

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

April 24, 2013

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| I. Communications |
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a. Government Affairs

- The Trust submitted a letter providing input on MaineHousing's plan for the 2014 Weatherization Assistance Program;
- Staff attended multiple public hearings and work sessions at the Legislature regarding proposals to increase natural gas transportation capacity in Maine, to modify planning on energy and climate action, to modify eligibility of products for Maine PACE loans, and to provide tax credits for solar systems.

b. Awareness and Press

The KJ and Portland Press Herald ran a story about LD 1425, sponsored by Rep. Dunphy and offered by the Governor's office, at <http://www.onlinesentinel.com/politics/can-state-cut-energy-costs-the-heat-is-on-2013-04-22.html>. This followed a news story and an editorial in the Bangor Daily on the same topic.

A long article ("A Look at the Legislature's Energy Priorities") appeared in the Free Press on April 18 covering the range of policy issues covered at the E2Tech meeting in late March. There is significant discussion of proposals to promote more home energy upgrades to help combat heating costs, and also of encouraging expansion of natural gas systems.

Other noteworthy press and outreach from the past two months includes:

- The Press Herald ran a story on April 16 about the economics of air sealing versus fuel switching
- Boothbay Register ran a story on the Trust's Air Seal Deal
- The Press Herald and the KJ ran an editorial March 10 supporting an increased SBC
- The Sun Journal ran an op ed piece supporting energy efficiency
- The Falmouth Forecaster printed a story about weatherization and the Air Seal Deal on Peaks Island

- Trust Staff was interviewed extensively on MPBN’s “Morning Edition”
- Trust Staff was interviewed on WHOM’s and WBLM’s Morning Show
- Trust Staff completed the Energy Efficient Heating Report and distributed it to the Committee of Jurisdiction in the Legislature
- Trust Staff circulated the Year in Review (for FY2012 activities)

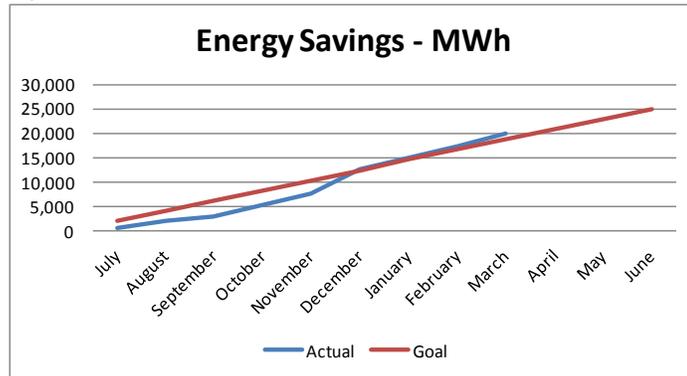
II. Program Highlights

a. Business Program

i. Business Incentive Program – Electric

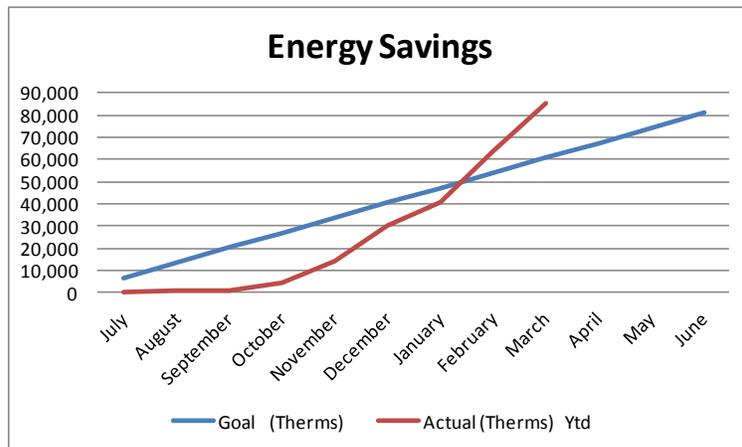
As of 3/31/2013:

- 20,077 MWh/year saved – 80% of goal at 75% of the program year completed
- 1,454 projects completed



ii. Business Incentive Program (Natural Gas)

