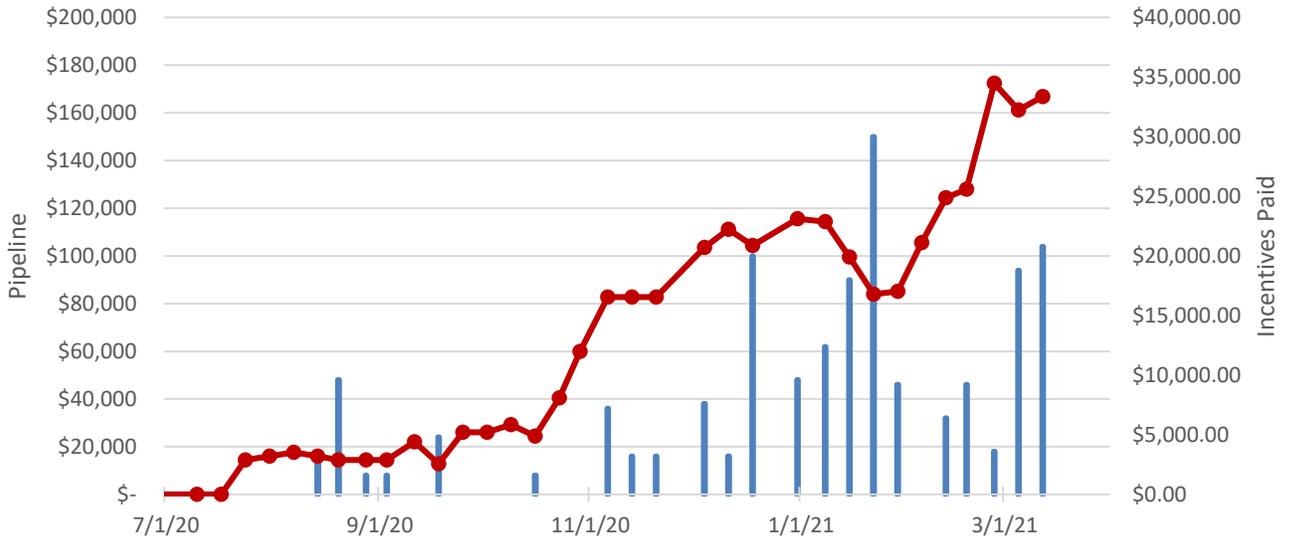
Small Business Initiative - Total Project Pipeline (Lighting)



SBI - Total Incentives Paid (Lighting)



Small Business Initiative - FY21 Heat Pump Retrofits for Small Business



Updated Financials	Program Investment
FY2021 Program Budget	\$5,693,080
7/1 to 2/28 Spending	\$1,240,893
Percent of Budget Spent to Date	22%
Percent of Year Passed	66%

Additional Details on FY2021 Financials	Program Investment
Expenditures	\$1,240,893
Committed Pipeline	\$655,315
Total (Expenditures & Committed Pipeline)	\$1,896,208
Percent of Current Budget	33%

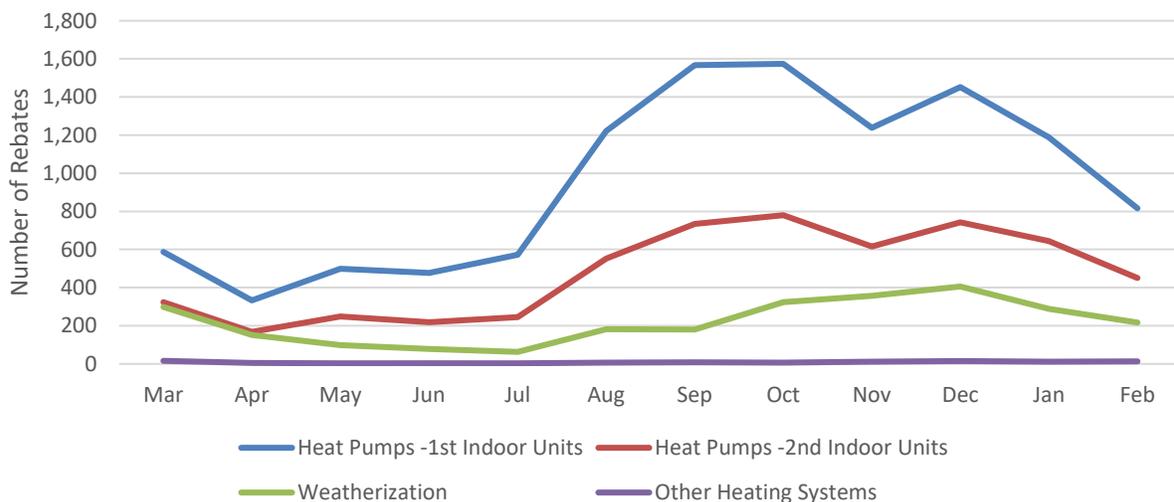
Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings*
Electric Programs	2,021,268	(1,889)

