

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

June 24, 2015

1. Communications

a. Awareness and Press

- Outreach Events in May and June:
 - Residential Program Manager Dana Fischer was a panelist at the U.S. DOE Better Buildings Summit 2015 in Washington D.C. May 27-29, 2015
 - Business Program Manager Rick Meinking and Residential Program Manager Andy Meyer were panelists at the Consortium for Energy Efficiency 2015 Summer Program Meeting in Boston June 2-3, 2015
 - The Executive Director presented to the Western Maine Community Action 50th Anniversary Celebration Conference June 12, 2015
 - The Director of Communications presented to the Rotary Club of York June 12, 2015
 - The Triennial Process Stakeholder Forum kick-off was held June 17, 2015 in Augusta
 - 87 stakeholders and 4 Trustees participated
- Website
 - 23,008 visits in May 2015
 - compare with 22,842 visits in May 2014
 - 17,313 unique visits in May;
 - 5,899 visits were driven through digital ads
 - Staff launched the dedicated website for Triennial Plan resources and comments

b. Call Center

- 243 calls per week, on average, in May 2015
- 73 email inquiries per week, on average, in May 2015
- 270 rebate applications were received per week, on average, in May 2015
- Call Center operations will shift from Answernet to SaviLinx on June 26, 2015

c. Government Relations

- On June 23, 2015, the Governor vetoed LD 1215, which proposed to replace the missing “and” from the statute governing the Trust’s electricity funding levels, and the Legislature overrode the veto.
- The Executive Director provided testimony and information for:
 - LD 1341 "An Act To Authorize a General Fund Bond Issue To Improve Maine's Housing Stock and Reduce Heating Costs and Oil Consumption"
 - LD 1397 – About using timber harvest revenues to reduce home heating demand
 - LD 1400 – Which included proposed changes to the statutory authority of the PUC to approve Long-Term Contracts for the procurement of energy capacity resources (including resources generated by energy efficiency)
- Activity at the PUC included:
 - A kick-off conference call meeting with the Vermont-based consultants hired by the PUC to review the Triennial Plan proposal and provide oversight of the Trust
 - Establishment of a new docket number for Triennial Plan III and requests for reports and background information relevant to the Plan

2. Program Highlights

a. Business Program

As of 5/31/2015:

i. Business Incentive Program – Electric

- 54,223 MWh annual savings projected based on projects completed year-to-date (YTD)
- 4,109 projects completed YTD by 3,562 participants
- Comparisons from FY15 and recent years:

1st yr Energy Savings (MWh) - Electric (Prescriptive & Custom)				
	FY-12	FY-13	FY-14	FY-15
July	2,267	590	1,435	3,343
August	1,397	1,507	2,317	4,097
September	3,115	784	1,752	9,733
October	4,001	2,371	2,555	3,082
November	3,857	2,385	1,456	3,138
December	5,240	6,376	2,914	4,692
January	2,786	2,380	4,513	5,291
February	2,670	2,180	3,380	5,342
March	3,794	1,677	2,554	6,825

April	5,522	4,168	5,469	3,851
May	1,451	3,192	2,498	4,971
June	4,532	2,417	3,599	TBD
Total	40,632	30,027	34,442	54,365
avg/month	3,386	2,502	2,870	5,437

Completed Project - Electric (Prescriptive & Custom)				
	FY-12	FY-13	FY-14	FY-15
July	150	75	117	242
August	127	163	219	315
September	303	27	159	400
October	123	207	190	313
November	195	234	157	310
December	279	271	185	316
January	238	202	278	457
February	212	145	260	444
March	239	130	220	561
April	186	179	357	426
May	191	214	221	325
June	321	175	233	TBD
Total	2,564	2,022	2,596	4,109
avg/month	214	169	216	411

ii. Business Incentive Program – Natural Gas

- 48 projects completed YTD, up from 44 last month
- 45 participants served
- 116,454 therms of natural gas saved annually, up from 112,000 therms as of last month
- \$148,050 incentives paid YTD
- First custom NG project of the year completed for a measure involving a hot tar furnace

iii. Business Incentive Program – RGGI

- 439 heat pump projects completed in Maine businesses and institutions
 - up from 420 last month and 382 the month prior to that
 - serving 439 participants
- \$995,700 in incentives paid, up from \$915,300 last month
- \$4,056,885 in participant investments leveraged

iv. Multi-Family Program

As of 6/12/2015

- 3250 apartment units upgraded in 163 buildings
- \$1.4 million has been invested year-to-date of an annual budget of \$1.43 million
 - Forecasting fully expending the budget by year-end

v. Large Customer Program

As of 6/19/2015:

