

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

October 24, 2012

I. Communications

a. Government Affairs

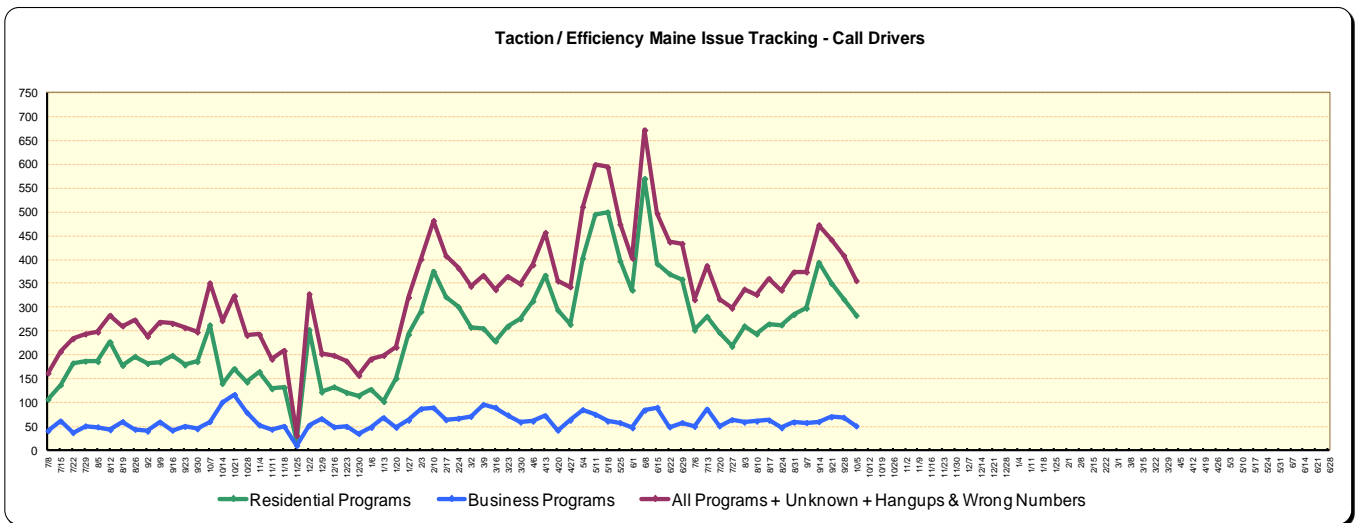
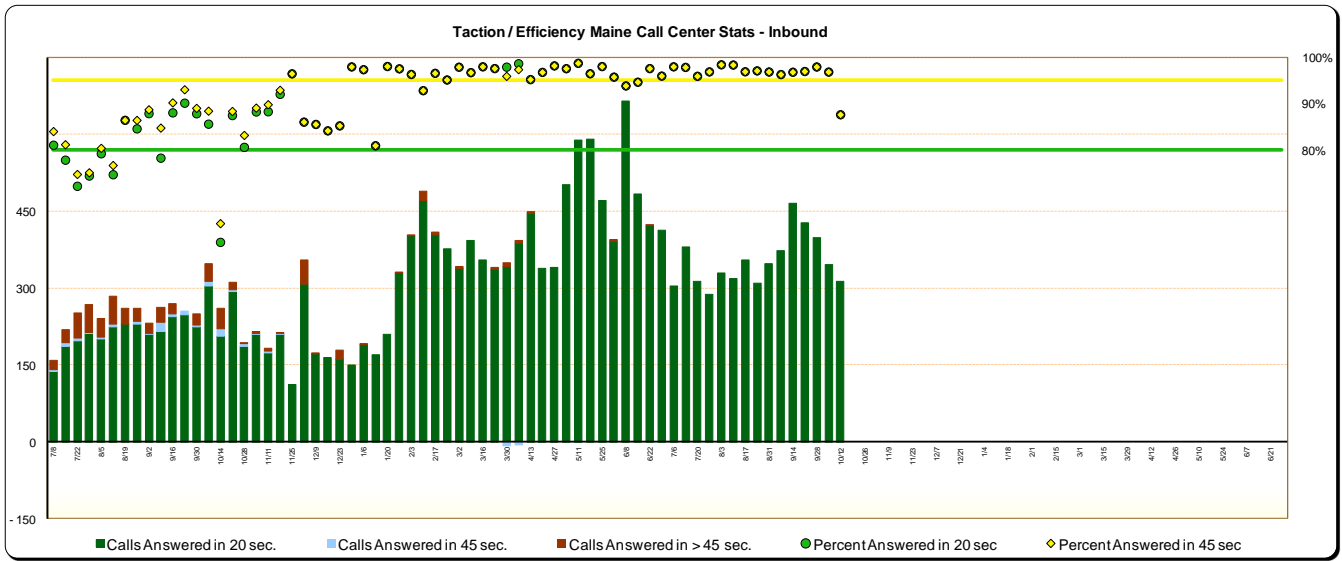
The Maine PUC approved a pilot project proposed by Bangor Hydro and Maine Public Service to promote high-efficiency mini-split heat pumps for supplemental heating. The pilot project, which is complemented by a \$130,000 Innovation Program grant from Efficiency Maine, launched in the past week and has already generated significant public attention and customer uptake. The president of Bangor Hydro/MPS sent a letter commending Efficiency Maine for its cooperation on this initiative.

