

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

**November 20, 2013**

<b>I. Communications</b>
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**a. Awareness and Press**

- Hosted Annual Symposium and Awards Presentation Nov. 6 in Portland, with 220 registrants. Annual Awards were presented to top performing contractors, customers, suppliers, and other partners.
- The 2013 award winners are:
  - Supplier of the Year: Graybar Electric
  - MultiFamily Program Partner of the Year: Strategic Energy Group
  - Qualified Partner of the Year for Lighting Projects: Kaplan Electrical
  - Qualified Partner of the Year for Mechanical Projects: Mechanical Services
  - Qualified Partner of the Year: Horizon Solutions
  - Participating Energy Advisor of the Year: Keith McPherson of Home Energy Answers
  - Retailer of the Year: Sam’s Club
  - Customer of the Year: Island Institute
  - Phil Hastings Award: Denis Bergeron
- Presenters at the symposium were:
  - Alethea Carridi Univ. of New England
  - Suzanne MacDonald The Island Institute
  - Kurt Shillington Princeton Properties
  - John Murphy Sweeney Rogers Geraghty
  - Vamshi Gooje Thornton Tomasetti
  - Dan Kelley Woodard and Curran
  - Tom Welch Public Utilities Commission
- Produced a video testimonial on heat pumps with a Presque Isle homeowner, which will be posted to web site and made available to all Maine community access channels via PEG Media posting tool.

- Dana Fischer, Residential Program Manager, was interviewed as part of a panel on weatherization for Mature Lifestyles, a Time Warner Cable television production. Dana was also interviewed on Bangor radio station WKIT about the HESP program
- The executive director was interviewed by MPBN for a story reporting on the release of the American Council for an Energy-Efficient Economy (ACEEE)'s national Scorecard, an energy efficiency ranking showing Maine had the "most improved ranking" for energy efficiency programs and policies among all 50 states and the District of Columbia
- Exhibited at the MaineBiz Momentum Convention on October 17
- Participated in an October 30 Weatherization Day Press Conference organized by David Ireland Builders at a Farmingdale residence converting to natural gas
- Exhibited at a Department of Transportation Information Fair on Nov. 1 in Augusta

