

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

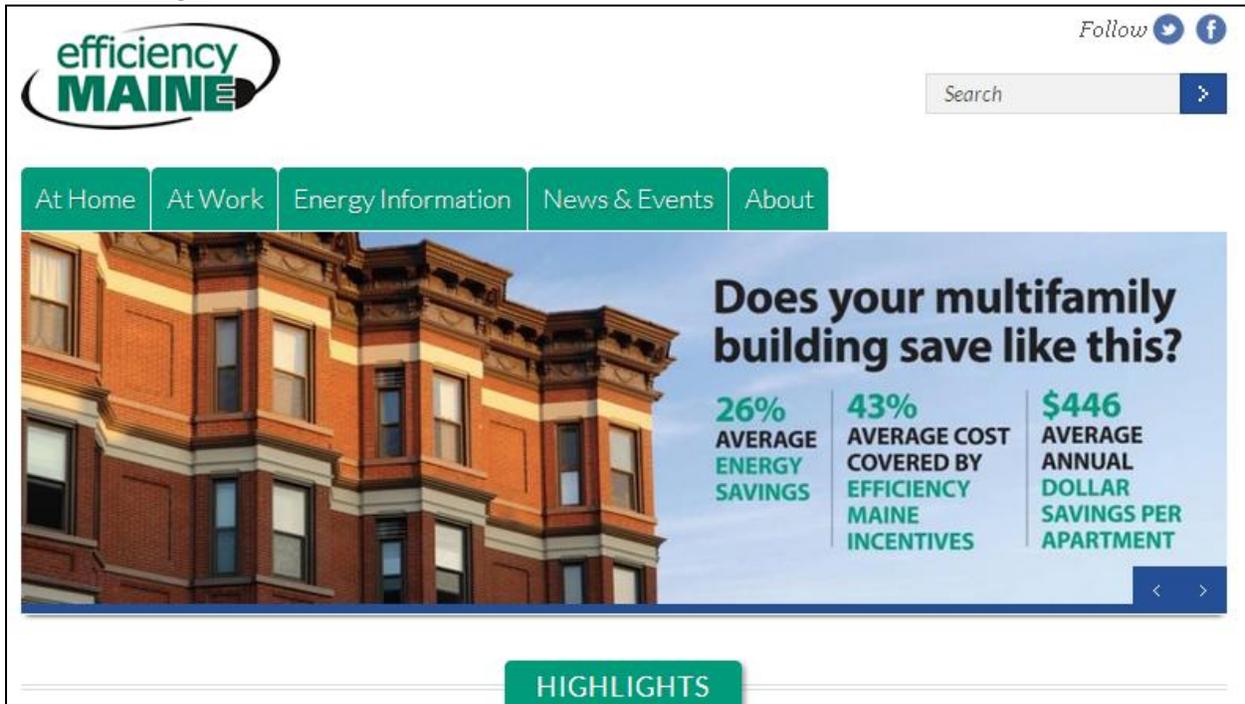
July 24, 2013

I. Communications

a. Awareness and Press

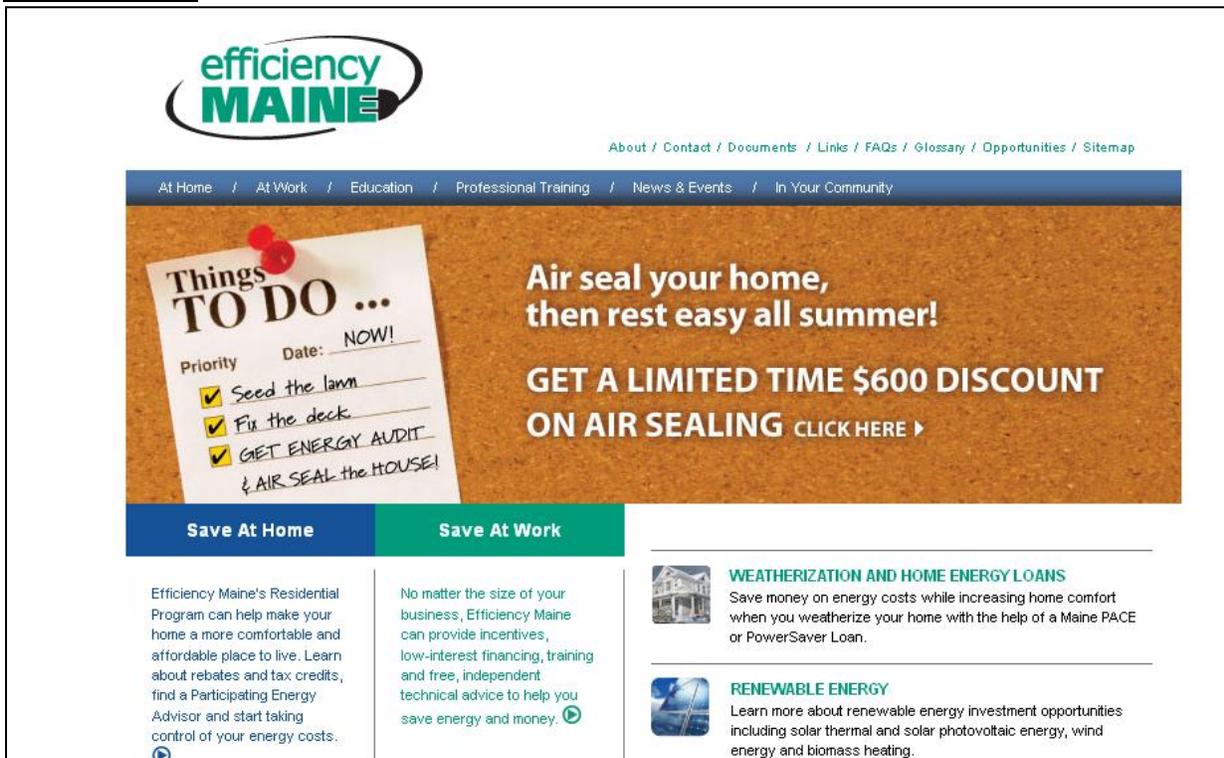
- Successfully completed EMT web site redesign
- Monthly e-newsletter circulated to 1,200 people
- Assisted Innovation Grant winners First Fuel and Retroficiency/ERS with press releases
- Coordinated staff seminar on communication and presentation training
- Conducted interview with Box Top Radio
- Served as panelist at the E2 Tech breakfast regarding Energy Bill
- Finalized EECBG case study videos for dissemination on YouTube, web site
- Held RGGI stakeholder meeting at UMA simulcast to Portland and Orono
- Designed program flyers on: heat pump user tips, heat pump water heaters, LIWx
- Press: The *Press Herald* ran a feature about the Boothbay Harbor non-transmission alternative pilot; the *Sun Journal* also ran an Editorial about the Boothbay non-transmission pilot; Don Carigan covered E2Tech's Energy Bill forum on *WCSH-6*; The *Bangor Daily* ran an op-ed from the ranking republican of the Energy, Utilities, Technology Committee about the Energy Bill; *Press Herald/KJ/Sentinel* ran a feature story about energy efficient lighting; the *Sun Journal* ran an editorial about the benefits of the Energy Bill; Ken Fletcher also wrote a guest editorial extolling the benefits of the Energy Bill in the *Bangor Daily*; *Smart Grid News*, *Wall Street Journal* and various industry blogs/sites picked up a news wire report on both the Retroficiency Project and First Fuel grants; *WCSH 6* and *WLBZ Bangor* ran a fairly lengthy feature on the air sealing promotion.

New Home Page:



