

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

February 22, 2012

I. Communications

a. Government Affairs

1. Annual Report Briefing to Energy Utilities and Technology Committee

On February 16, 2012, the Executive Director made a presentation to the Energy, Utilities and Technology Committee of the Legislature on the Trust's FY2011 Annual Report. The presentation placed particular focus on the Trust's methodology for calculating energy savings and costs and aggregating these calculations across all of the Trust's programs. Committee members asked questions about: the prospects of LED fixtures to replace existing street lights; the number and type of projects funded through the federal Energy Efficiency Community Block Grants (EECBG) program; the use of independent third-party evaluations to review and improve major programs; the role (and cost) of technical support for quality control; and whether the Trust had purchased any gift cards (it has not).

2. PACE Report

The Trust submitted a report to the Energy, Utilities and Technology Committee updating the legislature on the implementation of the PACE Act (LD 1717). The report answered specific questions that were enumerated in PACE Act, and recommended that the legislature consider amending the law to enable participation by communities in the Unorganized Territories.

b. Press

The [Bangor Daily News](http://bangordailynews.com/2012/02/13/news/midcoast/energy-efficiency-program-saving-homes-900-per-year-in-energy-costs/?ref=latest) covered the success of the pilot program to provide blower door-directed air sealing to homes in Unity. The pilot, funded with a grant from the Trust using the Energy Efficiency Block Grant program (with ARRA funds from US DOE), is demonstrating that significant savings can be had from fairly low-cost air sealing. See, <http://bangordailynews.com/2012/02/13/news/midcoast/energy-efficiency-program-saving-homes-900-per-year-in-energy-costs/?ref=latest>

MaineBiz covered several stories about projects by Efficiency Maine. Grants received from the Trust to provide energy upgrades at University of Southern Maine's Gorham campus, and at Irving Forest Products mill received favorable review, as did the announcement that PowerWise, a company based in Blue Hill, had won a competitive solicitation to manage an energy awareness project using smart meters and in-home monitors.

On February 3, 2012, the New York Times ran a story on the hardship of a Maine homeowner who heats an old, draft house with oil and, along with other Mainers, is receiving less from LIHEAP aide this year. The story also sheds light on the perspective of the small oil dealer who grapples with the decision about whether to extend credit to a low-income customer who is behind on their payments. The story can be found at:

http://www.nytimes.com/2012/02/04/us/maine-resident-struggles-to-heat-his-home.html?_r=1.

The New York Times story generated considerable discussion in Maine weatherization circles, prompting several businesses to offer free services (an energy audit and insulation). Subsequently, MPBN ran a 40-minute interview with Dewitt Kimball and Josh Wojick, two of the more prolific BPI certified Participating Energy Advisors (auditors) involved in the HESP and PACE programs, who had offered their services to help the customer. Both advisors made frequent reference to the Efficiency Maine programs. The podcast recording of the show is at

<http://stream.publicbroadcasting.net/production/mp3/mpbc/local-mpbc-1003996.mp3>

c. Call Center

- Call center saw record volumes this past month
 - 513/week versus an average of 263/week
 - prior record was 418/week, achieved the previous week
- Call Center answered 93% of the calls within 20 seconds (goal = 80%)
- Call Center answered 93% of calls within 45 seconds (goal = 95%)
- Refrigerator Recycling Program drove 211 of the calls
- PACE drove 46 calls (down from 66 the prior week)
- Business Prescriptive Program drove 33 calls (second high week in a row)
- High electric bill complaints drove 30 calls (a spike - agents recommend the Kill-A-Watt meter)
- This contract is under budget Year to Date.

II. Finance and Administration Highlights

Staff has drafted an RFP for Audit Services that is expected to be issued this week.

Staff is hosting a field audit team from the US DOE Energy Efficiency Community Block Grant program.

III. Program Highlights

a. Business Program

The audit of the State House and parts of the Cross Office Building and the surrounding parking lots is complete. A final report of the audit is being presented to the Executive Director of the Legislative Council on February 24, which will be followed by a discussion of the recommendations and establishment of a plan to implement the steps preferred by the Executive Director.

