

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

August 21, 2013

I. Communications

a. Awareness and Press

- Staff presented to the quarterly meeting of the Maine Island Coalition on August 16
- Smart Grid News ran a story about the Efficiency Maine and Retroefficiency pilot project

II. Program Highlights

a. Business Program

i. Business Incentive Program – Electric

As of 7.31.2013

- 1,435 MWh saved Year 1 (18,671MWh lifetime)
 - 4% of goal reached; 8% of year completed
- 117 projects completed
 - 72 customers participated
 - Incentives Paid \$158,075
 - Participant cost \$399,927
 - Program has seen an increase in LED Screw-In since enhancing the incentive levels

Program Name	# of Participants	# of Projects	Incentive Paid	kWh Savings	Lifetime kWh Savings	kW Savings	Lifetime kW Savings	Participant Cost
Prescriptive	71	116	\$133,075.00	1,313,811	16,849,568	272	3,487	\$319,683.00
Custom	1	1	\$25,000.90	121,435	1,821,525	19	291	\$80,244.00
Total	72	117	\$158,075.90	1,435,246	18,671,093	291	3,778	\$399,927.00

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

N/A

iii. **Multi-Family Program**

As of 7.19.2013

- 2800 units submitted for program participation
 - 2708 units with completed benchmarks now 108% of goal
 - 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
- 995 units have reserved project incentives
 - 111 units with approved audits have confirmed not moving forward
- 256 units completed retrofits – 14% of Goal
- Currently developing a moderator's guide for focus group – (Early September)
 - Target building owners or management companies that started the program but have not progressed

iv. **Small Business Direct Install**

As of 8.16.2013

- **Machias Region**
 - 83 Total Customer contacts
 - Audits Scheduled – 72
 - 54 businesses did not have cost-effective EE opportunities
 - Audits Proposals Submitted – 27
 - Projects moving forward – 23
 - On-Bill Financing – 18 projects
 - Lump Sum payment – 5 projects
 - Installations completed – 21 of 23
- **Presque Isle Region**
 - 233 Total Customer contacts
 - Audits Scheduled – 155
 - 38 businesses did not have cost-effective EE opportunities
 - Audits Proposals Submitted – 118
 - Projects moving forward – 68
 - On-Bill Financing – 23 projects

- Lump Sum payment – 45 projects
- Installations completed - 24

v. **Large Customer Program**

- Launched the Program Opportunity Notice in July
 - \$9.1 Million for distributed generation and energy efficiency
 - 50% cost share
 - Incentives between \$100,000 and \$750,000
 - Sets a minimum standard of energy saving per incentive dollar.
 - Review committee will make the final decision on a projects readiness
- Emphasis has been on outreach to potential customers and their vendors
 - Contacted over 100 potential customers
 - Two Qualified Partner webinars
 - Conducted three site visits
- \$2.75 Million of projects currently in the pipeline under review.

b. **Residential**

i. **Maine BetterBuildings Loan Program**

Air Seal Deal

- 6276 total completions since program inception
 - 1000 completed so far this fiscal year

Revolving Loan Fund

- \$6.17M in loans out
- 486 loans closed to date since program inception
 - 46 loan applications received in the past 2 weeks with 16 declined

ii. **Residential Lighting and Appliance Program**

Lighting

- As of 8.16.2013, the program is at 133% pace for energy savings and number of bulbs sold

Appliances

- Initial reports show rebounding economy is leading to increased sales of appliances
- Efficiency Maine incentives increasing as a result, showing pre-recession sales levels

iii. Low-Income

As of 8.16.2013:

- Savings – program is proceeding at 108 MWH/year (76% of annual savings pace) and forecasting ending at 1.8 GHW/year (or 150% of goal)
- 70 units weatherized for the fiscal year
- 44 heat pumps installed so far, forecasting 640 for the year

c. **Evaluation & Data Analysis**

- Appliance Rebate Program Evaluation – launched process and impact evaluation;
 - telephone surveys with ~380 participants about to begin
- PACE/RDI Evaluation – coming into the home stretch;
 - completed telephone surveys with 100 RDI participants and 100 PACE/PowerSaver participants;
 - conducting impact analysis of FY2013 projects (both RDI and PACE/PS) for final report due September 30
- Multifamily Efficiency Program – adjusting the evaluation timeline and workplan to incorporate projects completed through September 2013 (rather than June 2013) given DOE extension
- Technical Reference Manuals – Published updated Residential Technical Reference Manual

III. Administration and Finance Highlights

a. **Administrative**

- Management is more than half way through delivering annual performance evaluations for all staff

b. **Grant Administration**

- The EECBG Program issued its final report to US DOE last month

c. **Financial**

- The FY13 audit team from MacdonaldPage is in the field at the Trust's office
- Draft audit report is on track to be presented to the Board at the September Board meeting