

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

September 30, 2015

1. Communications

a. Awareness and Press

- Outreach Events in August and September:
 - Conducted Triennial Plan Stakeholder Webinar on Evaluation, Measurement, and Verification, August 12, 2015
 - Convened Demand Response and Emerging Priorities Meeting, August 13, 2015
 - Residential Program Manager Dana Fischer presented at the Portland Greenfest September 12, 2015
 - Held Triennial Plan Stakeholder Forum September 24, 2015
 - Staff exhibited at the Common Ground Fair September 25-27, 2015
- Press:
 - Efficiency Maine residential programs were featured in *Green and Healthy Homes Maine* (Fall/Winter 2015)
 - Efficiency Maine's energy efficiency programs were highlighted in press around the recent announcements about the federal Clean Power Plan including on *MPBN* (<http://news.mpbn.net/post/obama-administrations-clean-power-plan-wins-praise-maine>)
 - Home heating programs have been mentioned in press coverage on timber harvest Revenue proposals, including in the *BDN* (<http://bangordailynews.com/2015/09/11/politics/timber-harvest-on-maine-state-land-fuels-8-million-question/print/>)
 - Efficiency Maine's Triennial Plan was featured on *WCHS 6* and *MPBN* September 24, 2015: (<http://www.wcsh6.com/story/news/local/augusta-waterville/2015/09/24/efficiency-maine-hoping-increased-budget/72760810/> and <http://news.mpbn.net/post/officials-low-heating-oil-prices-could-create-incentives-energy-efficiency-projects>)
 - The Home Energy Savings Program was featured in a September 27, 2015 *Portland Press Herald* article on home energy audits and weatherization (<http://www.pressherald.com/2015/09/27/weatherizing-this-old-house-for-22850-or-much-much-less/>)
- Website
 - 27,349 website visits in July 2015; 27,362 website visits in August 2015

- compare with 24,050 visits in July 2014
- compare with 22,529 visits in August 2014
- 15,6332 unique visits in July; 16,726 unique visits in August
 - 6,715 visits were driven through digital ads in July
 - 5,235 visits were driven through digital ads in August

b. Call Center

- 278 calls per week, on average, in July and August 2015
- 109 email inquiries per week, on average, in July and August 2015

c. Government Relations

- Activity at the PUC included:
 - Attending two work sessions on the Solar Study case

2. Program Highlights

a. Business Program

As of 8/31/2015:

i. Business Incentive Program – Electric

Period	Incentive Spending	kWh Savings	Participants
August	\$ 1,932,573	7,225,836	142
07/01 to 08/31	\$ 4,398,290	13,822,941	610

- Budget and Savings Highlights:
 - From July 1st to August 31st the program expended incentives on 733 completed projects

ii. Business Incentive Program – Natural Gas

As of 8/31/2015

Period	Incentive Spending	MMBtu Savings	Participants
August	\$ 11,250	584	2
Year to Date	\$ 15,250	725	3

- From a FY16 incentives budget of \$637,972, the program has \$152,287 of projects in the pipeline comprising:
 - Prescriptive = \$97,750
 - Custom = \$54,537

iii. Business Incentive Program – RGGI

Period	Incentive Spending	MMBtu Savings	Participants
August	\$ 100,000	1,949	11
07/01 to 08/31	\$ 110,000	2,225	16

- Budget and Savings Highlights:
 - From July 1st to August 31st the program incentivized 17 projects for an average incentive payment of \$6,471
 - The program has \$58,900 of projects in the pipeline
 - The program has spent 11% of the available incentives budget (\$983,367)
- Other Highlights:
 - Our team is developing Oil & Propane Boiler replacement measures
 - The rollout is planned for early October

iv. Multi-Family Program

As of 8/31/2015

Period	Incentive Spending	MMBtu Savings	Participants
August	\$ 158,130	4,931	9
Year to Date	\$ 192,965	5,735	22

- FY16 Budget -- \$1.7 million
 - \$219,000 expended YTD
 - Most popular measures include boiler controls and thermostats, lights, water heating

v. Large Customer Program

As of 9/25/2015:

Period	Incentive Spending	Savings	Participants
Electric Year to Date	\$ 1,050,000	3,285,692 kWh	2

GHG Year to Date	\$ 190,000	466 Tons	2
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- This year the program has awarded \$1.05 million of electric funds out of total incentive budget of \$5.7 million and \$190,000 of GHG funds out of a total incentive budget of \$3.0 million.
- The team initiated four new scoping audits and two new technical assistance studies since the last board meeting.
- The team is preparing four projects for an October review committee meeting.

iv. Small Business Direct Install

As of 8/31/2015:

Period	Incentive Spending	kWh Savings	Participants
August	\$ 131,982	322,277	10
07/01 to 08/31	\$ 293,450	766,027	33

- Budget and Savings Highlights:
 - From July 1st to August 31st the program incentivized 35 projects for an average incentive payment of \$8,384
 - There are 81 projects (regions 3 & 4) in the pipeline with potential incentives equaling \$600,000
- The program has spent 37% of the available incentives budget (\$800,000)
- Other Highlights:
 - Considering adding Heat Pumps to measure list
 - The program is exploring a loan/leasing product in addition to incentives for potential rollout in January 2016