- The Review Committee met last week for the last time this fiscal year
 - Made \$2.6 million in awards across both the Electricity PON and GHG PON
 - Subsequently, program learned that one of the awardees will most likely not be proceeding with a project this year
 - Changes to the forecasted year-end savings have been adjusted down accordingly from what was reported last month

Electric Savings PON

- Started the year with a \$15.9 million budget
 - This included roughly \$4.2 MM of carryforward commitments made prior to FY15
 - Which left \$11.7 million of uncommitted funds at the outset of FY15
- Forecasting that the program will end the year committing \$6.9 million to new projects, down from a forecast of \$8.9 million made last month
- This will leave the program with approximately \$4.8 million uncommitted funds at the end of the fiscal year, up from \$2.8 forecasted last month
 - \$4.4 million of the uncommitted funds is associated with the \$8 million Long-Term Contract authorization and will expire and not be able to carryforward into the next fiscal year
 - \$380,000 is uncommitted cash to be carried forward
- Anticipating that the \$6.9 million of new commitments made this year will result in projects that will save 94,000 MWH of annual energy savings

Large Customer GHG PON

- No change from last month:
 - Started out the year with a \$4.8 million budget
 - Included roughly \$580,000 of carryforward commitments made before FY15
 - And slightly more than \$4.2 million of uncommitted new funds in FY15
 - Forecasting
 - Ending the year with \$3.8 million of new funding committed
 - \$434,000 of uncommitted funds remaining at the end of the fiscal year
 - New commitments made in FY15 will save the equivalent of 316,000 gallons of oil per year

iv. Small Business Direct Install

As of 6/19/2015:

- No new updates
- 4.3 million kWh/year first year savings
 - Average retail savings to customer of \$110/month
- \$2.15 million expended YTD

v. Commercial New Construction (Maine Advanced Buildings – MAB)

As of 6/19/2015

- No new updates
- Pipeline is full compared to budget (\$500,000)
 - Projecting finishing the fiscal year with 100% of funds committed to specific projects

b. Residential

i. Home Energy Savings Program

As of 6/12/2015:

- \$8.56 million total expended year-to-date from RGGI and Natural Gas funds
- \$7.62 million paid in rebates year-to-date
 - 13,500 measures completed
 - 9,600 homes treated
 - By comparison, in FY14 the program experienced 4,670 completions in 9 months
- 835 measures in May, including:
 - 133 air sealing and assessments
 - 144 insulation zones
 - 334 ductless heat pumps (5,874 YTD)
 - 51 conventional boilers and furnaces
 - 6 pellet boilers (oil prices contributing to lowest month in more than a year)

Incentive “Burn” Rate

Date	HESP Rebates
July-14	\$790,700
August-14	\$627,800
September-14	\$949,150
October-14	\$813,650
November-14	\$798,750

December-14	\$733,300
January-15	\$684,954
February-15	\$437,380
March-15	\$487,732
April-15	\$423,503
May-15	\$393,583

- Natural Gas -- Unitil Rebates reached \$276,000 in rebates year-to-date
 - \$24,000 in May
 - Met with Unitil officials to discuss opportunities to collaborate on marketing
- Marketing and outreach
 - Digital marketing continues with Google Ads and Network, YouTube(s), Hulu and Pandora encouraging homeowners to plan upgrades this spring and summer
 - Efforts to ship boxes of Maine Green and Healthy Homes Magazines to municipalities for at-the-counter distribution are appreciated
 - Our 4th year of providing information inserts in local property tax bills will result in more than 250,000 brochures arriving in mailboxes in more than 110 municipalities statewide with a total cost to Efficiency Maine of \$30,000
- Loans
 - closing and application volume was sluggish in May
 - 29 loan closings and a total of \$221,000 loaned
 - 27 unsecured Energy Loans
 - 0 PACE loans
 - 2 PowerSaver loans
 - Total closed in 11 mo of FY15: \$4.5 million
 - Uncommitted loan principal remaining at AFC: \$5.2M

ii. Residential Lighting and Appliance Program

As of 6/12/2015:

