

Executive Director's Summary Report

to the Board of Trustees
of the
Efficiency Maine Trust

December 16, 2015

1. Communications

A.) Awareness and Press

- Outreach Events:
 - Staff has been making arrangements for the January 8, 2016 Annual Awards and Energy Symposium, which has included securing participation of U.S. Senator Susan Collins as the keynote speaker and issuing invitations.
 - Staff exhibited at the Island Institute Island Energy Conference and participated in several panel discussions, Friday November 6, 2015.
 - The Director of Communications presented to the Greater Bangor Apartment Owners and Managers' Association, November 17, 2015.
 - The Business Program Manager presented to Maine Chapter of ASHRAE, November 17, 2015.
 - The Business Team held counter days at heating equipment distributors in Bangor, Sanford, Brunswick, and Augusta to share information on new incentives for high-efficiency heating systems and controls.
- Press:
 - Residential Program Manager Dana Fischer was interviewed on the Pulse Morning Show (WZON 620 AM), October 29, 2015.
 - Residential Program Manager Dana Fischer was a panelist on Maine Calling's Residential Heating discussion, November 10, 2015 (<http://news.mpbn.net/post/home-heating-options>).
 - Energy efficiency and Efficiency Maine partners, The Island Institute and Grants to Green, were featured in the Portland Press Herald November 9, 2015 (<http://www.pressherald.com/2015/11/08/in-maines-remotest-island-the-simple-act-of-changing-the-lightbulb-has-far-reaching-implications/> and <http://www.pressherald.com/2015/11/08/meet-anne-ball-helping-nonprofits-in-historic-buildings-be-tighter-heat-wise/>).
 - The tri-generation project installed at the Scarborough Town Hall was featured at a ribbon cutting and in the local press.

- Smart, efficient heating alternatives were featured in the Bangor Daily News November 23, 2015 (<http://bangordailynews.com/2015/11/23/living/save-big-with-these-smart-efficient-ways-to-heat-your-maine-home/>).
- Heat pumps were featured on MPBN, November 30, 2015 (<http://news.mpbnet/post/heat-pumps-catching-even-gov-lepage-loves-them>).
- Website and Outreach
 - 27,224 website visits in October, 26,035 website visits in November
 - compare with 27,224 visits in October 2014;
 - compare with 31,645 visits in November 2014;
 - 20,329 unique visits in October; 19,995 unique visits in November;
 - 6,679 visits were driven through digital ads in October;
 - 7,541 visits were driven through digital ads in November.
 - New web resources for “How to Get Started” with energy efficiency are under development.

B.) Call Center

- 335 calls per week, on average, in October 2015; 290 calls per week, on average, in November 2015.
- 43 email inquiries were handled per week, on average, in November 2015.
- A customer satisfaction call campaign was launched in November.

C.) Government Relations

- Activity at the PUC included:
 - Technical conference on the “Cap” rule
 - Continuing engagement in the Notice of Inquiry on net metering and solar
 - Proceedings regarding Non-Transmission Alternatives and the role of a “NTA coordinator”
 - Monitoring dockets related to the Emera system planning, Summit NG tariff case, and natural gas conservation.
- On December 1, 2015, the Trust submitted the Annual Report for fiscal year 2015 to the Chairs of the Energy, Utilities and Technology Committee and to the Public Utilities Commission.
- The Trust Staff and consultants spent much of the past month organizing filings and exhibits for an adjudicated proceeding at the Commission for review and approval of the Triennial Plan for Fiscal Years 2017-2019.

2. Program Highlights¹

A.) Business Incentive Program – Electric Measures

Period	kWh Savings	Participants
07/01 to 11/30	15,401,290	696
October & November	1,278,289	16

Description	Program Investment
FY16 Program Budget	\$7,104,445
07/01 to 11/30 Spending	\$5,582,483
Percent of Budget Spent to Date	79%
Percent of Year Passed	42%

- The team continues to close out FY15 projects.
- The program has 32 projects, or \$477,204 of commitments, in its pipeline.
 - Prescriptive program: 28 projects for \$408,690.
 - Custom program: 4 projects for \$68,514.
- The program is developing a new approach to lighting projects that promotes LED lighting design retrofits instead of 1:1 fixture replacements. This allows businesses to take advantage of the developments made in LED technology (such as dimming, daylight harvesting, and task tuning).

B.) Business Incentive Program – Natural Gas Measures

Period	MMBtu Savings	Participants
07/01 to 11/30	2,296	13
October & November	1,502	8

Description	Program Investment
FY16 Program Budget	\$753,108
07/01 to 11/30 Spending	\$53,400
Percent of Budget Spent to Date	7%
Percent of Year Passed	42%

¹ The spending amounts in each table reflect the most recently paid invoice.