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

D) Home Energy Savings Program (HESP)

- The program continues to see unprecedented demand for heat pump rebates, more than double last year’s volume.
- 86% of customers who had their homes inspected by the HESP program rated their experience a nine or ten on a scale of zero to 10.
- This program is on track to invest 100% of its funding.
- The heat pump rebate claim process was streamlined by combining all residential programs (low/moderate income and all-income) onto a single, 1-page form. This is expected to eliminate 40,000 pages of paperwork each year. The next process optimization step will be to pilot heat pump installers entering their claims directly into our database. The goal is to further simplify the process for homeowners and installers while reducing costs and increasing processing capacity for Efficiency Maine.

HESP Number of Rebates - Last 12 Months



Updated Financials	Program Investment
FY2021 Program Budget	\$19,782,220
7/1 to 2/28 Spending	\$12,716,519
Percent of Budget Spent to Date	64%
Percent of Year Passed	66%

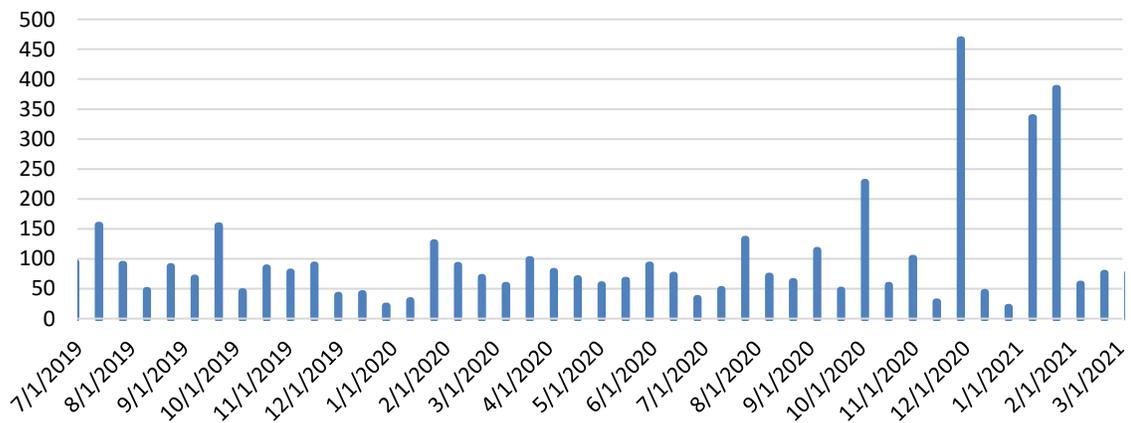
Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings
Electric Programs	-	163,124
Thermal Programs	639,033	25,627

Project Type (through 2/28)	Participating Households
Electric Measures	10,226
All Fuels Measures	1,174
Natural Gas Measures	-

