

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

May 28, 2014

I. Communications

a. Awareness and Press

- Efficiency Maine was mentioned in a story on the Keep ME Current news site announcing the completion of the Portland Water District's new U/ V Water Treatment Facility in Standish, funded through the Large Customer Program
- Efficiency Maine's website upgraded the main menu, Board, and reports pages
- Staff produced two videos for use on the EMT website and for outreach opportunities:
 - an instructional video on air sealing that describes why a homeowner should consider air sealing, how an energy assessor conducts an energy assessment, and how to find a vendor using EMT's vendor locator tool, and
 - a case study on a Portland homeowner who participated in the Home Energy Savings Program, installed high-efficiency natural gas heating system and saved hundreds of dollars on her heating bills last winter
- The monthly Circuit newsletter was distributed to stakeholders
- The Year in Review publication was also distributed to stakeholders and legislators
- Program Manager Dana Fisher made a presentation on HESP to members of the Appraisal Institute's Maine Chapter on May 20 in Portland
- The Association of Energy Engineers New England awarded its Best Refrigeration Energy Project to Wyman's of Maine for its Efficiency Maine-funded refrigeration project (Wyman's was nominated for the award by Efficiency Maine)

b. Government Relations

- Triennial Plan docket
 - The PUC ruled that the revenues from Maine Yankee may be used to fund projects at Transmission and Sub-Transmission level customers
 - The PUC solicited comments on how its oversight duties and authority apply to RGGI funds (as opposed to Trust funds derived directly from assessments on utility customers)
 - Staff has arranged a secure data transfer with the natural gas utilities and received all outstanding data requests to commence data analysis as part of the statewide Efficiency Potential Study (MACE) for natural gas

- Staff will be using that data to start site visits for market research in the coming weeks, keeping the process on schedule

II. Program Highlights

a. Business Program

i. Business Incentive Program – Electric

As of 4/30/2014:

- 28,341 -- MWh 1st year savings
 - 55% of revised goal at 83% of year completed
 - 368,000 MWh lifetime projected lifetime savings
- 2,142 -- projects completed year to date
 - 357 completed projects last month – program record for one month
 - 134 ductless heat pumps in small businesses installed, gaining momentum
- 1,739 -- participants served
 - \$3,369,234 paid in incentives year to date
 - \$8,788,469 in private investment leveraged
- \$583,000 -- Record number and value of incentives processed last month
 - Typical historic month= \$300,000-\$400,000
- Emerging program design issues
 - Variable Refrigerant Flow measures in development – July 1 rollout
 - Potential Up-streaming HVAC incentives under consideration –July 1 rollout
 - Program is investigating incentives for Roof Top Units & Potential Custom project track
- 71 new QP's this month

ii. Multi-Family Program

As of 4/30/2014

- RFP for delivery of next year's programs awarded contract to the incumbent, TRC.
- 3,867 units submitted for program participation
- 3,596 units with completed benchmarks
 - 393 Benchmark reports have been sent
- 2,746 units with audits submitted
 - Modeling Path 1,104 units (49%)
 - Prescriptive path 1,412 units (51%)
- 2,474 units with an approved audit
- 73 units with reserved project incentives

iii. Large Customer Program

Electric Savings PON

As of 5/23/2014:

- Awarded \$3.9 million in projects this fiscal year – No change from last month
- Forecast that the program will end the fiscal year with \$8 million committed.
 - Multiple projects are pressing to meet the end of the fiscal year deadline
 - Final applications for this fiscal year will be reviewed on June 12
 - If all projects that have been under discussion come in, there is a possibility the amount would exceed the program budget for FY2014
 - Staff notified prior awardees who have not yet put their winning projects under contract that they have until June 11 to do so or they will need to start over next fiscal year

iv. Small Business Direct Install

- Bids are due June 5 for delivery of the program to re-comment in the beginning of FY2015
- Bid review team expected to make award the following week

b. Residential

i. Home Energy Savings Program

HESP Incentives

As of 5/23/2014:

- 3,621 individual homes upgraded to date completing 5,096 separate, rebated measures
- Budget
 - \$3.1 million in incentives and \$500,000 in delivery costs paid since 9/11/2013 from a budget of \$6.2 million
 - \$700,000 in incentives paid in April, the biggest month to date
- Installations since 9/11/2013:
 - 1,155 - Air Sealing with Assessment (reached a rate of 250/month)
 - 1,817 - ductless heat pumps
 - 160 - pellet boilers and 26 geothermal systems
 - More than 498 attic insulations and 339 basement insulations
- Market data
 - Average total cost of a pellet boiler, installed, is \$16,000 and the average total cost for a geothermal system, installed, is \$32,000
- Inspections completed
 - 836, or 17%, of all HESP projects
- Outreach and Marketing
 - Started short radio commercials on Pandora

