

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

April 25, 2012

I. Communications

a. Government Affairs

LD 1864, a Governor's bill related to Efficiency Maine Trust's was enacted by the legislature and became law without the governor's signature.

b. Press

Efficiency Maine launched its new home weatherization financing program known as PowerSaver on Wednesday, April 11.

Michael Freedberg, director of HUD's Washington, D.C. Office of Sustainable Housing and Communities was in attendance to help launch the new program. More than 15 Participating Energy Advisors and contractors from across the state joined us behind the podium at the press conference. Ed Cervone from the Maine Development Foundation spoke about the importance of energy efficiency and weatherization to the Maine economy.

The launch events generated a significant amount of news coverage which helped provide strong momentum for our home energy loan program. WCSH TV's Don Carrigan conducted a nightly news segment on Efficiency Maine and PowerSaver. MPBN Radio devoted two primetime slots to PowerSaver. Most major newspapers in Maine including the Portland Press Herald, Bangor Daily News, and Sun Journal ran stories on the PowerSaver launch. We had a record week of home energy loan applications as a result of our launch events totaling 43 loan applications, or approximately three times our average weekly totals.

II. Program Highlights

a. Business Program

Small Business Energy Audits

- The Small Business Energy Audit program comes to a close on April 30, 2012 at the originally scheduled completion of the ARRA State Energy Program grant to the Trust.
- 86 audits completed during the FY-12 third quarter.

Small Business Loans

The Loan Portfolio for this program comprises:

- 53 loans
- Loan value - \$1.3M
- Monthly payment revenues - \$22,230
- 6 new loans pending

Retro-Commissioning

- Phase Two began March, 2012
- Phase II Program Design Guidelines:
 - i. Program will cover 50% of a study cost, up to \$10,000
 - ii. If the customer moves forward and completes the project by October 1, 2012 an additional 25% of the study cost will be covered up to a total of \$15,000.
 - iii. 50% of the implementation cost will be covered up to \$20,000

Incentive Program

- Energy savings through March 31 (75% of the year) - 82% (29,127 MWh) of goal (35,500 MWh)
- 1866 completed projects by 1,528 participants

Prescriptive Projects (FY12 YTD)

Project Type	# of Projects	Total Incentive Paid	kWh Savings (1st year)	Cost/kwh (1st year savings)
Prescriptive Lighting	1,530	\$2,263,885.11	15,445,784	0.15
Prescriptive HVAC	66	\$129,772.31	587,630	0.22
Prescriptive VFD	87	\$421,392.96	1,308,129	0.32
Prescriptive Agriculture	16	\$19,600.00	308,300	0.06
Prescriptive Refrigeration	46	\$58,910.00	1,431,708	0.04
Prescriptive TPM	3	\$1,435.00	50,925	0.03
Prescriptive Total	1,748	\$2,894,995.38	19,132,476	0.15

Custom Projects (FY12 YTD)

Project Type	# of Projects	Total Incentive Paid	kWh Savings (1st year)	Cost/kwh (1st year savings)
Custom Lighting	51	\$225,442.95	1,761,794	0.13
Custom HVAC	9	\$660,840.42	1,874,264	0.35
Custom Compressed Air	20	\$246,582.76	1,171,202	0.21
Custom VFD	19	\$144,431.46	1,006,453	0.14
Custom Misc	18	\$1,095,626.42	4,180,885	0.26
Custom Total	117	\$2,372,924.01	9,994,598	0.24

Large Impact Program

The RFP for the Large Impact (Competitive Bid) Program returned 12 proposals from a range of large users including manufacturing facilities, ski mountains and universities. The requests for funding totaled \$2.5 million from the RGGI funds and offered to leverage \$7.9 million in private funds, delivering energy savings estimated by the proponents at 21.9 million kWh per year. Analysis of the proposals is underway and additional information being collected. The review team meeting has not yet been scheduled.

b. Residential

i. Maine BetterBuildings Loan Program

PACE Secured Loans

PowerSaver will work in conjunction with Efficiency Maine’s existing home energy financing program – Maine PACE Loans. PowerSaver can be used for a wide variety of improvements including: home weatherization, replacement doors and windows, efficient heating systems and water heaters, insulation and air sealing, solar panels, and geothermal systems, among other improvements. The loan terms are up to 15 years for energy efficiency projects, and up to 20 years for projects that include eligible renewable energy improvements. The interest rate will be a fixed 4.99% APR just as is the case with Maine PACE Loans. Unlike Maine PACE Loans, PowerSaver loans are available statewide.