The screenshot shows the top portion of the Efficiency Maine website. At the top left is the Efficiency Maine logo. To the right is a 'Follow' button with social media icons and a search bar. Below these are five navigation tabs: 'At Home', 'At Work', 'Energy Information', 'News & Events', and 'About'. The main banner features a photograph of a brick building and the headline 'Does your multifamily building save like this?'. Below the headline are three statistics: '26% AVERAGE ENERGY SAVINGS', '43% AVERAGE COST COVERED BY EFFICIENCY MAINE INCENTIVES', and '\$446 AVERAGE ANNUAL DOLLAR SAVINGS PER APARTMENT'. A 'HIGHLIGHTS' button is located at the bottom center of the banner area.

Old Home Page:



The screenshot shows the old homepage layout. At the top left is the Efficiency Maine logo. To the right is a navigation menu with links: 'About / Contact / Documents / Links / FAQs / Glossary / Opportunities / Sitemap'. Below this is a secondary navigation bar with links: 'At Home / At Work / Education / Professional Training / News & Events / In Your Community'. The main banner features a corkboard background with a 'Things TO DO ...' list. The list includes: 'Seed the lawn', 'Fix the deck', 'GET ENERGY AUDIT & AIR SEAL the HOUSE!'. The headline reads 'Air seal your home, then rest easy all summer!' and 'GET A LIMITED TIME \$600 DISCOUNT ON AIR SEALING'. Below the banner are two columns: 'Save At Home' and 'Save At Work'. The 'Save At Home' column contains text about the Residential Program. The 'Save At Work' column contains text about business incentives. To the right of these columns are two featured sections: 'WEATHERIZATION AND HOME ENERGY LOANS' and 'RENEWABLE ENERGY', each with a small image and a brief description.