The Maine PUC also sought comments and held a hearing on the proposal to give Efficiency Maine a contract for the delivery of energy savings that would help to pay back the Trust’s revolving loan fund (Docket 2012-00408) from which the projects are financed.

b. Awareness and Press

- Exhibited at the MaineBiz Momentum Convention
- Earned media story in the *Bangor Daily* on September 4 profiling the Gifford Ice Cream energy project -- “It allowed us to buy better equipment and make ice cream faster and longer and freeze it better at the same time while using less electricity,” said Gifford’s Maintenance Manager Carl Smith
- Produced a full-color brochure promoting residential programs, energy audits, and weatherization
- Produced color flyers promoting the Multi-Family and Air Sealing Programs
- Participated in ground breaking ceremony and press conference at the Portland Water District, a project funded with a grant through the Large Customer Program, and earned media coverage on the evening news and in Keep ME Current

c. Call Center



II. Program Highlights

a. Business Program

i. Incentive Program

- Conducted two webinars for QP’s training them on direct submission of incentive applications to the new “effRT” database
 - o 18 participants on 10/16
 - o 18 participants on 10/18
- Call Campaign underway for upcoming QP Training (New QP’s). Training Date: Oct 25th
 - o 68 seats confirmed

- Prescriptive Compressed Air measures are near complete with compressor replacement measures added, expected to be launched November 15.
- For the Natural Gas Fund's C/I customers, the program is developing plans to approach suppliers' sales departments to expand the list of pre-qualifying equipment and to increase program awareness among the contractor community.

ii. Large Impact Program

- Staff is preparing the RFP for the next round of Large Customer Projects for release in early November with available total funding of at least \$3.5 million for incentives.
- 5 out of the 6 projects awarded in the last round of competitive solicitation are now under contract, with the final contract nearing completion.

iii. Multi-Family Program

- 1015 units in the pipeline
 - o 408 units in 47 buildings have completed benchmarks
 - o 679 units have submitted for program participation
 - o 108 units have had their audits submitted (all using the Modeling Path approach)
 - o 50 units have an approved audit
- Marketing and Education
 - o Added website tracking data to weekly report.
 - o Program presentation conducted 10/16 at the Southern Maine Landlord Association dinner meeting.
 - o 61 attendees, including 6 Program Partners attended.
 - o During presentation, the Partners were introduced and connections were made between them and building owners.

iv. Training -- Building Operator Certification (BOC) Class

- New Class started 17 October with 12 participants; Location – Casco, Maine.
- Working to include BOC in the SMCC Spring Semester course offerings.

b. Residential

i. Maine BetterBuildings Loan Program

Things are heating up!

PACE & PowerSaver Loans

- Just completed our 300th residential energy project loan
- \$3.8M in closed PACE/PowerSaver loans

- \$2.6M more “in process”
- Loan applications received at a rate of 45/week
- 129 Municipalities have opted into the PACE Program
- Marketing and Education activities include:
 - o Booth presence with excellent interest levels at the Common Ground Fair, coinciding with significant upturn in sustained level of loan applications submitted;
 - o Presenter at the Power Smart Expo in Bangor, hosted by Bangor Hydro & MPS and staffed a booth;
 - o More than 125,000 brochures inserted and mailed with municipal tax bills, avoiding postage costs;
 - o Thousands more brochures distributed through town offices and contractors;
 - o The Island Institute produced and aired a five minute video <http://vimeo.com/50781526> called Vinalhaven Weatherization Week describing how Efficiency Maine’s Air Sealing Promotion was used to spur energy audits on island homes and education about the comfort and economic benefits of air sealing and home weatherization;
 - o Staff of the Trust also recently participated in multiple PACE forums, energy meetings, or select board meetings in Augusta, Windham, Rockland.
 - o Staff has continued its monthly contractor webinar, which is recorded and made available to 360 energy advisors, weatherization contractors and renewable energy installers.