- Started Google Display network
- Continued “pre-roll” video ad campaign promoting HESP on Hulu, YouTube
- Sent HESP Postcard to former RDI Participants
- Continued Google ad campaign promoting HESP incentives

Loans

- \$8.5 million – total loan portfolio
 - 217 applications in the application pipeline
- 42 loans closed in April supporting \$370,000 in energy upgrades
 - Biggest month in history of program for number of closings
- 69 -- loan applications were received in the first two weeks of May
 - 26 loans approved and closed supporting \$255,000 in energy upgrades in first two weeks of the month
 - 26% -- declined or withdrawn (18 applications) (compared to 45% -- historic decline rate under PACE as a solo product)

ii. Residential Lighting and Appliance Program

As of 5/16/2014:

Lighting

- 117% of annual goal completed with six weeks remaining in the fiscal year
- projecting ending the year at a record 2.7 million efficient bulbs sold achieving savings of 96,000 MWh/year
- projecting expending 99% of \$6.3 million budget by year-end
- On pace to incentivize four times more LEDs than last year
- Best deals: 10 cent CFLs at Wal-Mart, \$2 Philips 60W-equivalent LED “SlimStyles” at Home Depots and BJ’s three 40W-equivalent LED globes for \$5

Appliances

- 92% of annual savings goal achieved with 88% of the year gone by
- projecting ending the year saving 7,000 MWh/year, or 101% of goal
- projecting expending 100% of revised budget of \$3.1M by year-end
- 16% of water heater incentives are a result of our referral initiative, reversing the post-tax-credit sales decline

iii. Low-Income (electric, natural gas, and “all fuels”)

As of 5/16/2014:

Electric

- Multifamily
 - Forecasting ending year the at 111% of electric savings goal of 1,300 MWh
 - 675 units weatherized to date, forecasting 686 by year end

- Forecasting ending the year at 92% of budget of \$2.2 million budget
- 516 heat pumps installed to date, forecasting 527 by year end
- Remaining wrap up includes: completing upgrades at one electric property, a final survey on customer satisfaction with heat pumps

Any Fuels Initiative (RGGI Funded)

- Single Family Heating Systems (E-CHIP and Ductless Mini-Split Heat Pumps)
 - This initiative is being implemented through the CAP agencies
 - Last two weeks investments equaled the previous 5 months combined
 - Thanks to a the use of competitive procurement, the average heat pump installed price is \$2,500
 - The program team is optimistic that nearly all funds will be invested by year-end

Unitil Natural Gas

- \$250,000 of identified Unitil upgrades for low-income units are in process

iv. Summit Natural Gas Initiative

- 48 Claims received, 9 paid, and 39 returned to customer for additional information
- Average processing time is 10 calendar days, compared to goal of 14 days or less

c. Cross-Cutting Programs

i. Evaluation & Data Analysis

- Appliance Program Evaluation
 - Final Report Complete
- Low-Income Multifamily Weatherization Program Evaluation underway

ii. Innovation Pilots

- Schools
 - FirstFuel will review 23 buildings in-depth with school administrators and share a building energy overview with the other program participants the first week of June
 - FirstFuel will share an overview of pilot results with schools that did not receive a building audit
- Building Portfolio Pilot
 - On-site audits have been completed
 - Retroficiency and ERS will consult with building portfolio owners on energy saving measures over the next month
- Smart Thermostat Pilot
 - More than 100 of the 200 thermostats have been installed by Thayer Corporation

- The pilot participant identification and site assessment process is on-going

iii. Education and Training Program

- Customer Sales and Service Training for Qualified Partners was held on May 9
 - The last training for this fiscal year will be held on June 6

III. Administration and Finance Highlights

a. Administration

- Lucia Nixon, who managed the Trust's evaluation of programs, has left the organization to take a new job at OPEGA; we wish her the best of luck.

b. Financial

As of 4/30/2014:

- Revenues
 - Revenues received from sources in Maine and the region (ISO-NE) are \$32.2 million year to date, having received 80% of forecast revenues with 83% of the year complete
 - Another \$4.7 million in revenues from federal sources has been drawn down, with another \$0.9 million remaining to be drawn down
- Expenditures
 - Year to date, we have expended \$29.6 million and show another \$26.2 million in encumbered or pending contracts.

c. Forward Capacity Market

- Staff is working on the new qualification package that will be due on June 10.
- Executive Director is presenting at the ISO-NE Consumer Liaison conference in Ogonquit on May 29 to provide overview of the role energy efficiency is playing as a resource in meeting New England's capacity and energy needs.