Retail Lighting and Appliances

- 2.99 million bulbs sold year-to-date
- 5,225 units installed YTD, up from 3,040 last month
 - Forecasted savings of 3,800 MWh per year
- \$11.2 million expended year-to-date
 - Forecasting ending the year with \$12.2 million expended from a budget of \$12.6 million

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

As of 6/12/2015:

Electric

- Bundled measure consisting of Heat Pump Water Heater plus CFLs
 - 550 units installed since the launch in January, with a goal of 747 by year-end
 - \$1.14 million expended from an annual budget of \$1.46 million

Natural Gas/Unitil Only

- \$80,000 invested in apartment projects
- \$200,000 in FY15 budget planned to be carried forward into FY16 to be used in new initiative with greater focus on owner-occupied homes of income-eligible gas customers

Any Fuels Initiative (RGGI Funded)

- 212 mini-split heat pumps installed YTD
 - Forecasting 223 by year-end (no change from last month)
- \$659,000 in heat pump installations expended YTD from annual budget of \$706,000

c. **Strategic Initiatives (Cross Cutting)**

i. Evaluation & Data Analysis

- Residential Baseline Study for the Triennial Plan
 - 41 home visits, including with blower door tests, have been completed
 - Modeling and analysis are underway
 - Draft results will be available in July
- Low-Income Weatherization Program Evaluation
 - Draft report reviewed and comments submitted
 - Final report will be released in the coming month
- Distributed Generation Metering:
 - Brief delay experienced with the meter supplier
 - Second meter installed June 22
 - Remaining 3 meters will be installed in the coming weeks
- 2016 Technical Reference Manual Update process is underway

ii. Innovation Pilots

- No updates to report

iii. Forward Capacity Market

- Three new resources were proposed in the FCA 10 qualification, pending ISO-NE acceptance

3. Administration and Finance Highlights

a. Administration

- The auditors at RKO spent a week at the Trust's offices doing field work, reviewing files and documents and meeting with Staff.
- Peter Eglinton was promoted to Director Programs and Operations
- Laura Martel was promoted to Research and Evaluation Manager

b. Financial

As of 5/30/2015:

- Revenues
 - Budgeted revenue receipts from sources in Maine and the region (ISO-NE) are \$41.1 million YTD. The revenues are relative to \$54.9 million budgeted from these sources for use in fiscal year 2015, an amount that factors in up to \$8 million through a PUC-approved Long-Term Contract contingent upon completing qualifying projects in the Large Customer Program plus \$9.2 million of the Phase 2 Maine Yankee Settlement payments
 - The fourth quarter payments from RGGI and the electric System Benefit Charges and natural gas assessments were received in June, exceeding what was originally budgeted, and will be reflected in the June financial reports
 - Future payments that will be owed under the Long-Term Contract will be due to the Trust when the projects are completed
 - The \$50,000 contingency for receipt of federal revenues has been reflected in the budget but will not be realized this year
 - The Trust has performed \$2.2 million in interfund transfers YTD out of a full-year budgeted amount of \$2.4 million
 - The Trust has received just more than \$1.1 million in miscellaneous revenues (such as interest, payments for the Boothbay NTA Pilot, payments from Summit Natural Gas, etc.) YTD
- Expenditures
 - YTD, the Trust has expended \$49.3 million, up from \$44.1 million last month and \$38.6 million reported the month before that.
 - An additional \$25.9 million remains encumbered under contracts or is committed pending contract signings (including \$6.7 million in commitments to projects awarded under the Large Customer Program) to deliver the Trust's suite of programs and individual projects
 - Another \$3 million has been expended for agency transfers and a loan offset fund, while approximately \$1.6 million more is being held to comply with statutory requirements to provide rate relief with 15% of RGGI revenues and other interagency transfers.