Key benefits of PowerSaver in Maine include:

- Helping to drive demand for Efficiency Maine’s home energy financing products by expanding its financing program statewide;
- Providing financing opportunities to Maine homeowners seeking to complete smaller projects (of less than \$6,500) or larger projects (of more than \$25,000) that Maine PACE loans can’t accommodate;
- Enhancing the strength of Efficiency Maine’s loan portfolio by adding FHA insured loans to our offerings (FHA mortgage insurance will cover up to 90 percent of the loan loss reserve amount in the event of default);

- Extended term up to 20 years available for projects that include renewable energy improvements

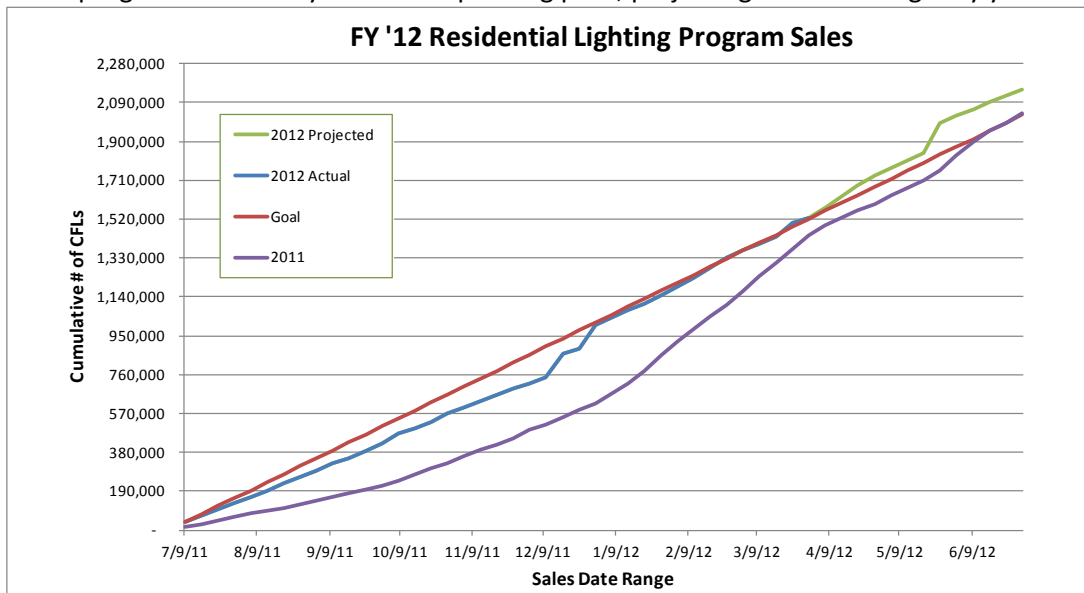
The combination of PACE and PowerSaver loan programs has resulted in the following results as of April 22, 2012:

PACE Towns	Applications	Declined	Inactive Apps	Apps in Process (#)	Apps in Process (\$)	Loans Closed (#)	Loans Closed (\$)	Avg Loan (\$)
124	979	449	215	130	1.9 M	185	2.38 M	12,894