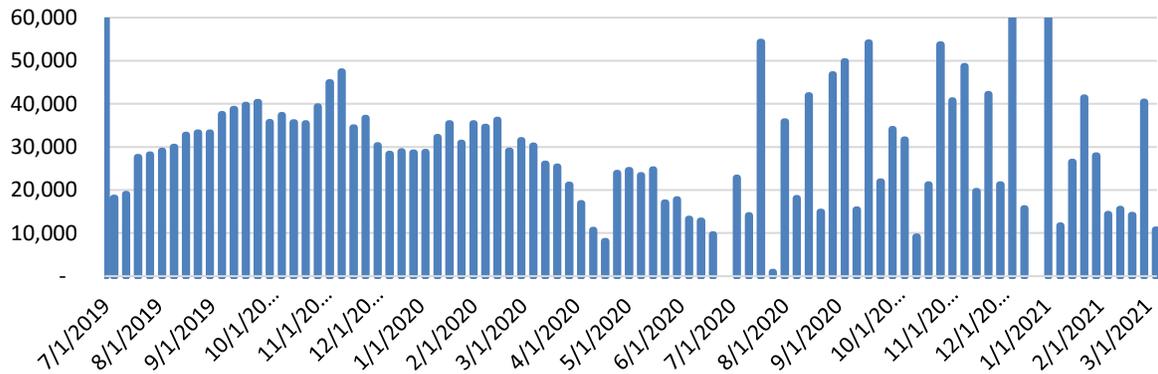
E) Retail Initiatives Program

- This program is on track to invest all its funding by year-end.
- Estimated market share for heat pump water heaters in retail was 33% in February.
- The Program ended discounts for on-shelf LEDs.

Bi-Weekly Retail HPWH Sales (invoiced)



Weekly Bulb Sales – Retail (invoiced)



Updated Financials	Program Investment
FY2021 Program Budget	\$7,466,470
7/1 to 2/28 Spending	\$5,269,301
Percent of Budget Spent to Date	71%
Percent of Year Passed	66%

Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings*
Electric Programs	34,391,906	(18,547)
Thermal Programs	-	-

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

Rebate Type (through 2/28)	Projects
Light Bulbs	1,016,076
Appliance Rebates	7,339