In other highlights:

- January saw 238 projects completed by 212 customers for 2.5 million kWh in savings;
- Staff is meeting with the lighting contractor of the new ice arena in Gardner and looking at the possibility of using LED lights;
- Staff and Delivery Team are collaborating with WRBC architects on the the Portland Civic Center Renovation;
- Staff and Delivery Team are holding another QP Training on March 14 at the Fireside Inn, Auburn;
- Staff and Delivery Team are organizing a training for Plumbing/Heating contractors in Lewiston & Portland Market to push the Natural Gas Program.
- The forms for the Prescriptive Lighting Program now require contractors to indicate the actual fixture wattage for fixtures being replaced; having actual Baseline wattage will provide more accurate energy savings calculations.

b. Residential

i. Low Income

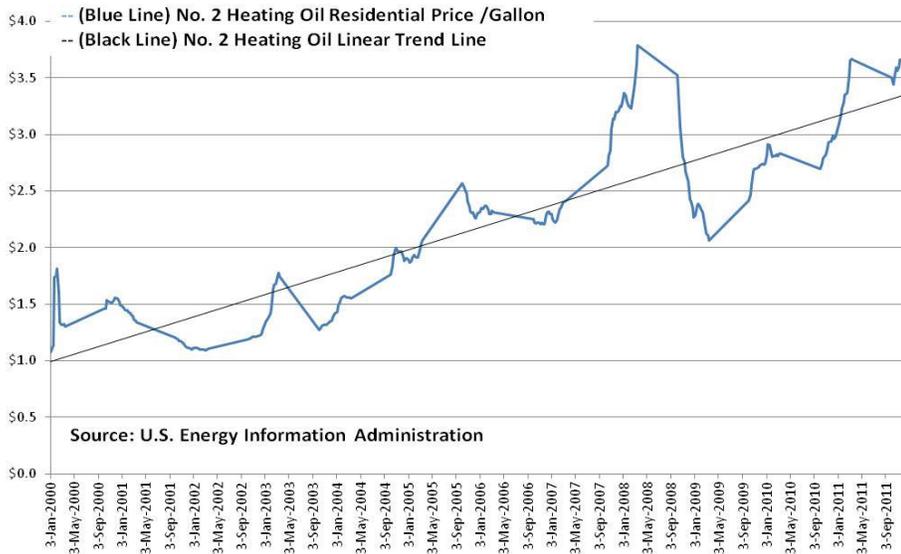
In the past month, Staff worked to enhance the criteria for screening and selecting multi-family units to be weatherized. While the primary focus is still electrically-heated homes and LIHEAP-eligible customers, development of the screening and selection criteria evolved in recent weeks to accept for weatherization units that use US Department of Agriculture or US Housing and Urban Development funds to pay for heat (in addition to LIHEAP).

The Trust contractors responsible for weatherizing low-income multi-family apartments have made site visits to 28 apartment buildings containing 364 low income units. The contractors have contacted and spoken to owners of 172 multi-family properties.

ii. Alternative Heating Options – Bangor Hydro Proposal

The high price of oil continues to drive interest in weatherization and alternative heating options.

Petroleum Heating Fuel Prices in Maine since 2000



Staff has continued conversations with providers of electric heat options and has modified the RFP for the Innovation Program - Round Two to specifically request proposals that will demonstrate alternative heating options.

The Staff has collected and reviewed literature on air source heat pumps and has commissioned analysis by the Delivery Team on the cost-effectiveness under various scenarios.