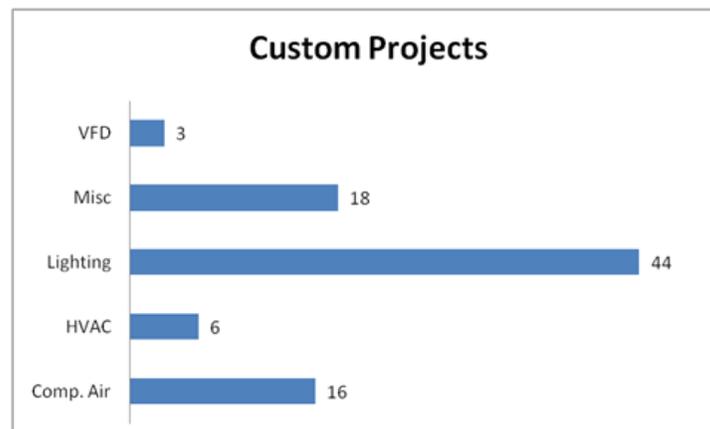
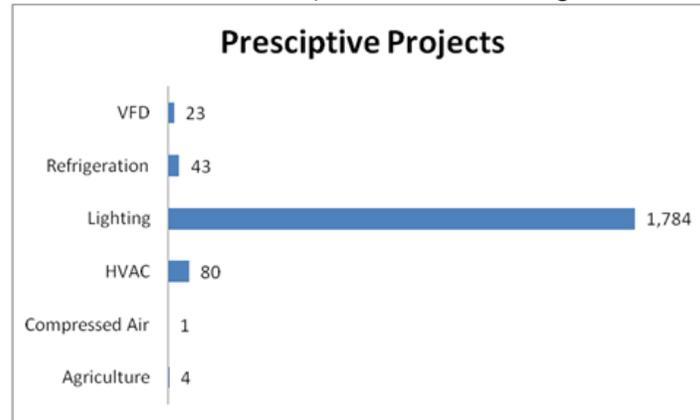
II. Program Highlights

a. Business Program

i. Business Incentive Program – Electric

As of 6/30/2013:

- 30,027 MWh saved, or 111% of goal at year-end
- 2,022 projects completed
 - Incentives Paid \$3,743,873 (out of a revised budget of \$3,945.043)



ii. Business Incentive Program (Natural Gas)

As of 6/30/2013:

- 92 projects completed to date
- 117,234 Therms saved to date, which is 89% of annual goal at year end
- Year-end incentive payouts were \$193,394, compared to a Revised Budget of \$247,869

iii. **Multi-Family Program**

As of 7/19/2013

- units in the pipeline
 - 2800 units submitted for program participation
 - 2708 units with completed benchmarks now 108% of goal (2500)
 - 293 Benchmark reports have been sent
 - 1692 units with audits submitted
 - Modeling Path 1027 units (61% of audits)
 - Prescriptive path 665 units (39% of audits)
 - 1561 units with an approved audit – 77% of Goal (2200)
 - 995 units have reserved project incentives
 - 111 units with approved audits have confirmed not moving forward
 - 256 units completed retrofits – 14% of Goal (1800)

iv. **Small Business Direct Install**

Completed Project – Machias & Presque Isle Regions			
# of Projects	Total Project Costs	Annual kWh Savings	Annual KW Savings
24	\$71,018	200,302	69