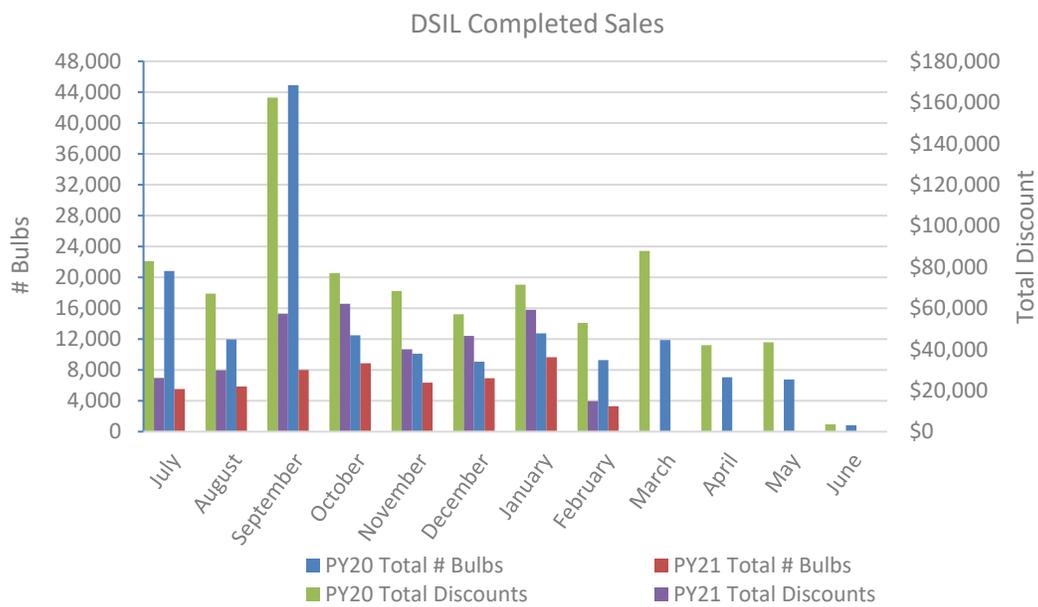
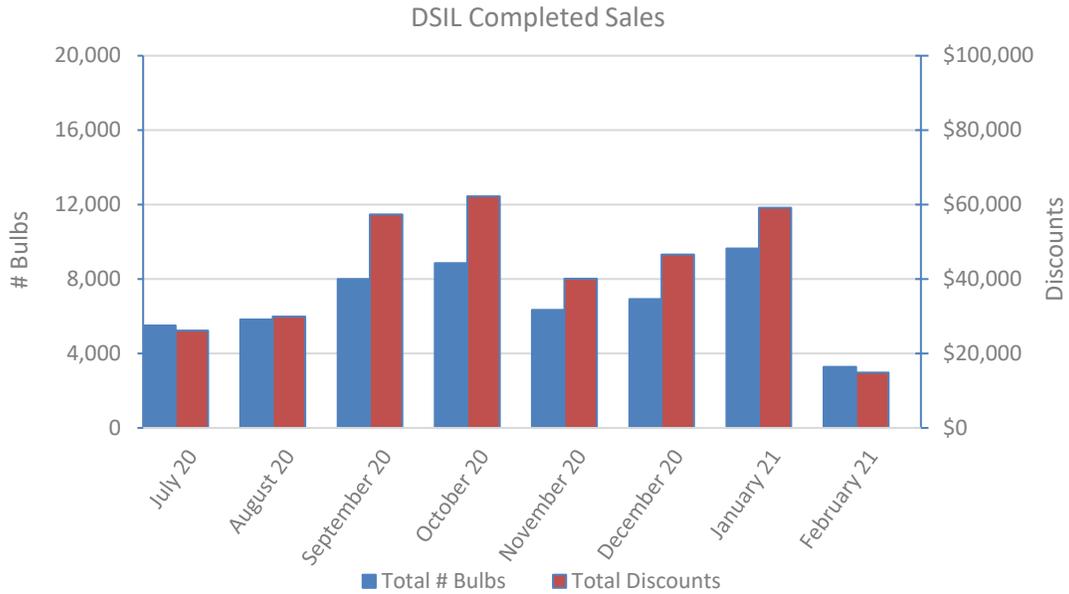
F) Distributor Initiatives

Distributor Non-Lighting

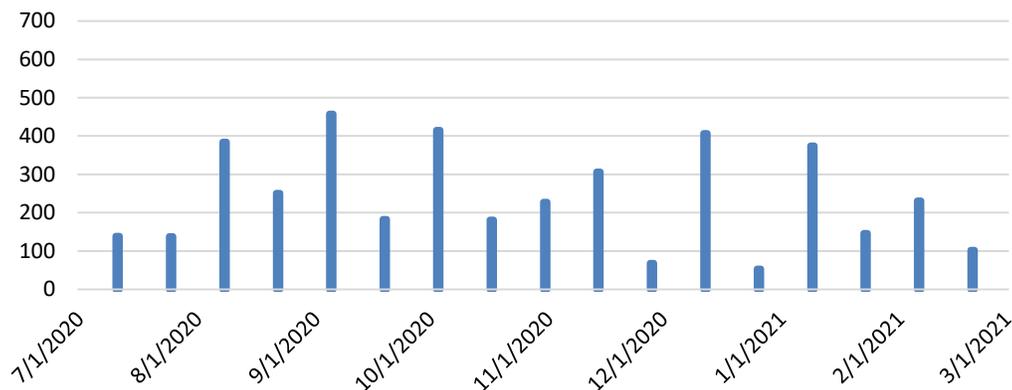
- The pace of heat pump water heater (HPWH) rebates continues to be strong and the program anticipates investing nearly all available funding.
- Field staff are continuing to collect and report market share data for rebated measures by distributor branch.
- Distributors report that in February HPWH were 72% of top selling electric water heaters and ECM circulator pumps were 45% of top selling circulator pumps.
- A \$200 mail-in rebate for Energy Star smart thermostats for Unitil and Bangor Natural Gas customers was launched in February and over 300 people reserved rebates in the first week. The team is estimating 500 participants by the time the offer ends 4/15/2021.