iii. Maine BetterBuildings Loan Program

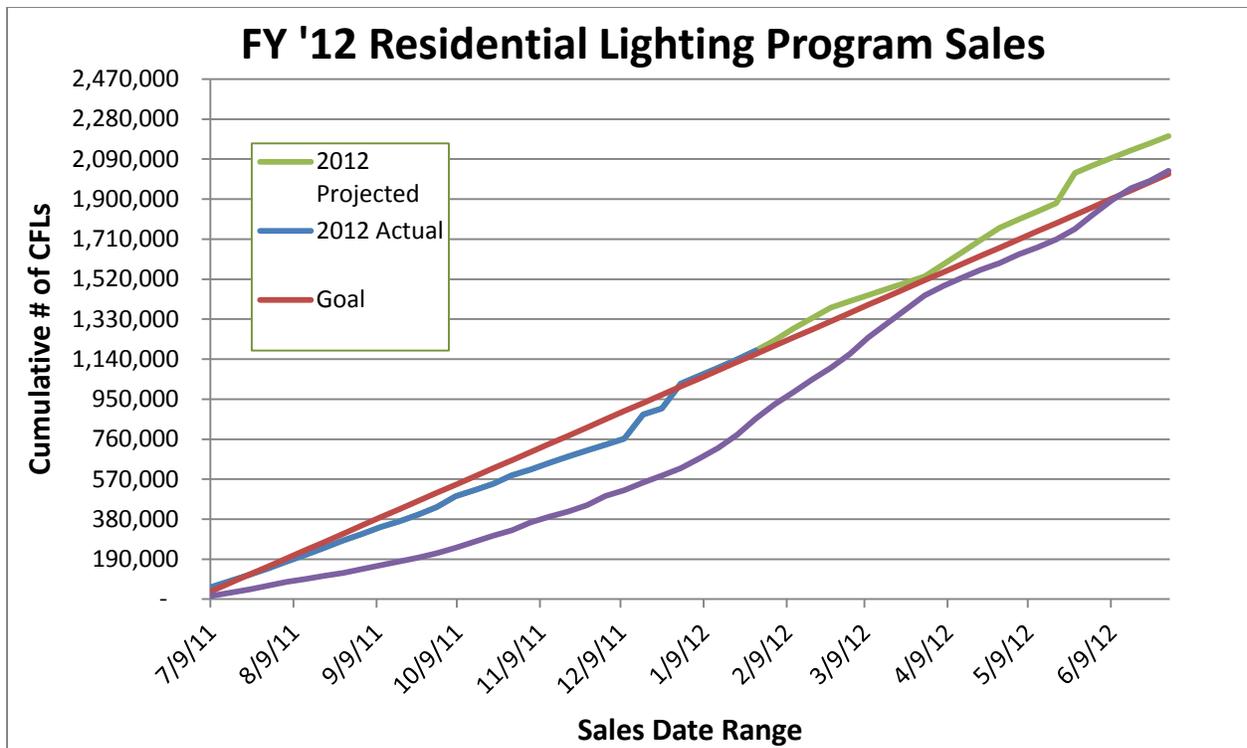
Next Phase - PowerSaver Loans

- Staff is in negotiations with AFC First to develop contract terms for providing the PowerSavers Loan program to complement the PACE Loan Program.

iv. Residential Lighting and Appliance Program

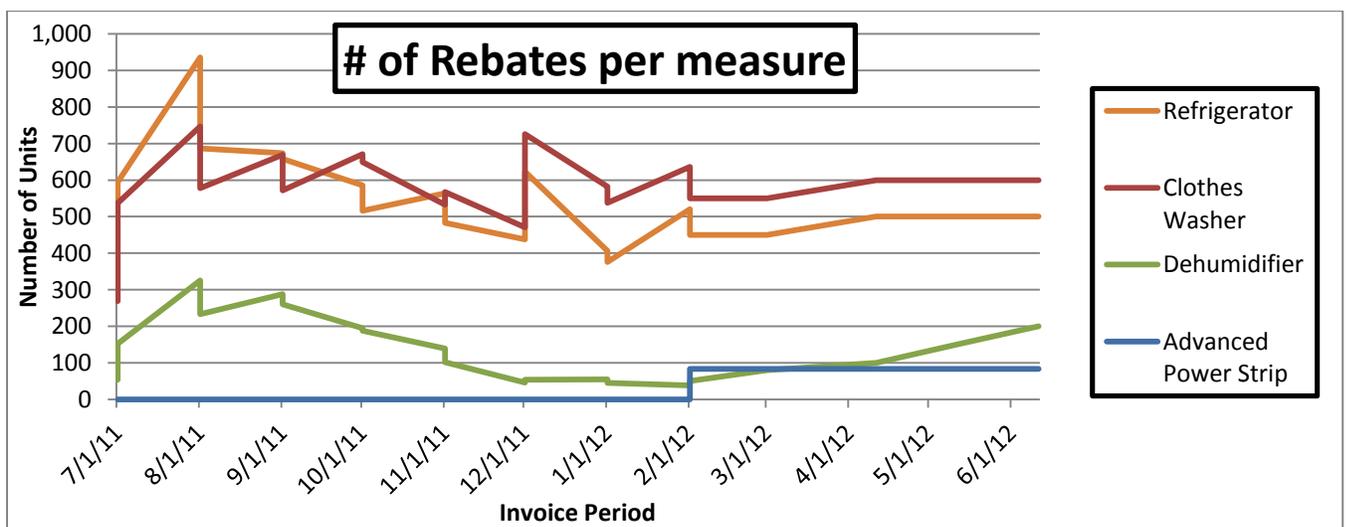
Lighting

- Program delivery is proceeding at 101% of pace Year to Date
- The program is forecasting finishing at 108% of savings goal and at 100% of budget.
 1. Goal = 100,000,000 kWh/yr
 2. Forecast = 108,000,000 kWh/yr