v. **Large Customer Program**

b. **Residential**

i. **Maine BetterBuildings Loan Program**

Air Seal Deal

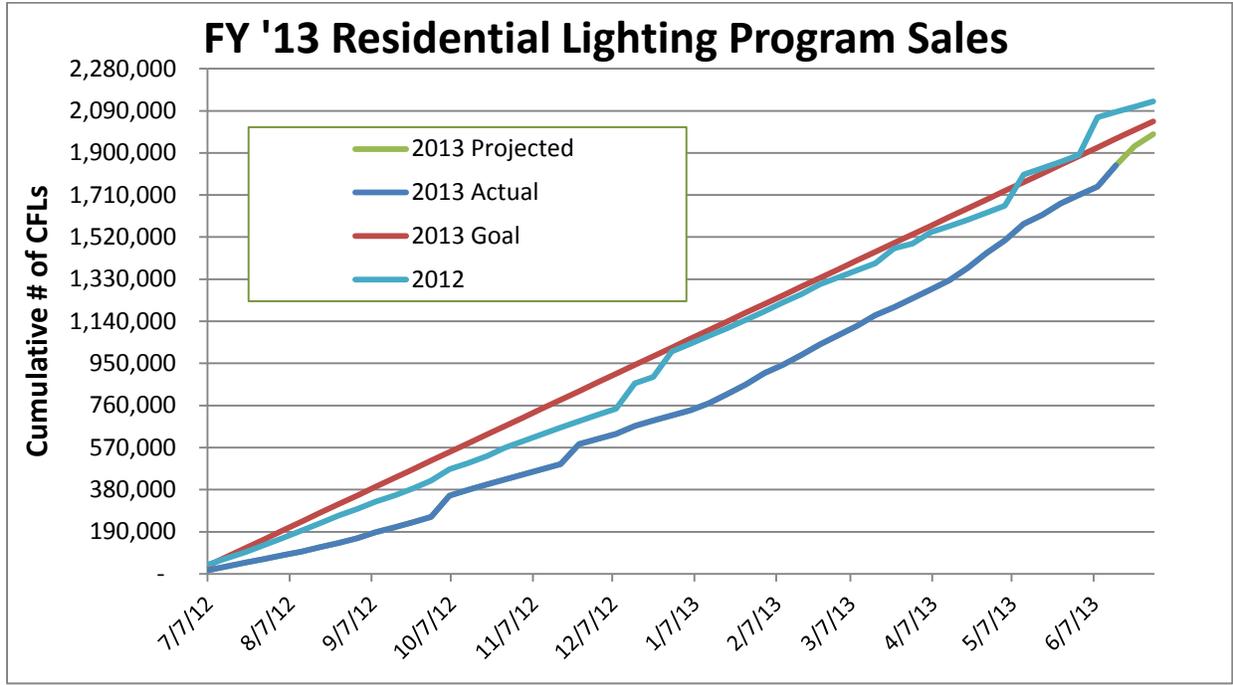
- More than 200 project completion forms were filed in the past 10 days.
- The total completions is now 5,700.

Revolving Loan Fund

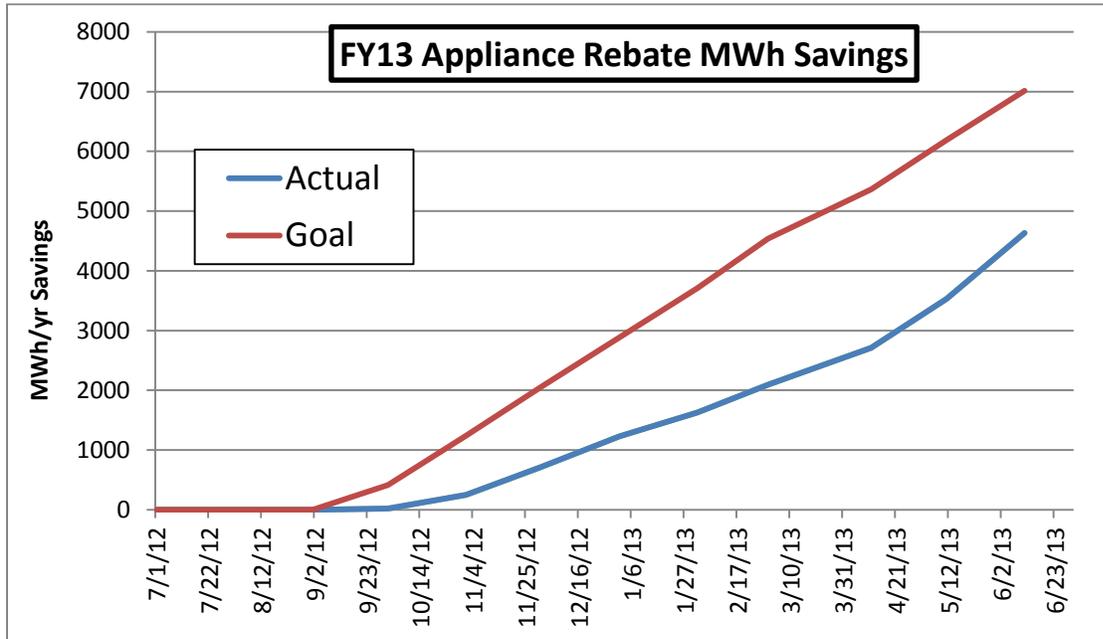
- Very close to \$6 million in total loans made under PACE & PowerSaver