ii. Residential Lighting and Appliance Program

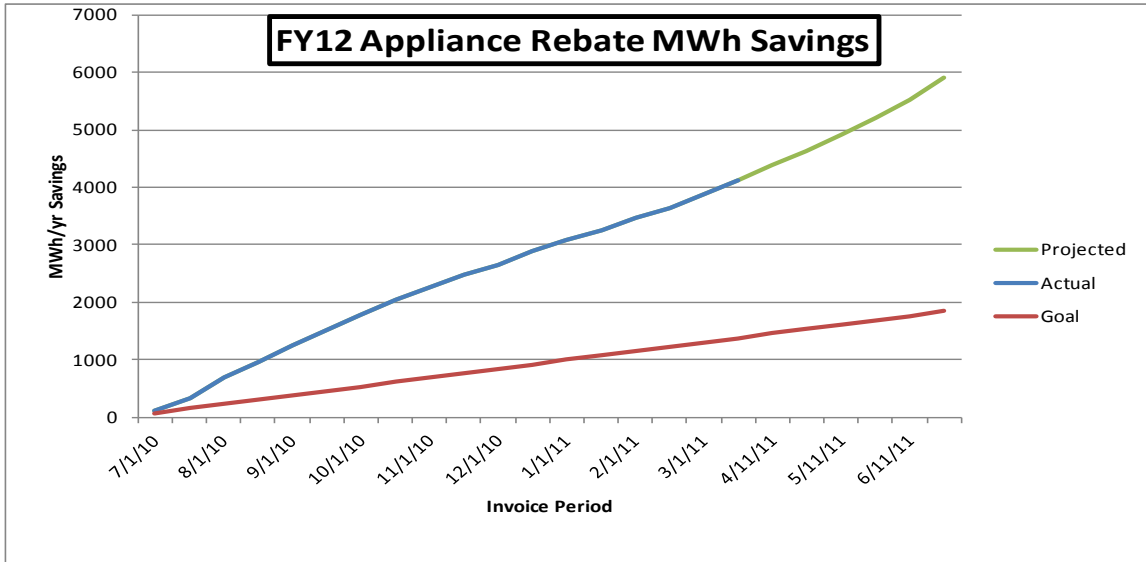
Lighting

- The program is currently at 96% of savings pace, projecting 106% of goal (106 GWH/yr vs. goal of 100 GWH/yr) by year end
- The program is currently at 88% of spending pace, projecting 100% of budget by year end



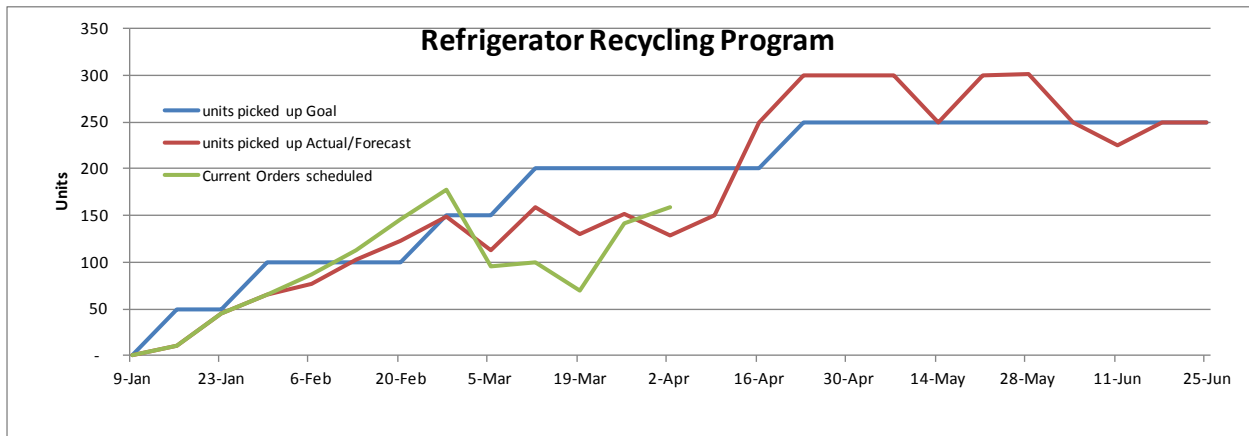
Appliances

- The program has achieved 177% of savings pace YTD, and is projecting 191% of goal by year end (5.9 GWH/yr vs 3.1 GWH/yr)
- The program is at 90% of spending pace, projecting 100% of goal by year end



Refrigerator Recycling Program

- The program has achieved 78% of savings YTD and spending pace
- April is expected to be the biggest marketing month to date for the program, including TV, newspaper, CAP agency fliers, 154,000 Time Warner bill stuffers, “Pay per click” web advertising, yahoo banner, and newsletters
- Next month the program plans continued marketing as it attempts to take advantage of the “spring cleaning” period in Maine



iii. Low-Income

- In April the program completed a 16-unit multi-family in Bucksport
- Average upgrade costs are projected to be lower than originally planned which, if it holds up, means the program be able to help more families
- Projections are that the program will complete more than 600 units before the next heating season, but that a significant portion of the budget for this program will need to be carried forward past June 30, into the next fiscal year, so that work can continue through the summer and fall months.

c. Enabling Strategies

i. Innovation

Bids were received April 11 and are being prepared for analysis by the review team.

ii. Evaluation

Independent evaluations have recently been completed for Phase 1 of the Residential Lighting Program, and for the Large Impact Program. Staff is making presentations of the findings at the Board meeting.