

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

November 28, 2012

I. Communications

a. Government Affairs

The Executive Director and Controller met with the Governor and the Director of the Governor’s Energy Office to review the Trust’s submissions in the Governor’s “Zero Based Budget” initiative.

The Trust submitted a bid to deliver slightly more than 155 kW of peak demand savings in the Boothbay Harbor Non-Transmission Alternative (NTA) Pilot Program and expects to hear in the next several weeks whether the bid will be awarded.

The Trust filed with the Public Utilities Commission its petition for approval of the Triennial Plan for Fiscal Years 2014-2016.

b. Awareness and Press

On November 14, the Trust organized its 3rd Annual Awards Ceremony and Symposium “Powerful Change: A Look at Maine’s Changing Energy Landscape.” More than 225 contractors, program customers, and stakeholders participated in the panel discussions and the awards ceremony.

Highlights of the symposium were:

Presentation: “Energy Efficiency Baseline and Opportunity Study for Maine”

- Carol Mulholland, The Cadmus Group

Panel 1: Opportunities for Efficiency from the Customer Perspective

- Andrew McCullough, Texas Instruments
- Harrison Horning, Hannaford Brothers
- Ed Barrett, City of Lewiston

Panel 2: Opportunities for Efficiency from the Contractor/Supplier Perspective

- Rich Rattray, Osram Sylvania
- David Clay, Mechanical Services

- Fortunat Mueller, ReVision Energy
- Mark Dyen, Conservation Services Group

The awards for 2012 were given to:

Supplier of the Year
 CED Gilman Electric Supply
 Energy Savings: 2,495,838 kWh

Qualified Partner of the Year
 EMC
 Energy Savings: 1,683,160 kWh

Contractor of the Year
 Mechanical Services Inc.
 Energy Savings: 784,349 kWh

Customer of the Year
 East Brown Cow

Largest Lighting Project
 Ameresco
 Energy Savings: 915,340 kWh

Participating Energy Advisor of the Year
 The Breathable Home

Largest Mechanical Project
 Woodard & Curran
 Energy Savings: 628,074 kWh

Phillip C. Hastings Award
 Timothy Vrael

Stories about the panel discussions, the awardees, and the Opportunity Study were covered in articles in the *Portland Press Herald* and the *Lewiston Sun Journal*.

In other press coverage, the Trust’s Business Incentive Program, featuring Program Manager Rick Meinking and Communications Director Paul Badeau, was the topic of discussion on talk radio “Box Talk” on WLOB. Bangor local TV news and the *Bangor Daily* gave favorable coverage to the initial success of the Heat Pump Pilot Program.

II. Program Highlights

a. Business Program

i. Large Impact Program

- Released the RFP for the next round of Large Customer Projects November 8
- Available total funding of at least \$3.5 million for incentives

ii. Multi-Family Program

- 974 units (39% of goal) have received benchmarking

- 307 units have submitted their audits, 231 have been approved
- 1138 units have been submitted for program participation
- 19 Program Partners have received training about the program

iii. Small Business Direct Install

- Received delivery of customer data from business customers in Bangor Hydro and Maine Public Service territories.

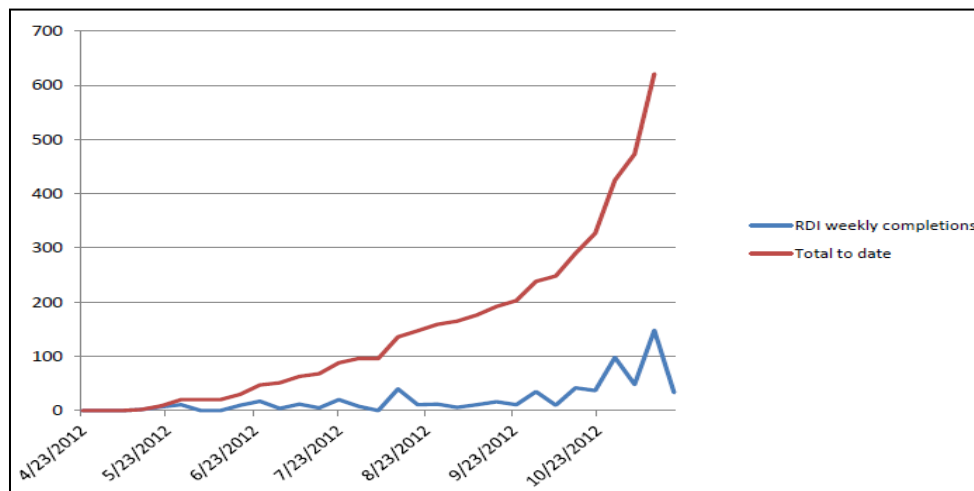
b. Residential

i. Maine BetterBuildings Loan Program

PACE & PowerSaver Loans

- Received 1858 loan applications since program inception
- 333 residential energy project loans closed, up 33 since last month
- \$4.255 million in closed PACE/PowerSaver loans, up \$350,000 since last month
- \$2.6 million more loans are “in process”
- 155 municipalities have opted into the PACE Program (an increase of 26 since last month)
- TV, radio and tax bill mailing campaigns are have wound down since the late summer-early fall.

Residential Direct Install (Air Sealing)



- New marketing campaign is in the works

- The rate of air sealing projects has increased dramatically with more than 675 completions total, of which more than 450 occurred in the past 2 months
- Nearly half of the closed loans are receiving the maximum PACE loan amount of \$15,000
- Most applications that are declined are due to a lack of any home equity or a debt-to-income ratio above 45%

Renewable Rebates Program

	<u>JULY</u>	<u>AUG</u>	<u>SEP</u>	<u>Q3</u>
Number of solar PV systems installed	14	30	30	74
Total capacity of solar energy systems installed (kW)	109	128	157	396

Number of solar thermal systems installed	20	10	14	44
Total capacity of solar thermal systems installed (square feet)	1709	1008	1243	3961

Number of wind energy systems installed	0	1	0	1
Total capacity of wind energy systems installed (kW)	0.00	17	0.00	17

ii. Residential Lighting and Appliance Program

Lighting

- The program is at 418,000 actual CFLs, 82% of pace for bulb sales YTD, projecting current program year end at 1.8 million CFLs (91% of goal)
- The team is working on contingency plans and propose them at our next Quarterly Program Review on 12/11
- Planning to have LEDs priced at \$9.99 and \$15 in select stores starting this month

Appliances

- This program re-started 10/1/12
- 1,031 rebates already redeemed

iii. Low-Income

From January 1, 2012 to November 9, 2012:

- 1,021 residential units have been upgraded

- 521 more units are in the pipeline
- Average energy savings is tracking at 21% per project (\$307/year electricity savings)
- 312 units have included competitively bid heat pumps (31% of total) and have been receiving preferential pricing from Fujitsu
 - o 77% of treated units were found to contain room air conditioners

c. Innovation

- 119 mini-split heat pumps have been reserved in the Bangor Hydro / MPS pilot project, including 9 that have been paid, 40 are pending approval of on-bill financing loans (at Machias Savings)
- More contractor training was completed

III. Finance and Administration
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a. Audit

The Single Audit Report was completed and presented to the Finance Committee by our auditors Macdonald Page. In a related matter, the US DOE issued a letter to the Trust indicating that it finds “the documentation maintained ... by the Efficiency Maine Trust to support its sub-grantee payments to be appropriately thorough and demonstrates an acceptable system of recordkeeping...”