

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

**May 23, 2012**

<b>I. Communications</b>
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**a. Government Affairs**

The Maine PUC approved an order (Docket 2012-143) directing the major electric utilities to provide data to the Trust for use in developing the next Triennial Plan. Market penetration reports for appliances and business customer usage are among the data points that will be included.

**b. Press**

The *Portland Press Herald* ran a story on May 1 reporting on the Maine PUC's approval of a pilot program to establish a Non-Transmission Alternative (NTA) program around Boothbay Harbor. Under the pilot program, Efficiency Maine will be able to participate in a competitive bid for 2 megawatt's of resources that can help the utility (Central Maine Power) meet grid reliability standards. The pilot is designed to test the costs and performance of multiple resources, including Demand Response, Distributed Generation, and Energy Efficiency.

**c. Call Center**

- Volume at the Call Center broke the previous record by nearly 20% (602 calls)
- Despite this, 99% of calls were answered within 20 seconds, which compares favorably to the goal to answer 80% of all calls within 20 seconds
- 99% of calls were answered within 45 seconds (compared to a goal of 95%)
- The shift to using a "spillover team" at the Call Center enabled us to handle the volume

**d. Newsletter**

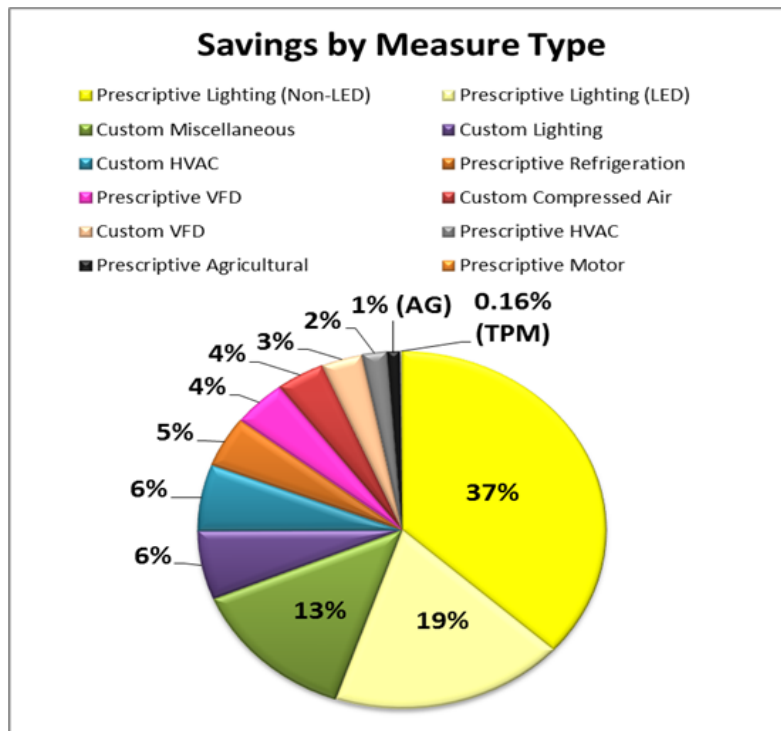
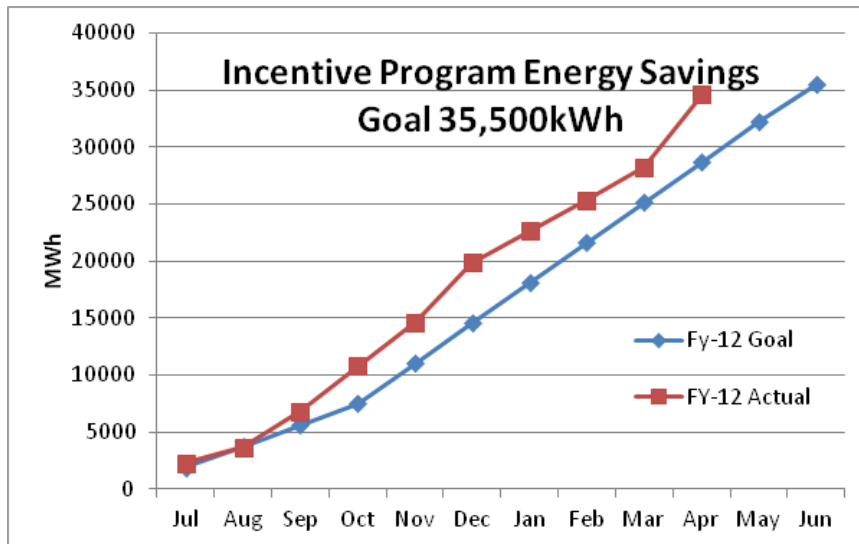
Staff has launched a new e-newsletter containing general news and announcements about the Trust's programs and results. This monthly newsletter is a complement to the more technical newsletter that goes out to contractors and suppliers who help deliver Efficiency Maine Business Programs.