Residential Direct Install

- Completed 290 air sealing promotions in conjunction with BPI energy audits
 - o 50 completed in the past 10 days
- Early data returns showing:
 - o Achieving 20% reduction in CFM50 (blower door test) air leakage, on average
 - o Which translates into annual savings of 80-100 gallons of oil, worth more than \$300/yr
 - o 48% of participating homes start with R12 (equivalent to 3.5 inches of fiberglass batt) or LESS in the attic

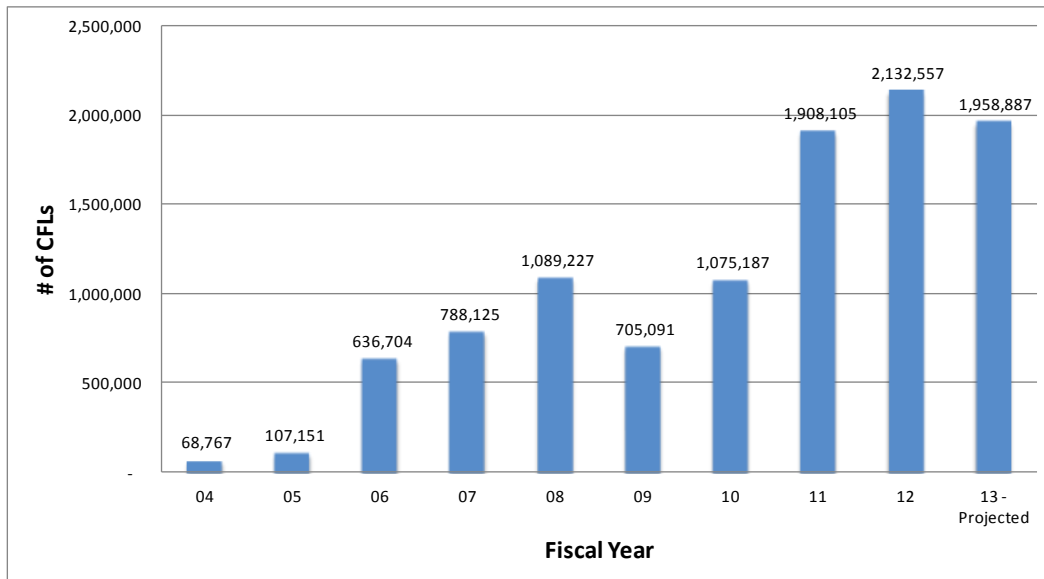
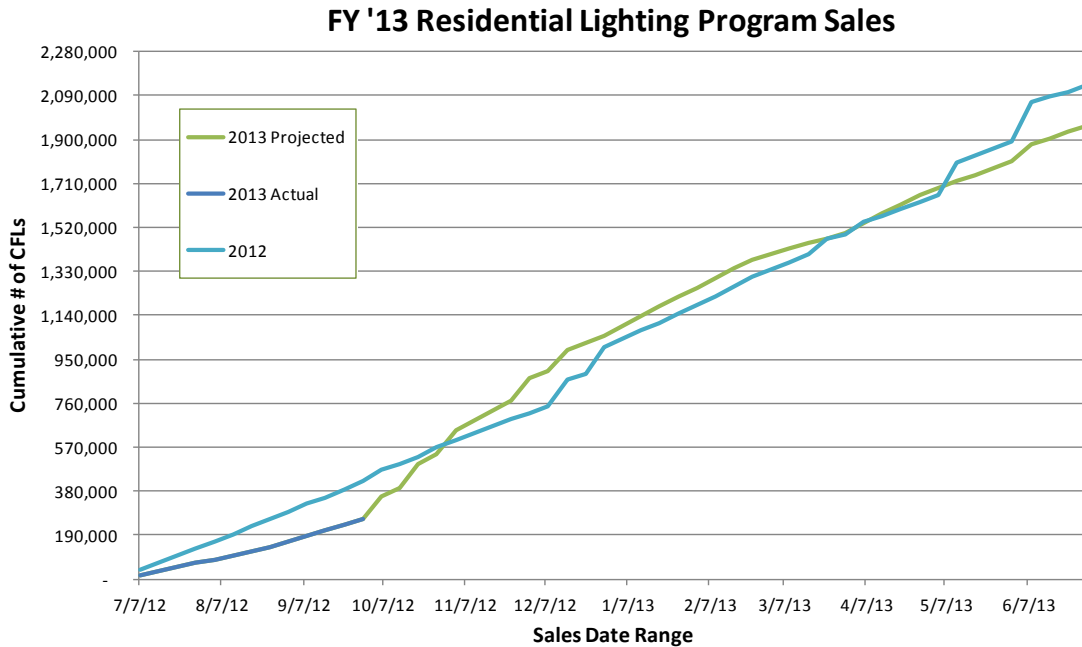
Renewable Rebates Program

- Provided \$90,000 in rebates for customer-sited renewable projects in September
 - o 30 PV installations
 - o 14 Thermal installations
- August and September were among the highest months of activity on record for Efficiency Maine renewable rebate programs.
- 396 kW of PV has been installed in the past quarter, projected to produce more than 515 MWh directly to the grid annually.

ii. Residential Lighting and Appliance Program

Lighting

- The program is at 108% of targeted energy savings pace and the year-end projection is 104% of energy savings goal (69,000 MWh/yr versus a target of 67,000 MWh/yr).
- Program spending is at 93% of budget pace and projecting ending the year at 99% of budget.
- Agreements to offer LED incentives through retail stores are imminent.