Distributor Lighting

- The total volume of lighting sales and discounts paid through the “distributor channel” to date represent:
 - 12% are screw-bulb (8% of discounts paid)
 - 88% are mogul and T8, T5, and T5HO linear replacement lamps (92% of discounts paid), this is an increase over last month of 86% and 91%.
- The lamp types with the highest volume of sales continue to be 4’ LED linear replacement lamps (73%) followed by PAR38 screw-in lamps (4%).



Bi-Weekly Distributor HPWH Sales (invoiced)



Updated Financials	Program Investment
FY2021 Program Budget	\$9,313,229
7/1 to 2/28 Spending	\$5,419,348
Percent of Budget Spent to Date	58%
Percent of Year Passed	66%

Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings*
Electric Programs	9,595,038	22,456
Thermal Programs	-	13,730,984

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

Rebate Type (through 2/28)	Units	Projects
Distributor Lighting	51,439	-
Distributor HVAC (Oil)	-	2,132
Distributor HVAC (Electric)	-	2,626
Distributor HVAC (NG)	-	58
Distributor Hot Water (Electric)	-	4,039

G) Low-Income Initiatives

- Low Income Direct Mail:** Staff is collaborating with the Maine Department of Health and Human Services (DHHS) to send direct mail to households qualifying for certain DHHS programs. Year-to-date, the Program has fulfilled 2,710 kits to low-income Mainers, predominantly found through the Low Income Home Energy Assistance Program (LIHEAP) list. DHHS has run a query based on LIHEAP income limits and family size. DHHS also excluded past participants from 2019 and 2020. The 2021 query finds 181,070 households that will be sent the Program offer in the

3rd and 4th quarter of this fiscal year. The number reported from DHHS suggests the number of Mainers receiving DHHS benefit right now is much higher than when EMT last inquired in 2018 (when the entire database was about 175,000) households.

- **Low Income Heat Pump Water Heater Initiative:** To date, installers have completed 387 HPWH installations, with another 288 in the pipeline. Staff forecasts 650 by year-end. In March, the program will launch a HPWH initiative to begin investing the NECEC settlement funds. The NECEC funds will be targeted to reducing energy costs and carbon emissions by installing water heaters in eligible homes where domestic hot water comes off the boiler system. This is expected to be a highly cost-effective measure. In this iteration staff are prioritizing households with the largest LIHEAP benefit as a proxy for those having the highest energy burden relative to their income.
- **Arrearage Management Program (AMP):** Since July 1, 2020, the program has 328 new enrollments into AMP. Staff continue to provide electricity usage assessments, energy-saving tips, and offers for energy-saving devices.
- **Affordable Heat Initiative (AHI):**
 - Since July 2020, 848 heat pump installations have gone through this low- and moderate-income initiative. The pipeline has 75 reservations. Staff have initiated statewide Google ads to keep pace with our autumn investment rate. Heat pump installations are on target to invest 100% of allocated funds by fiscal year end.
 - Since July, 126 weatherization projects have been completed through the initiative. 22 reservations are in the pipeline.
- **Affordable Housing – Passive House Design:** EMT has invited affordable housing projects that have received a Notice To Proceed from MaineHousing to participate in furthering their project efficiency by designing and building to Passive House Certification. Staff have invited 9 projects to model Passive House energy savings and be eligible for an incentive worth 3% of construction costs.