## II. Program Highlights

### a. Business Program

#### Incentive Program

- 2,052 projects have been completed year-to-date, serving 1,337 different business customers
- 128 of the projects were Custom Incentives (and the balance were Prescriptive Incentives)
- 76% of all completed projects had a QP involved



## Large Impact Program

The awardees for the RFP for the Large Impact (Competitive Bid) Program were announced this month. Among the 12 proposals from a range of large users including manufacturing facilities, ski mountains and universities, six projects were awarded, and two additional projects are still being considered pending further review. The six projects that were awarded came from Red Shield, Portland Water District, Huhtamaki, Maine General (Thayer Campus), Sugarloaf, Sunday River. Staff is awaiting additional information before finalizing the determinations regarding American DG Energy and Woodland Pulp. Several of the proposals that were not awarded have been directed to the regular Business Incentive Program where Staff expects they can receive significant incentives from the prescriptive light incentives that are available. Not including the two projects that are pending, estimated annual savings from the projects total 12 million kWh for the next 15-20 years, and will encourage \$4.3 of new, incremental private investment in the energy infrastructure of Maine's largest employers. The total lifetime cost (combined costs of the Trust's incentive plus the customer's investment) of avoided kWh from this round of projects is 2.9 cents/kWh.

## Multi-Family Program

The Multi-Family Program was officially launched this month and outreach is beginning to generate significant interest from apartment building owners.

### **b. Residential**

#### **i. Maine BetterBuildings Loan Program**

##### PACE & PowerSaver

- 129 Municipalities have opted into the PACE Program
- \$2.57M in closed PACE loans
- \$2.0M in process PACE loans
- \$273K in process PowerSaver loans
- Roughly 4 PACE closings per week ongoing
- First PowerSaver loan closings anticipated in coming weeks.

##### Residential Direct Install

- First round of reports from audits and projects are coming in
- Early air sealing results reflecting 15% to 20% reduction in CFM50 (blower door test) air leakage.