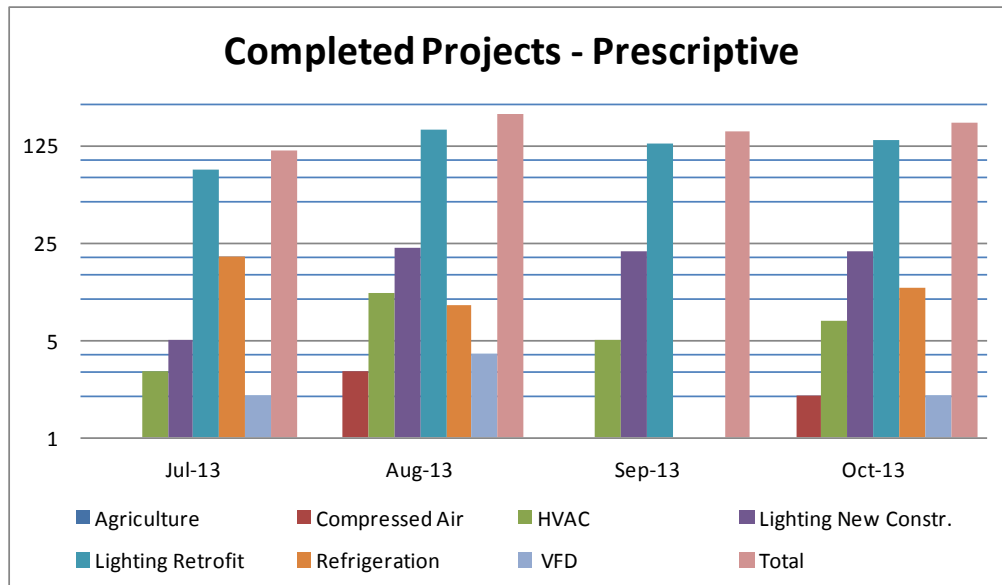
**II. Program Highlights**

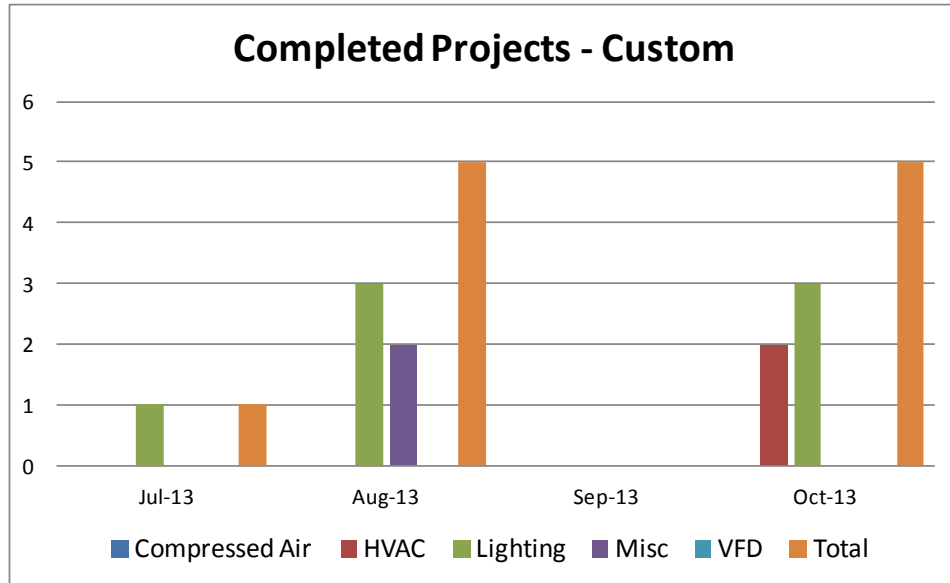
**a. Business Program**

**i. Business Incentive Program – Electric**

As of 10.31.2013

- 8,059 MWh/year saved, which is about 25% of the annual goal with 33% of the year passed
  - These projects are projected to have lifetime savings of 77,000 MWh
- 685 projects completed
  - 673 prescriptive
  - 11 Custom
  - 1 Technical Assistance



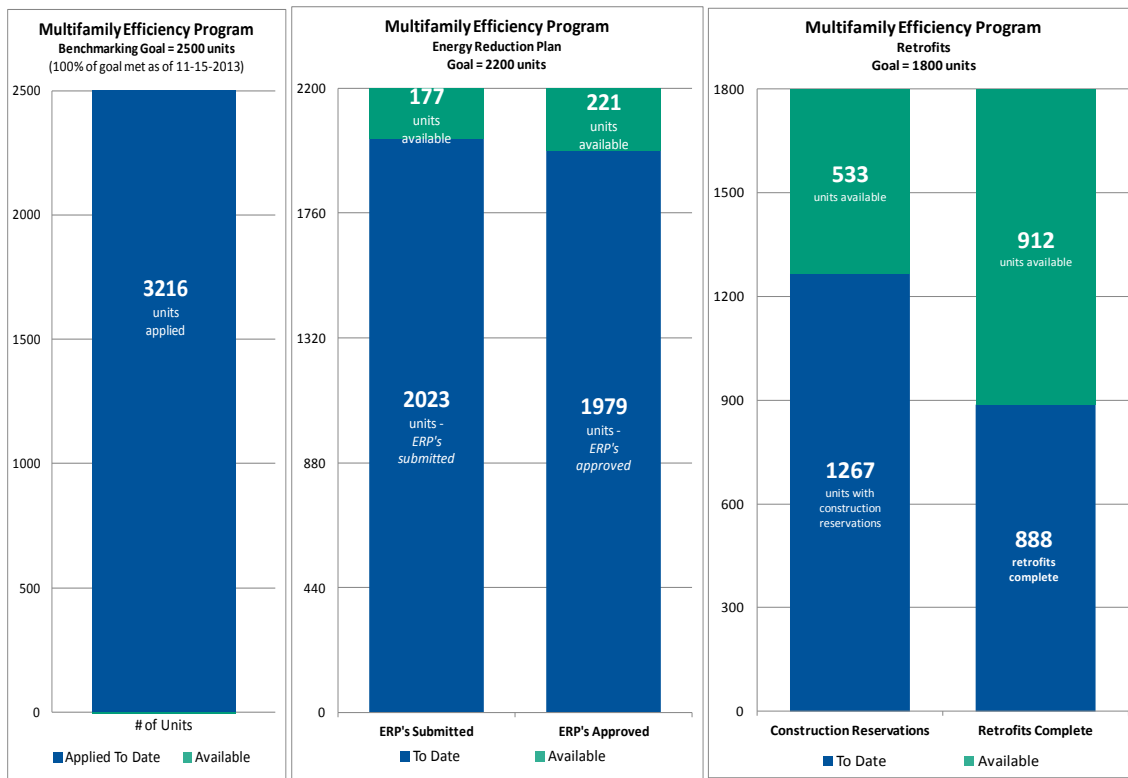


ii. **Business Incentive Program (Natural Gas)**

No update

iii. **Multi-Family Program**

As of 11/15/2013:



**iv. Small Business Direct Install**

	<b>Completed Projects:</b>	<b>88</b>	<b>as of 10/23/2013</b>
Total Energy Savings:	826,637 kWh		
Lifetime Savings (13yrs measure life)	10,746,281 kWh		
Average \$ Project Size:	\$3,765.79		
Average Project Incentive:	\$2,116.07	56.2%	of total project cost
Average Annual \$ Savings (\$0.13/kWh):	\$1,221.17	\$101.76	monthly Savings
Average Annual KWh savings (project):	9,394 kWh		