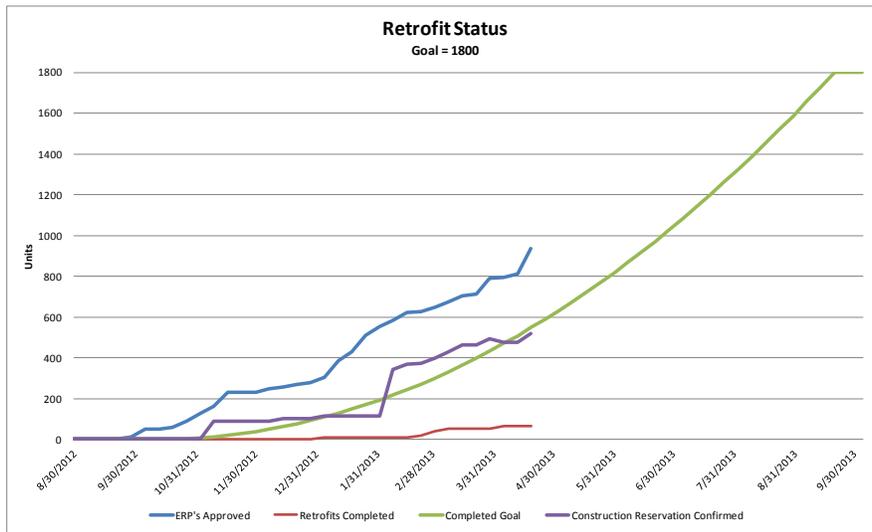
As of 3/31/2013:



iii. Multi-Family Program

As of 4/19/2013:

- 2337 units submitted for program participation
- 2035 units with completed benchmarks (now 81% of goal)
- 1199 units with audits submitted
 - Modeling Path 763 units
 - Prescriptive path 436 units
- 936 units with an approved audit (55% of Goal)
- 517 units have reserved project incentives
 - 30 units with approved audits have confirmed not moving forward
- 63 units completed retrofits



iv. Small Business Direct Install

Through 4/19/2013:

- 95 Customer Contacts
- 80 Audits Scheduled
- 27 Proposals Submitted
- 15 Installations pending
 - 11 chose On-Bill Financing option
 - 4 chose Lump sum option

v. Large Customer Program

| Awardee | Project |
|--------------------------------------|-------------------------|
| Rockland Waste Water Treatment Plant | Kraft Generator (250kW) |
| National Distributors | Capstone (200 kW) |
| Texas Instruments | VFD's, Lighting |
| Town of Scarborough | Generator (150 kW) |
| Exeter Agri-Energy | Generator (1 Mw) |
| Hannaford Brothers | LED Case Lights |
| Verso Androscoggin | Chiller Cooling tower |
| Huhtamaki | Heat Exchange System |
| Duck Trap | Refrigeration |
| Jasper Wyman | Refrigeration UPGRADE |
| Village Green Maine | Anaerobic Digester |
| Maine General | Water cooled chiller |