- The program rolled out statewide in October and continues market the expansion:
 - Contractor counter days are being held through December.
 - The program has bill stuffers in the Maine Natural and Bangor Gas service territories.
- The program has 12 projects, or \$162,287 of commitments, in its pipeline.
 - Bangor Gas: 1 prescriptive project.
 - Maine Natural: 3 prescriptive projects and 3 custom projects.
 - Unutil: 4 prescriptive projects and 1 custom project.
- The program is preparing for the new natural gas expansion customers coming in the spring.
- Staff foresees a need to increase marketing and technical support for custom projects in order to fully invest the natural gas budgets in the C&I sector
 - Planning is underway to find the most effective path for delivering increased marketing and technical support for custom natural gas projects

C.) Business Incentive Program – All Fuels Measures / Heat Pumps / Heating Solutions

Period	MMBtu Savings	Participants
07/01 to 11/30	6,437	104
October & November	922	54

Description	Program Investment
FY16 Program Budget	\$1,156,902
07/01 to 11/30 Spending	\$597,243
Percent of Budget Spent to Date	52%
Percent of Year Passed	42%

- The program launched new oil and propane boiler measures on November 15th.
 - The program presented the new measures to the Maine Chapter of ASHRAE (American Society of Heating, Refrigeration, and Air-Conditioning Engineers).
- Heat Pumps continue to be a popular measure and incoming projects have doubled since the last Executive Directors report.
 - There are 68 heat pump projects, or \$111,750 in commitments, in the program's pipeline.
- The program is considering design changes to increase participation and better address the fall in oil prices.

D.) Business Incentive Program – Multifamily

Period	kWh Savings	Participants
07/01 to 11/30	2,201,791	13
October & November	606,097	3

Description	Program Investment
FY16 Program Budget	\$1,744,886
07/01 to 11/30 Spending	\$392,057
Percent of Budget Spent to Date	22%
Percent of Year Passed	42%

- The program reached out to the Bangor Apartment Owners Association and the Maine Apartment Association.
- The program has an additional 10 projects, or \$179,576 in commitments, in its pipeline.

E.) Large Customer Program

Description	Incentive Spending	Savings	Participants
Electric Year to Date	\$2,200,000	4,500 MWh	4
GHG Year to Date	\$2,100,000	3,048 tons	5

- The program has budget of \$8.9 million for electricity saving projects. The program has encumbered and committed from previous years \$2.2 million and issued \$1.24 million of new awards in FY16.
 - The program has \$2.9 million of electric projects in its pipeline that are coming into focus.
- The program has a budget of \$7.7 million presently allocated to GHG saving measures. The program has encumbered and committed from previous years \$2.1 million and issued \$691,561 of new awards in FY16.
 - The program has \$1.75 million of GHG projects in its pipeline.
- The program continues to face a marketing challenge due to the suspension of electric measures in the Business Incentive Program and resulting confusion in the marketplace about whether any incentives are available for C&I customers. The team is considering ways to better market the Large Customer Program to Maine businesses.
- The program is considering design changes to increase participation for GHG measures and to better address the fall in oil prices.

F.) Small Business Initiative

Period	kWh Savings	Participants
07/01 to 11/30	1,955,508	66
October & November	697,191	24

Description	Program Investment
FY16 Program Budget	\$1,010,917
07/01 to 11/30 Spending	\$424,834
Percent of Budget Spent to Date	42%
Percent of Year Passed	42%

- The program has projects under development in two regions:
 - Region 3 (Western Maine – Norway/South Paris/Oxford) – 11 projects (Estimated completion date of 2/28/16).
 - Region 4 (Winslow/Waterville) – 47 projects (Estimated completion date of 3/31/16).
- The program has 20 projects, or \$160,987 of commitments, in its pipeline.
- The program plans to fully invest its FY16 budget by March 31, 2016.

G.) Commercial New Construction -- Maine Advanced Buildings Program

- The program has 5 projects in construction. Together they represent 219,812 ft² of high efficiency commercial space.
- There are 3 potential projects in the design phase.
- The program plans to fully invest its entire FY16 budget on projects that are already underway.
 - 3 projects are scheduled to be completed this fiscal year.

H.) Home Energy Savings Program

Period	kWh Savings	MMBtu Savings	Measures
07/01 to 10/31	3,913,651	22,674	3,895
October	1,075,382	7,251	1,132

Description	Program Investment
FY16 Program Budget	\$8,360,503

07/01 to 11/15 Spending	\$2,599,986
Percent of Budget Spent to Date	31%
Percent of Year Passed	38%

- More than 2,100 measures were installed in over 1,800 homes in October and November. The total number of participating homes in the first 5 months of FY16 was over 4,100.
 - There were 6,244 participating homes during the same period in FY15 when oil prices were still well above \$3.00 per gallon.
 - The current average statewide price of oil is \$1.97 per gallon.
- The program recently announced modest design changes to increase participation and better address the fall in oil prices and Staff is monitoring customer uptake to determine if additional steps should be taken.
- The first weeks of December showed a continued steady volume with nearly \$200,000 of HESP incentives issued.
- The program closed 49 loans with a total value of \$428,000 in October and 60 loans with a total value of \$582,000 in November.
- The amount of loans closed in FY16 to date is \$1.95 million from 207 loans.
 - This is roughly a 15% drop in loan activity from the same 5 months last fiscal year.