##### Renewable Rebates Program

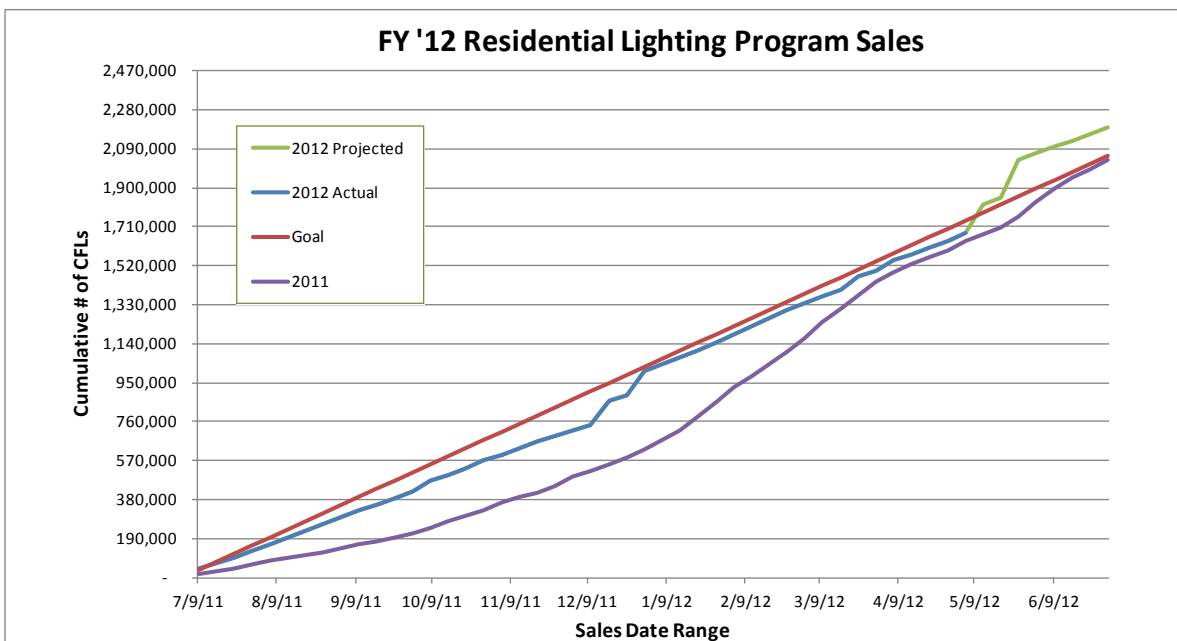
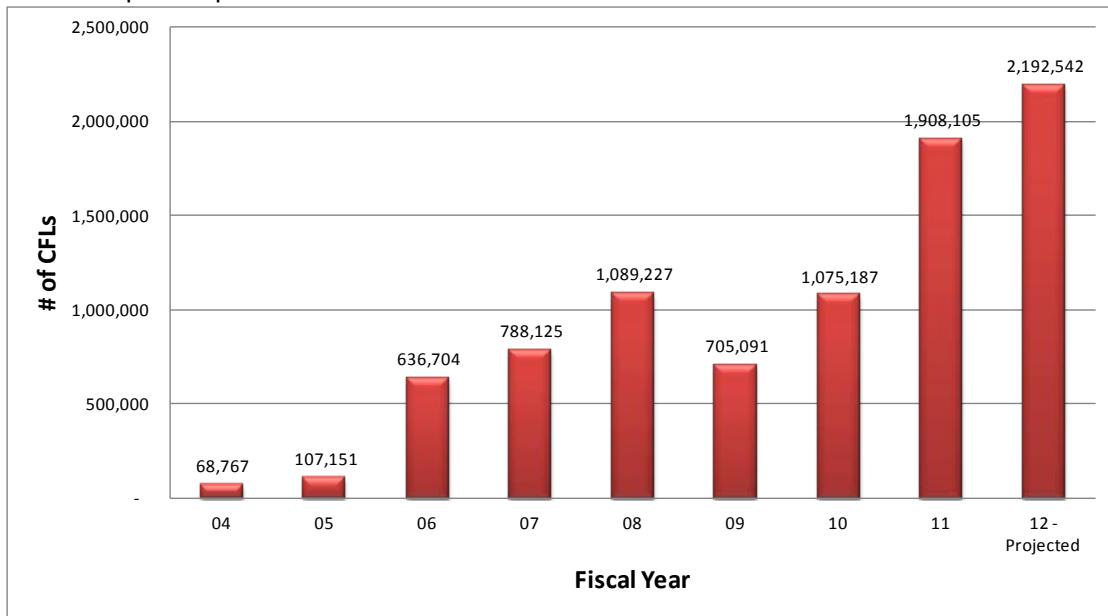
Revised rebate structure appears to be increasing consumer uptake of commercial solar projects. We have had a 33% increase in the number of rebate reservations in the past month over the first 3.5

months of the year. Partly this is seasonal. All projects must provide full modeling information and calculated payback to receive a rebate reservation.

**ii. Residential Lighting and Appliance Program**

Lighting

- Program progress year-to-date is at 103% of pace for energy savings, and we are projecting ending the year at 107% (107 GWH) of goal (100 GWH)
- Program spending is proceeding at 96% of budgeted pace year-to-date, projecting to end the year at 99% (\$3.9M) of goal (\$3.96M)
- The program is investing more funding to Good Shepherd Food Bank, which distributed 108,000 CFL's since prior reports