b. Residential

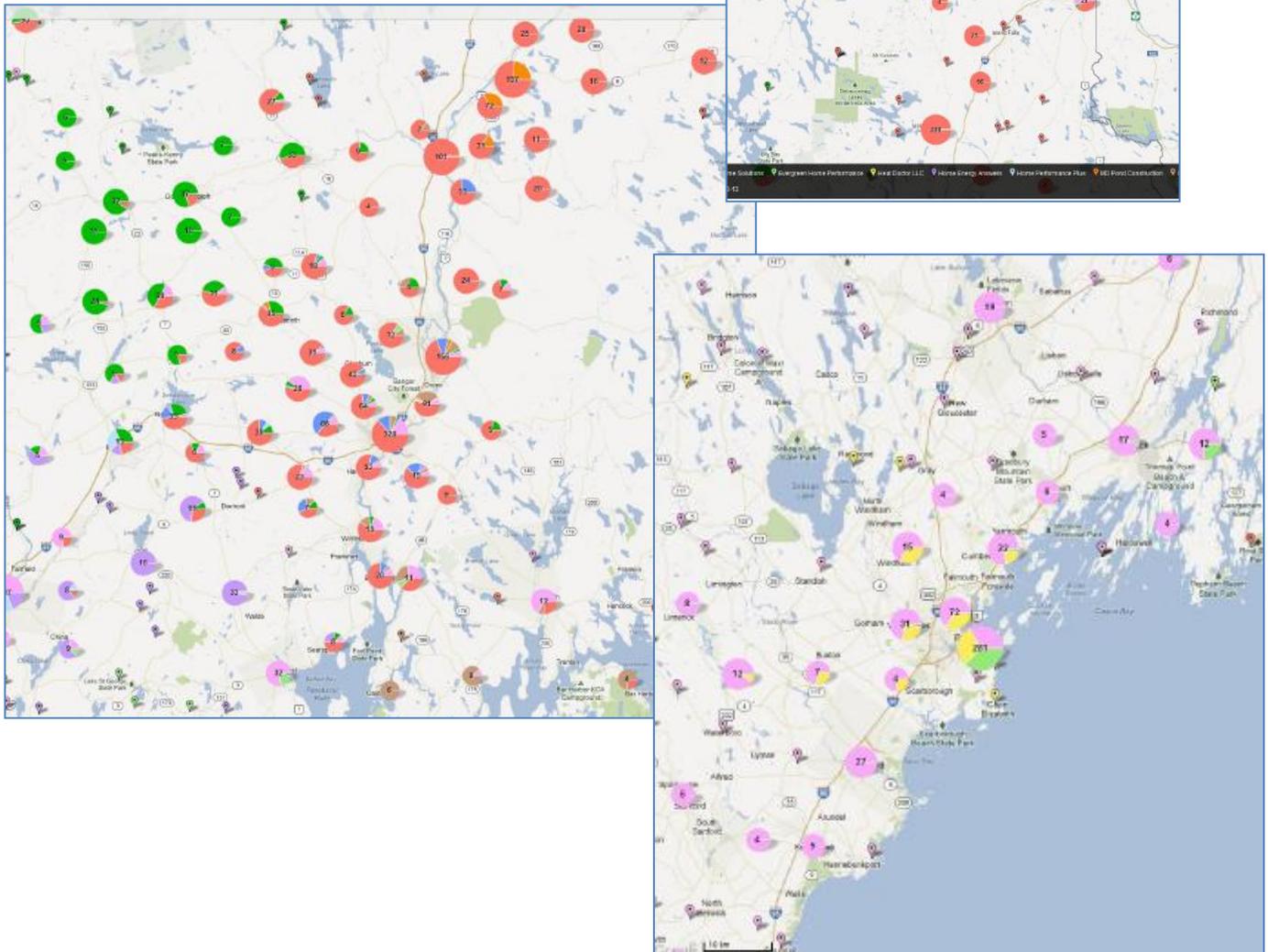
i. Maine BetterBuildings Loan Program

Air Seal Deal

Through 4/13/2013:

- The program has resulted in 3912 completed Air Sealings
 - 15% -- Average percent airflow reduction
 - 44,024 -- Total job-hours supported
 - 11 -- Average hours per project
 - \$179 -- Average additional cost-share from customers

Air Sealing Geographic Distribution

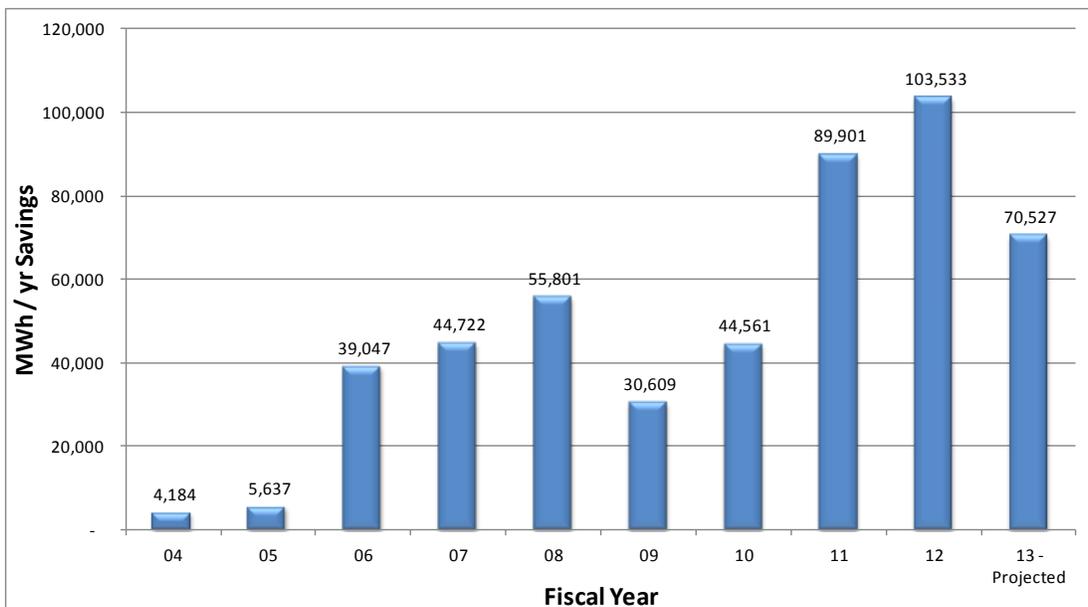
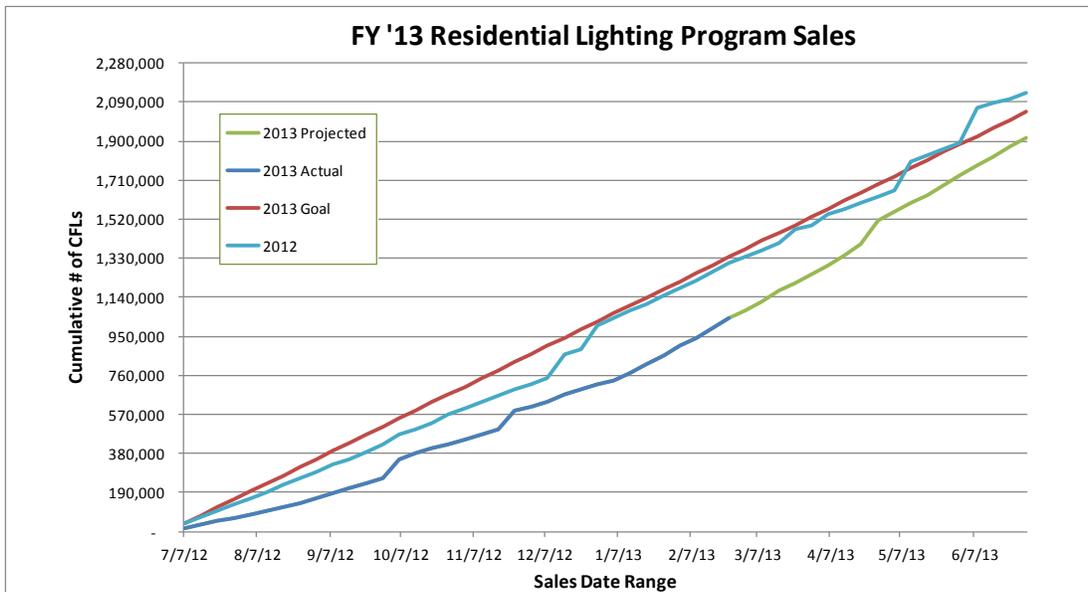