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

As of 8/31/2015

- The program has spent 6% of its budgeted delivery costs (Budget = \$100,616)
- Project Pipeline:
 - 5 projects under construction from FY15. Equals 217,829 square feet and committed incentives of \$381,200
 - 2 projects under development from FY16. Equals 72,320 square feet and potential incentives of \$126,560

b. Residential

i. Home Energy Savings Program

As of 8/31/2015:

Period	Incentive Spending	MMBtu Savings	Projects
August	\$ 441,800	7,801	763
07/01 to 08/31	\$ 967,800	17,115	1,585

- Budget and Savings Highlights:
 - July and August had \$888,700 in rebates and \$28,400 in Uniti (natural gas conservation) rebates
- Incentives:
 - In August, 763 measures were installed in 666 participating homes, including:
 - 491 heat pumps
 - 105 energy assessments with air sealing
 - 94 insulation zones and
 - 50 conventional boilers and furnaces
 - September is looking to exceed August activity levels, as most contractors reporting a full schedule booked out for more than 6 weeks ahead
 - Continued aggressive marketing and targeted push on envelope measures anticipated to encourage homeowners to get their projects scheduled before the coldest parts of the winter
- Loans:
 - Loan activity and application volume is nearly double from this past spring but is half of the historic peak the program saw in September 2014
 - July and August had 269 applications
 - 63 funded projects for \$598,122
 - Single measure loan scope of work has been posted to the website enabling projects with only a heat pump or other heating system to be financed without involving an energy assessment
 - Illustration: A \$3,500 heat pump installation, discounted to \$3,000 by the rebate and financed results in approximately \$33 payment per month over 10 years

ii. Residential Lighting and Appliance Program

As of 8/31/2015:

Period	Incentive Spending	kWh Savings	Projects
August	\$ 751,551	2,659,877	146,118
07/01 to 08/31	\$ 1,228,278	5,577,506	222,084

- August Highlights:
 - 681 dehumidifiers in one month
 - rebated 256 heat pump water heaters

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

As of 8/31/2015:

Electric

Period	Incentive Spending	kWh Savings	Projects
August	\$ 120,974	430,064	31,561
07/01 to 08/31	\$ 190,867	910,036	68,144

- Launched direct install initiative, started negotiations with CAP agencies
- Started installations of heat pumps on Indian Reservations (working directly, not through CAPs)

c. Strategic Initiatives (Cross Cutting)

i. Evaluation & Data Analysis

- Residential Baseline Study:
 - Preliminary study completed
 - Shows average Maine home is extremely “leaky”
 - Final report published in August, available on EMT website
 - Presented to stakeholders at 9/24 Triennial Plan Forum
- Technical Reference Manuals (TRMs):
 - Updated for 2016 and published to EMT website
- Evaluation Highlights:
 - The Business Incentive Program’s participant survey for the evaluation is finished. Nexant is preparing for the non-participant survey and interviews with contractors

- Large Customer Program desk reviews are progressing and Nexant has made several site visits

ii. Innovation Pilots

- Concept for a new loan product for non-residential customer efficiency upgrades is being developed
 - Staff talking with AFC 1st about options for administering pilot project with a fast launch

3. Administration and Finance Highlights

a. Administration

- The audit was completed by RKO and reported to the Finance Committee
 - RKO issued an unqualified opinion and required no adjustments to the preliminary financial accounting that was provided by the Staff
- Controller Connie Packard submitted notice of her retirement effective October 15, 2015
 - Good bye and farewell, Connie, and thanks for your service and friendship!

b. Financial

As of 8/31/2015:

- Revenues
 - New revenues received from sources in Maine and the region (ISO-NE) are \$5.2 million year-to-date (YTD). The revenues are relative to \$44.4 million budgeted from these sources for use in fiscal year 2015 plus \$20.8 million in fund balance, for a total budget of \$67.1 million.
 - The Trust has budgeted \$0 in revenues from federal grants this year
 - The Trust has performed \$0 in interfund transfers YTD out of a full-year budgeted amount of \$1.4 million
 - The Trust has received just more than \$100,000 in miscellaneous revenues (such as interest, payments for the Boothbay NTA Pilot, payments from Summit Natural Gas, etc.) YTD
- Expenditures
 - \$9.5 million has been expended YTD
 - An additional \$33.9 million is encumbered under contracts or is committed pending contract signings to deliver the Trust's suite of programs and individual projects
 - An additional \$13 million is budgeted for the Large Customer Program which is self-administered by the Trust and is not yet committed to specific projects
 - An additional \$1.5 million is budgeted for cross-cutting initiatives which are not yet committed to specific projects
 - Another \$3.9 million is budgeted and remains unspent for agency transfers, including \$1.9 million which is being held to comply with statutory requirements to provide rate relief with 15% of RGGI revenues, and for interfund transfers and a loan offset fund