**v. Large Customer Program**

- The Delivery Team is meeting the goal of completing one on-site meeting per week
- We have maintained contact with the QP community
- Progress:
  - 2 projects approved worth \$427,000 in incentives
  - 4 additional projects proposed seeking \$895,622 in incentives
  - An additional \$1.7 million of projects are in the pipeline
  - Approximately another \$2.5 to \$3.5 million in the pipeline, but uptake coming more slowly, and in smaller amounts, than initially forecasted

**b. Residential**

**i. Home Energy Savings Program**

HESP Incentives

As of 11/13/2013:

- Approximately 600 mini-split ductless heat pumps have been rebated or are in process after 10 weeks
  - Uptake rate has increased to 200/month in October after slightly sluggish restart of heat pump rebates
- 2 pellet boilers have been paid out and 4 more are in process
- Zero wood stoves or pellet stoves have been rebated
- 11 projects have gone to the custom model path total with roughly the same number of central heating systems
- 137 "air sealing" incentive projects completed
  - 25% are doing additional prescriptive measures with an average project cost of \$7,700
  - The average "air sealing only" has a total cost of \$847 which is nearly identical to the average under RDI
  - Volume of air sealing in October with the co-pay requirement was 12% of the volume in September when there was no co-pay requirement

- Total incentives and delivery invoices in October was \$247,000 with 23% in delivery in the first month
- An aggressive inspection campaign has resulted in 22% of completed projects receiving inspections at the outset of the new program, including:
  - 44 for RDI completions
  - 62 for ductless heat pumps
  - 18 insulation projects
- The loan program has surpassed \$7 million in closed loans.
- In the first week offered for the new unsecured loan
  - received 9 applications
  - 6 were declined
    - 3 for not meeting 620 fico or 55% DTI, and
    - 3 for past due issues with existing mortgages or bad debt.
- Also received 26 applications for PACE loans and 1 for PowerSaver
  - 6 were declined

**ii. Residential Lighting and Appliance Program**

As of 11/14/2013:

Lighting

- The program is ahead of pace for energy savings and projecting ending the year with sales of 1.9 million efficient bulbs, saving goal 68,000 MWh/year
- The program is spending slightly ahead of budget pace year-to-date, with a year-end projection of spending \$4.5 million compared to the amended \$4.6 million budget

Appliances

- Invoiced units – 26,964
- Annual Savings – 4,572 MWh
- Projected Lifetime Savings – 48,819 MWh
- NPV of Lifetime Savings - \$47,806,938

**iii. Low-Income**

Low Income Electric Heat Multifamily Weatherization

As of 11/8/2013:

- The Program is ahead of pace for energy savings and forecasting ending year at 130% of the year-end goal of 1,300 MWh/year
- 534 units have been weatherized to date and the program is forecasting completing 868 units by year end
- The program is on pace to investment 100% of the \$2.2 million budget by year-end

- 400 heat pumps have been installed YTD, and the program forecasts installing 650 by year-end

E-CHIP (Efficient – Central Heating Improvement Program)

- EMT has contracted for delivery and technical support services with Conservation Services Group and kicked off the program planning
- The team is drafting a Program Manual and forming an Advisory Board
- Planned launch is around Thanksgiving

**c. Cross-Cutting Programs**

**i. Evaluation & Data Analysis**

No Updates

**ii. Innovation Pilots**

- Staff is communicating with Central Maine Power to secure customer data that is necessary to implement two of the three pilot projects awarded in the summer

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

- Staff has scheduled a meeting with the auditor to plan for next year’s audit
- Staff is planning a series of visits to third party service providers to review their procedures and compliance with those procedures, per the recommendation of the FY13 audit
- Staff continues to develop a formal Disaster Recovery Plan, including building sufficient redundancy into personnel duties and training for critical financial and administrative functions.

**b. Financial**

As of October 31, 2013:

- Revenues
  - We are forecasting \$38.5 million in new revenues this year from Maine and Regional policies/programs. Year-to-date we have collected \$8.1 million.
  - Another \$5.6 million is expected to be drawn down from federal sources for grants as projects proceed, plus \$2.1 million in interfund transfers, plus \$21.3 in fund balance .
- Expenditures
  - Our annual budget now contemplates \$68.4 million in expenditures

- Year to date, we have paid out \$10.5 and show another \$25.5 million encumbered in contracts
- \$32.4 million in the monthly reports is in the process of being put under contract now that the RGGI revenues have been allocated and the electric program fund balances were finalized through our audit, or is being used for self-administered programs (e.g., \$8 million is budgeted for the Large Customer Program)