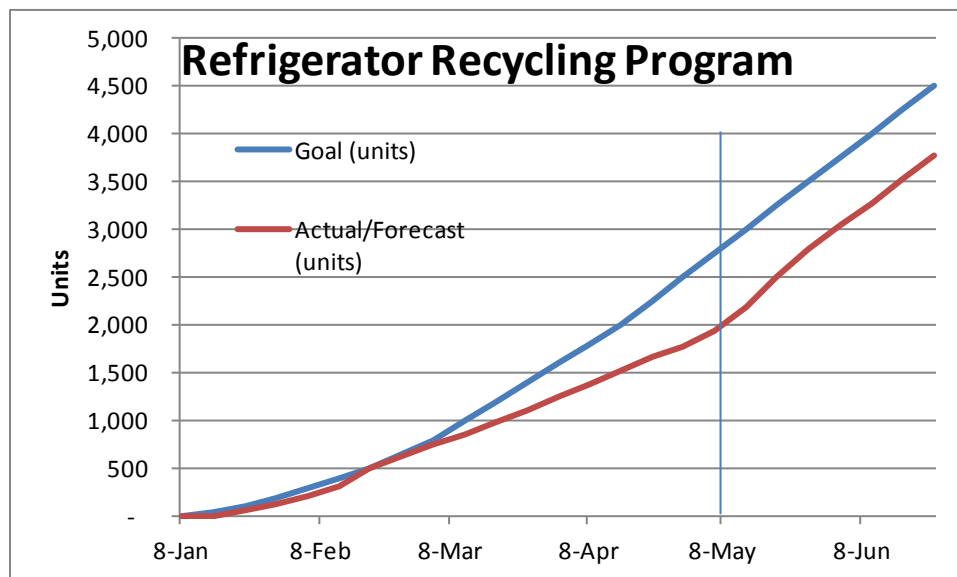


## Appliances

- The Program has achieved 175% of projected pace for saving energy year-to-date, and will end the Program Year (PY) at that level . The program goal was 3 3GWH per year and achieved expected savings of 5GWH per year
- Spending on the program is proceeding at 98% of budgeted pace, and is expected to end the year at 99% of budget (\$1.7M)
- The program was ended as of Friday, May 18. All point of purchase materials in stores have been removed.

## Refrigerator Recycling Program

- Pickups of operating refrigerators and freezers are increasing rapidly, but not enough to meet goal
- For the program year, progress for both energy savings and budget is proceeding at 71% of goal, and is projected to improve gradually but still finish the year at 84% of goal
- Heightened marketing efforts have brought in record web hits the last 2 weeks (making this program the top Trust program for page visits; this program also drove 60% (368 calls) of Call Center volume last week
- The contractor and the Call Center are re-doubling their efforts to screen callers to ensure that only in-use units are picked up



### **iii. Low-Income**

- 98 units of weatherization and upgrades have been completed and tested out as of May 11
- 745 units have been identified, audited, modeled, approved by the building owner, and bid on by installers
- The delivery team expects to exceed the 600 unit goal before the start of next heating season and expects to fully invest all funds and far exceed 600 units by year end

**c. Enabling Strategies**

**i. Innovation**

Awards were announced in the Round III RFP for the Innovation Program. Successful applicants were Bangor Hydro Electric utility and Vermont Energy Investment Corp., both for types of pilot projects to install and evaluate heat pump technology.

**ii. Evaluation**

The Trust's total annual savings calculations and its reporting methodology have been independently reviewed. The report found "Efficiency Maine's reporting process to be in general compliance with the ISO-approved measurement and verification plan." The report further observed improvements in the Trust's processes since the prior year. This report is required to be submitted to ISO-NE as part of the Measurement and Verification requirements for participants in the Forward Capacity Market. The report was submitted to ISO on May 16.

<b>III. Finance and Administration</b>
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**a. Budget**

A draft Budget for FY13 was prepared by Staff and reviewed by the Finance Committee. The draft is presented under a separate memo for the May 23, 2012 Board meeting.

**b. Financial Report**

FY12 Year-to-date, through April 30, shows new revenues of \$24.9 million in hand with more to come from future draw-downs of existing federal grants, a fourth quarter RGGI auction payment, another payment from CMP under the MPRP Settlement, and a final SBC payment from the electric utilities. Actual expenses and encumbrances year-to-date (83% of the year gone) have reached \$57.8 million, which, after netting out the PACE loans/loan fund, constitutes 88% of the full year's budget.