ii. Residential Lighting and Appliance Program

Lighting

As of 4/11/2013:

- The program is at 79% of savings pace and the full year forecast (71,000 MWh/year) is now 102% of the program's savings goal.
- The program is now at 82% of investment pace, forecasting 86% by year end (\$4.2M vs \$4.9M budget).
- More than 15,000 LEDs have been sold since they were first covered in the program in November. Most are the new \$5 Home Depot and Lowes 60-watt equivalent, omni-directional bulbs.



Appliances

- After a slow start, sales are up 50% -- more than 1,500 discounted appliances were processed in 2 weeks
- The program is forecasting processing 17,000 incentives, finishing at 56% of goal
- The program is forecasting saving 4,100 MWH/year
- The program is at 51% of budget pace and projecting to finish the year at \$1.5 million, or 70% of budget.

iii. Low-Income

- Savings – the program finished its full year goal last week, progressing at 138% of savings goal pace and forecasting to save 4,900 MWH/year (161% of goal) by year end
- Units – 1,355 units have been upgraded since July 1, 2012 and we are forecasting to finish year at 2,135 units (95% of goal)
- Budget –The program is at 76% of investment pace to date, forecasting finishing at \$4.9 million (90% of goal)
- 667 heat pumps have been installed year to date, at an average installed cost of \$2,134 each

c. Innovation

- All 330 original rebates have been reserved, installed and paid six months ahead of schedule
- Of the new 560 rebate goal, 467 have been reserved

III. Administration and Finance Highlights

a. Administrative Policies

There is nothing new to report this month.

b. Grant Administration

- Staff has asked for an extension from US DOE for completion of the MultiFamily Program grant. Preliminary indications from US DOE are positive.
- Staff has requested and been granted an extension from USDA for completion of a report on a micro-wind study.
- Staff continues to work closely with US DOE on expansion of the BetterBuildings scope of work to incorporate commercial and industrial loans into the portfolio of projects and also to continue funding of air sealing as a promotional strategy for increasing whole house energy retrofits (and PACE or PowerSaver loans).
- Staff is reviewing invoice and compliance documentation for SEP and EECBG grants and making final payments when individual project files are complete.

c. Financial

With three quarters of the year complete, Staff is working with the Board's Finance Committee and Strategic Planning Committee to adjust individual program budgets as appropriate. Revenues year-to-date are \$24.3 million with another \$7.8 million projected to be collected in the last quarter on top of a carry-forward of \$34.9 million. Expenditures year-to-date show \$21.8 million spent, with another \$23.8 million under contract and \$3.7 million pending contract. Staff forecasts expending the balance of available funds with the exception of: amounts for the PACE loan fund/Residential Direct Install (air sealing) and the MultiFamily grant, both of which were originally intended to carry-forward into FY14; some funds from the Residential lighting and appliances contract, some amounts set aside for program evaluations, and various small balances from other programs, interagency transfers, and administration.