Updated Financials	Program Investment
FY2021 Program Budget	\$11,542,425
7/1 to 2/28 Spending	\$3,466,495
Percent of Budget Spent to Date	30%
Percent of Year Passed	66%

Additional Details on FY2021 Financials	Program Investment
Expenditures	\$3,466,495
Committed Pipeline	\$726,00
Total (Expenditures & Committed Pipeline)	\$4,192,495
Percent of Current Budget	36%

Energy Savings (through 2/28)	Annual kWh Savings	Annual MMBtu Savings*
Electric Programs	1,795,725	(456)
Thermal Programs	(2,023,586)	25,726

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

Initiative (through 2/28)	Units
Direct Installs	680
Market-based Installs	153

H) Renewable Energy Demonstration Grants Program

- The Trust has no new information to report on this initiative this month.

I) Electric Vehicle (EV) Initiatives

Electric Vehicle Supply Equipment (EVSE) Initiative

- The Program issued the “Phase 3” Request for Proposal (RFP) for DC Fast Chargers. Eligible target areas for this solicitation include I-95 from Waterville to Bangor/Brewer, Route 1 from Rockland to Ellsworth, and I-95 from Lewiston to Auburn. Staff hosted two pre-bidders conferences to support project planning. Proposals are due to the Trust on April 21, 2021 at 4:00 PM local time.
- A total of ten new Level 2 plugs funded by the Trust have been installed on state government properties including at two Augusta sites at the Department of Transportation (DOT), the Department of Environmental Protection (DEP) East Campus in Augusta, and the Statehouse Garage in Augusta. The Trust has allocated \$74,000 in Volkswagen funds to help install these projects in addition to two more DEP sites in Portland and Bangor which are set to be completed this spring.

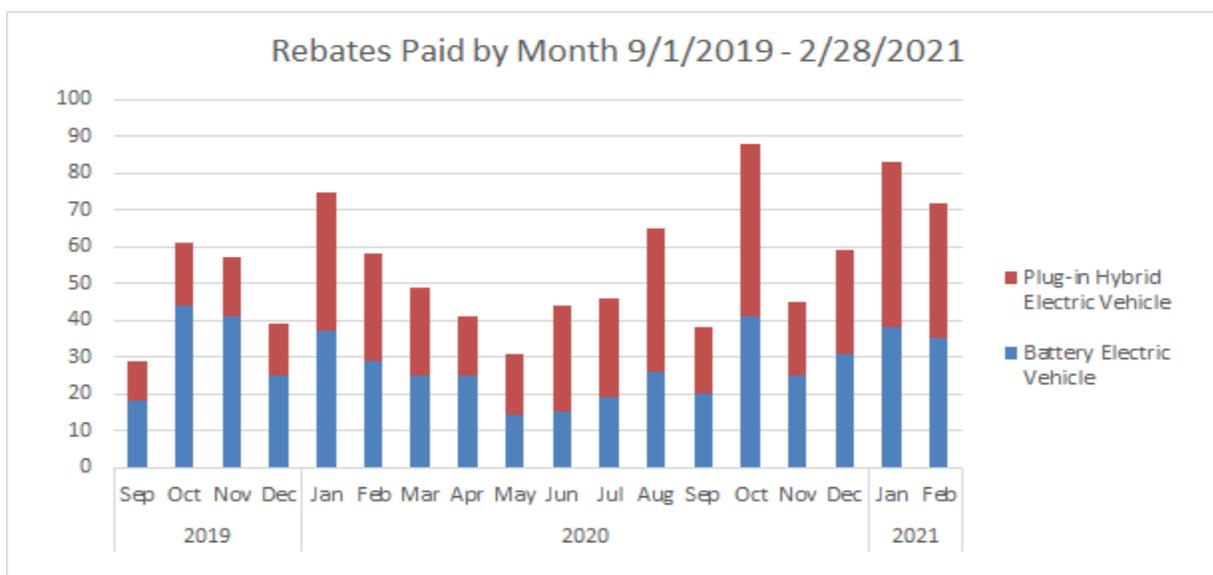
EV Rebates

- The Trust issued 72 EV rebates in the month of February. The top models this month were the Toyota Prius Prime, Toyota RAV4 Prime, and Chevrolet Bolt.
- EMT staff continue to reach out to EV dealers including smaller used car dealers that were not previously eligible for the program but are now eligible to provide rebates on used vehicles to low-income customers.
- The Trust added 4 more dealers to the program, bringing the number of participating dealers to 61.