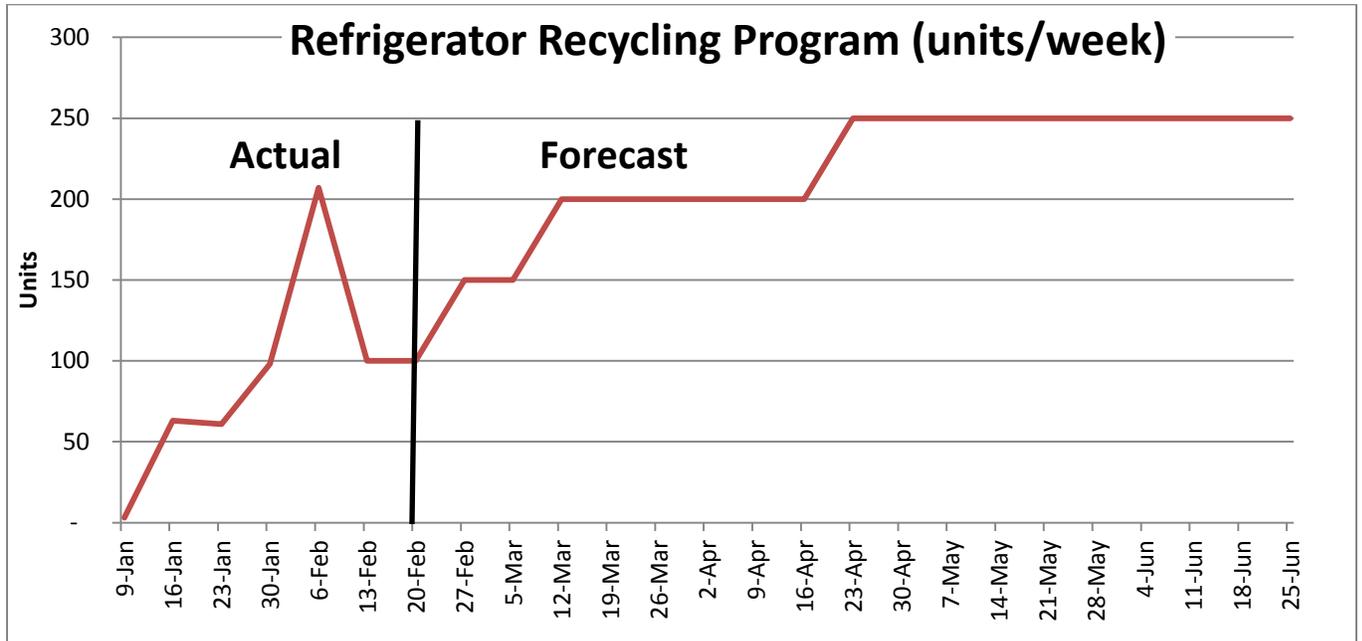
Appliances

- The Appliance program is progressing 180% of pace Year To Date,
- The program forecasts finishing at 178% of savings goal
 - Goal = 3 GWh/yr
 - Forecast finish = 5.5 GWh/year;
- Program is introducing a pilot program of incentives for “smart power strip” pilot in select stores.



Refrigerator Recycling Program

- The program was launched January 1, 2012 as planned
- 290 scheduled for pick up to date; 208 picked up as of Feb 20, 2012.



c. Enabling Strategies

i. Evaluation

Staff has received an initial first draft of the evaluation for the Competitive Bid Program (formerly the “Large Impact Program.”) It is expected that the final evaluation will be complete in the next 4-6 weeks at which time the Staff would like to brief the Board on the findings.

ii. Innovation

The Staff will issue Round 2 of its RFPs for the Innovation Program in the third week of February, 2012. As noted above, the Staff is seeking proposals for projects to demonstrate the cost-effectiveness of commercially available alternative heating systems.