I.) Consumer Products Program

Period	MMBtu Savings	Appliance Rebates	Light Bulbs
07/01 to 11/30	44,352	4,226	729,077
October & November	20,288	1,309	383,155

Description	Program Investment
FY16 Program Budget	\$10,533,305
07/01 to 11/09 Spending	\$2,889,637
Percent of Budget Spent to Date	27%
Percent of Year Passed	36%

- Since July 1st the program incentivized approximately 1.25 million bulbs (including the percent allocated to Low Income) through the first week of December, matching last year's performance.
- Specialty bulbs accounted for 11% of the program.
- Below are some October and November comparisons between FY15 and FY16:
 - 250,000 CFLs in FY16 (versus 525,000 last fiscal year);
 - 240,000 LEDs in FY16 (versus 117,000 last fiscal year);

- 274 room air purifiers in FY16 (versus none last fiscal year);
- 499 dehumidifiers in FY16 (versus none last fiscal year); and
- 325 heat pump water heaters in FY16 (versus 280 last fiscal year).
- The program plans to invest 99% of its \$13 million budget and achieve 96% of the 108 GWH/year savings goal.
- The program is currently considering new lighting and appliance measures:
 - Examples: Non-Energy Star (“value-line”) LEDs, thermostatically controlled showerheads, and clothes washers.
- The Distributor Screw-In LED Initiative was launched. The initiative offers discounted screw-in LEDs through 10 distributors at 23 locations. The largest distributors are Gilman Electric, Rexel and Rockingham Electric. Distributors are the primary supplier of LEDs for electricians.

J.) Low-Income Direct Install Initiatives (electric, natural gas, and “any fuels”)

Period	kWh Savings	LIDI Projects	Ductless Heat Pumps	Lighting Bulbs
07/01 to 10/31	3,684,256	109	14	233,535
October	1,684,143	-	14	118,486

Description	Program Investment
FY16 Program Budget	\$4,867,334
07/01 to 11/30 Spending	\$999,069
Percent of Budget Spent to Date	21%
Percent of Year Passed	42%

- The LIDI (Low-Income Direct Install) initiative is installing a bundle of measures including heat pump water heater and, where appropriate, low-flow devices and lights.
- 113 ductless heat pumps were installed in low income homes in October and November.
 - Indian reservations accounted for 92 of ductless heat pumps. These were installed without CAP assistance.
- The program forecasts installing another 100 ductless heat pumps by January, fully investing the remaining Low Income RGI funds. The program will have doubled its 12 months savings goal in only 7 months.
- Natural Gas weatherization direct installs will be offered in the next few weeks. The program will ask households for a \$100 co-pay.

K.) Strategic Initiatives (Cross Cutting)

1. Evaluation & Data Analysis

- The Business Incentive Program evaluation will survey Qualified Partners in January.

2. Forward Capacity Market

- Executed a Bilateral Trade selling 5 MW of the Trust's FCA 7 resource for a year. This insulates the Trust against the risk of falling short during the 7th compliance period.
- The Trust is working with ISO-NE to upload all previously reported measures into their new compliance database.

3. Administration and Finance Highlights

A.) Administration

- Emily Cushman has joined the Trust as a Communications Manager with additional EM&V responsibilities supporting the Program Division and the Strategic Initiatives Team.
 - Emily's most recent position was as a Senior Analyst in the New York City Mayor's Office of Management and Budget;
 - Emily has a BA from Brown University and an MPA from Columbia University.

B.) Financial

- Revenues for the first five months of FY16 are on track or ahead of pace. RGGI revenues are unchanged from last month. Electric Procurement payments have been received for the first two quarters of the fiscal year with the next installments due on January 1, 2016. Natural Gas assessments totaling \$985,000 have been received to date, which is slightly ahead of budget. The final Phase I payment for the Maine Yankee Settlement is expected around the end of the 2015 calendar year. All other funding sources are trending as anticipated.
- Expenditures reflect the results of operations across all programs. The Available Budget Balance at the end of the period accounts for the impact of contract encumbrances and any contract change orders that are in process. In the coming months, staff will work to fully commit remaining budgeted funds within each program. The Business Incentive Program is slightly ahead of forecasts, while the Small Business Initiative, and the Multifamily Retrofit Programs are on track. Residential Programs are running slightly behind forecasts.