Appliances

- This program re-started 10/1/12 and the first partial month set of 88 rebates has already been received – ahead of schedule
 - o The program had been discontinued back in May 18 when funds the budgeted allocation was exhausted
- The Agrens micro-pilot, working to sell 20 Advanced Power Strips (APS) at full price in their Auburn stores, will start 11/26.
- The Trust’s delivery team contractor is discussing with a major appliance retailer piloting a free APS with the purchase of an eligible Energy Star TV.

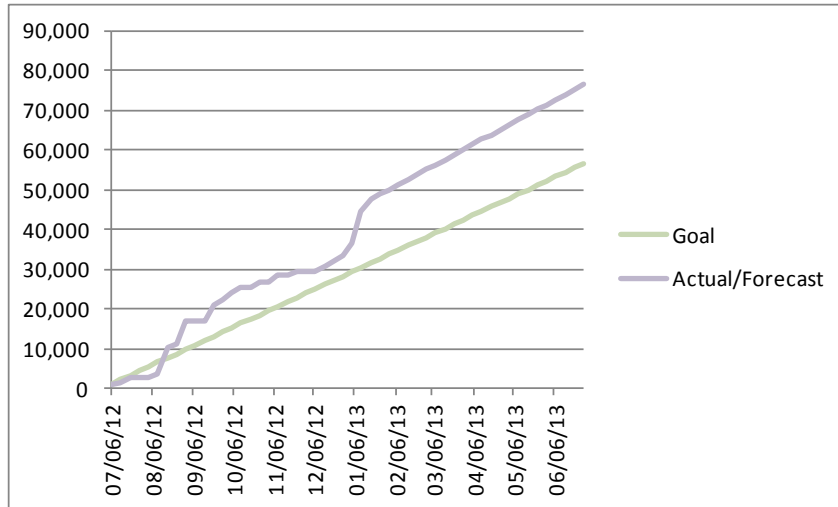
Refrigerator Recycling Program

- Consistent with Board direction for Staff to review strategic priorities, competing opportunities, and program performance, and cost-effectiveness, Staff elected to wind down the Fridge Recycling Program in September, while honoring any reservations that had been made prior to that time.
- Scheduling of new pickups closed in the second week of October.
- As of that time, the program had reached 57% of the Program Year to Date goal (1,712 units recycled vs goal of 3,205 PYTD).
- Budget allocation is shifting to Appliance Rebates.

iii. Low-Income

- 932 residential units have been upgraded since the program’s inception on 1/1/2012.
- The average number of units weatherized per property is 21 units.
- Average energy savings is tracking at 20%/project.
- 279 units PYTD have included competitively bid heat pumps (39% of total) and have been receiving preferential pricing from Fujitsu.
 - o This manufacturer has offered to donate a free unit to a Community College in the name of Efficiency Maine for every 100 units installed through this program.
 - o 62% of treated units were found to contain room air conditioners.
- Staff has initiated a program advisory board.

MWh Saved



c. Enabling Strategies

i. Innovation

- Bangor Hydro/Maine Public Service Heat Pump Pilot Program Innovation Grant \$150k
 - o Program was launched 10/15/2012 with a goal of 330 heat pumps installed by 10/31/13.
 - o 47 people have already reserved their rebates in the first week.
 - o The Trust’s new online Residential Vendor Locator is being used by Bangor Hydro and Maine Public Service to help customers find a contractor/installer, and now lists 26 trained, certified, and insured heat pump installers in their area (compared to zero vendors who were trained, certified and insured two weeks prior).

ii. Evaluation

- Work on the Trust’s project database -- EffRT 2.0 -- is continuing as Staff and contractors are getting more proficient in using the system’s enhanced features.
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III. Finance and Administration

a. Personnel

The Trust is very pleased to welcome Connie Packard to the staff as in the position of Controller. In this position, Ms. Packard will direct the activities of the Finance and Administration Division of the Trust. Ms. Packard is a resident of the Augusta area and comes to the Trust from the Portland School District

where she was the **Budget Director** and prior to that held positions as the **Director of Finance** for the **Messalonskee** School District and the **Director of Finance** for the City of Augusta.

b. Budget

As the Financial Report of the Trust's single audit is finalized, it will allow the Trust to put exact numbers on any year end balances that need to be carried forward and factored into the FY2013 Budget. Staff intends to bring forward an amended FY2013 budget for Board approval at the November Board meeting.

c. 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.