EV Public Education and Outreach

- Efficiency Maine sponsored a webinar hosted by E2Tech and the Quebec Government Office in Boston called “Charging Ahead: Business Opportunities in the Transition to EVs.” The event featured businesses from Maine and Quebec, such as Hannaford and Circle K, that have installed EV charging infrastructure to attract retail shoppers. The event had 115 registered attendees and garnered good media coverage.

- Staff provided an update at Drive Electric Maine’s quarterly meeting, highlighting the Trust’s ongoing effort to educate consumers and stakeholders on EV technology.
- Staff launched a radio public information campaign on 7 stations in the Portland Radio Group and Townsquare Media, including WBLM, WQCB, and Coast 93.1. The messages seek to mitigate range anxiety and raise awareness about the benefits of driving electric. This campaign will continue through the spring.



Total Rebates By Technology Type (9/1/19 – 2/28/21)	Number of Rebates
BEV (Battery Electric Vehicle)	508
PHEV (Plug-in Hybrid Electric Vehicle)	472
Total	980

Updated Financials	Electric Vehicle Supply Equipment	EV Accelerator Program
FY2021 Program Budget	\$2,597,079	\$1,428,012
7/1 to 2/28 Spending	\$70,581	\$827,780
Percent of Budget Spent to Date	3%	58%
Percent of Year Passed		66%

J) Strategic Initiatives

- **Innovation**
 - Equipment installation continues on schedule at Ducktrap River of Maine as part of the Phase Change Material (PCM) pilot.
 - The Trust has contracted Ridgeline Energy Analytics to conduct metering and analysis activity on the thermal storage projects on Isle au Haut.

- Customer outreach and acquisition continues for the commercial split-system HPWH pilot with several strong leads entering final discussions.
- **Evaluation, Measurement & Verification**
 - The Small Business Initiative Impact Evaluation completed with the final report available on the Efficiency Maine website. The evaluation assessed projects completed in FY2019 and metered lighting from October 2019 through November 2020. The evaluation found that the program was cost effective under all considered cases. The SBI Program is very influential in transitioning small business lighting to LEDs with a net to gross ratio of 91.4%. COVID had a significant short-term impact on small business lighting use from mid-March through early June. Small businesses on average turn lights off earlier than other commercial facilities causing a lower coincidence with ISO NE winter peak which occurs between 5 and 7 PM. Findings from the evaluation will be incorporated into the FY2022 Commercial/Industrial/Multifamily Technical Reference Manual (TRM). Adjustment of the winter peak coincidence factor is the largest impact to the TRM.

3. Administration and Finance Highlights

A) Administration

- Nothing new to report

B) Financial

Revenues

- The sum of the year's new revenues from state and regional sources through the end of February 2021 was \$42.8 million out of a revised total expected annual revenue of \$66.2 million. Approximately \$625,367 in additional revenue has been received year-to-date on interest from outstanding loans and other miscellaneous revenues. Year-to-date, the Trust has made interfund transfers of \$1,822,293.

Expenditures

- Total expenditures through the end of February 2021 were \$41.48 million of which approximately:
 - i. \$2 million was spent on Administration (excluding interfund transfers)
 - ii. \$85,000 was spent on Public Information
 - iii. \$900,000 was spent on Evaluation work
 - iv. \$158,000 was spent on Innovation pilots
 - v. \$3.47 million was spent on Low Income Initiatives
 - vi. \$5.27 million was spent on Retail Initiatives Program
 - vii. \$5.42 million was spent on the Distributor Initiatives Program
 - viii. \$13.01 million was spent through HESP

- ix. \$5.99 million was spent through the C&I Prescriptive Program
- x. \$1.21 million was spent on the C&I Custom Program
- xi. \$1.24 was spent on the Small Business Initiative
- xii. \$0 was spent in Inter-Agency Transfers
- xiii. Another \$43.36 million is encumbered across all budget categories but is not yet spent.