ii. Residential Lighting and Appliance Program

Lighting



Appliances



iii. Low-Income

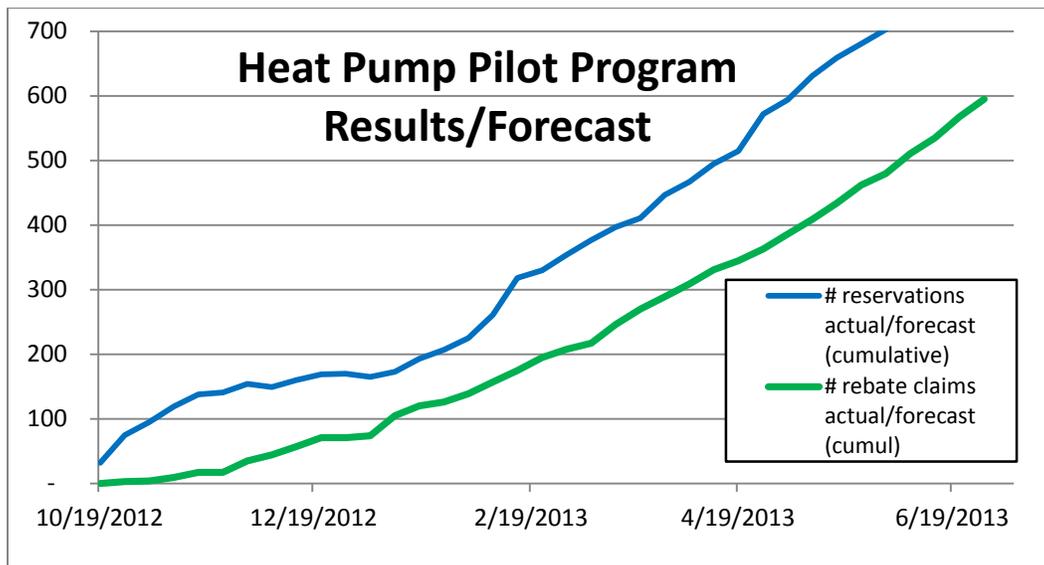
As of Year-end:

- Savings – 153% annual savings goal (5.5 GHW/yr vs 3.6 goal)
- Units – 2,192 units weatherized for the fiscal year
- Budget –The program finished at 98% of budget with only \$114k unspent out of \$5.5M
- 1,325 heat pumps were installed, averaging \$2,063 each. Original projection was 600/year

c. **Renewables**

- Nothing new to report.

d. **Innovation**



- Smart Meter Pilots

Three new pilot projects to demonstrate potential applications of analytics for smart meter data from commercial customers were put under contract and kicked off last month.

e. **Strategic Initiatives**

- No new reports this month.

f. **Evaluation & Data Analysis**

- Staff has spent considerable time responding to multiple requests from national and regional organizations to provide data that is used in various reports. Requesting organizations include:

American Council for an Energy Efficient Economy, RGGI Inc., Consortium for Energy Efficiency, and Northeast Energy Efficiency Partnerships.

- Staff held the kick-off meeting with the NMR/Nexant team for the Residential Retail Products evaluation, which will initially focus on the Appliance Rebate program, will be conducting a customer survey within the next few weeks, and will be installing data loggers on certain appliances to record usage
- Beginning in August, Opinion Dynamics will be in the field interviewing participants and contractors participating in the Multi-family Program as part of the program evaluation
- The updated Commercial and the Residential Technical Reference Manuals (TRMs) will be issued by the end of the month
- In conjunction with the TRM updates, staff has been coordinating updates to the effRT database to coincide with updates

III. Administration and Finance Highlights

a. Administrative

- Staff received professional training on techniques for effective communication

b. Grant Administration

- MaineHousing has reported that its audit of past procurement on the Carbon Quantification sub-grant has found no inappropriate procurement practices which clears the road for Efficiency Maine to pay the final invoices on this sub-grant
- Staff has received a preliminary indication from US DOE that it will receive an extension on delivery of the Multi-Family Program through mid-2014
- Staff has completed DOE's 1512 Reports and is working on DOE Quarterly Reports

c. Financial

- The FY13 Audit is underway
 - Next step in the audit is the second field visit which is slated for late August
 - We are on target to have the final audit ready for review by the Finance Committee, and then the full Board, for the regularly scheduled meetings in September so that the audit can be reported to the State in early October
- Staff worked with the Finance Committee to review proposed adjustments to the FY14 Budget that reflect the recent enactment of the Omnibus Energy Bill and also certain clerical corrections and other changes to revenues identified since the original budget passage at the May board meeting