

# Executive Director's Summary Report

to the Board of Trustees  
of the  
Efficiency Maine Trust

November 16, 2016

## 1. Communications

### A) Awareness and Press

- Outreach Events:
  - Staff hosted the BOC Continuing Education Workshop (October 25).
  - Staff hosted three breakfasts for multifamily building owners (October 25, October 28, and November 2).
  - The Trust attended the Maine Manufacturing Association Annual Meeting (October 27).
  - The C&I Team attended the ASHRAE Maine Chapter meeting (November 15).
  - The Business Program Manager, Rick Meinking, and Residential Program Manager, Dana Fischer, attended the Southern Maine Landlord Association Meeting (November 15).
- Press:
  - Several outlets covered the RGGI payments to affected customers (<http://mainepublic.org/post/large-maine-companies-get-millions-back-cap-and-trade-payments#stream/0> and <http://bangordailynews.com/2016/10/25/news/state/maine-paper-mills-to-get-bulk-of-3m-in-aid-from-carbon-auction-cash/>).
  - Residential Program Manager Dana Fischer was interviewed for two recent pieces about preparing your home for winter (<http://www.fosters.com/news/20161109/reducing-those-winter-fuel-bills> and the John McDonald Show on WGAN).
- Website and Outreach (October)
  - 30,134 website visits (compared to 27,149 visits in September)
    - 21,962 unique visits
    - 9,433 visits were driven through digital ads
  - Facebook:
    - 2,596 fans of page
    - 20 new fans
    - 17,188 reached through advertising

## B) Call Center (October)

- 1,198 inbound phone calls
- 564 inbound emails
- 787 inbound mail (rebate forms)
- 428 outbound survey calls regarding the Appliance Rebate Program evaluation

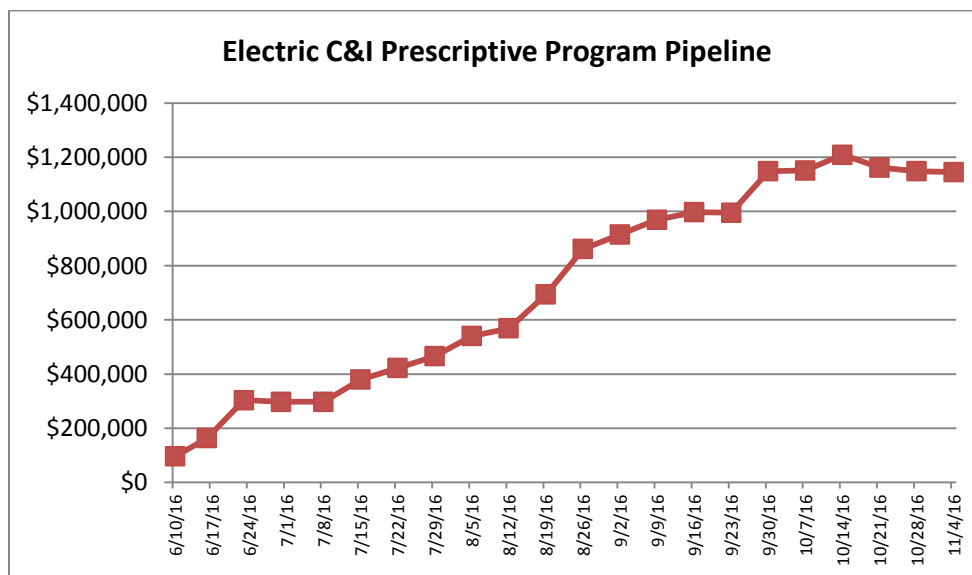
## C) Government Relations

- Staff held several meetings with intervenors in the Trust's Phase II Low Income docket to discuss a settlement.
- The Trust hosted the second Voltage Optimization Working Group meeting on November 15.
- Staff has reviewed a draft of an RFP that the PUC is considering issuing to solicit bids for the statewide Non-Transmission Alternative (NTA) Coordinator. Additional process will be held by the PUC to collect feedback on the draft and craft a final RFP.

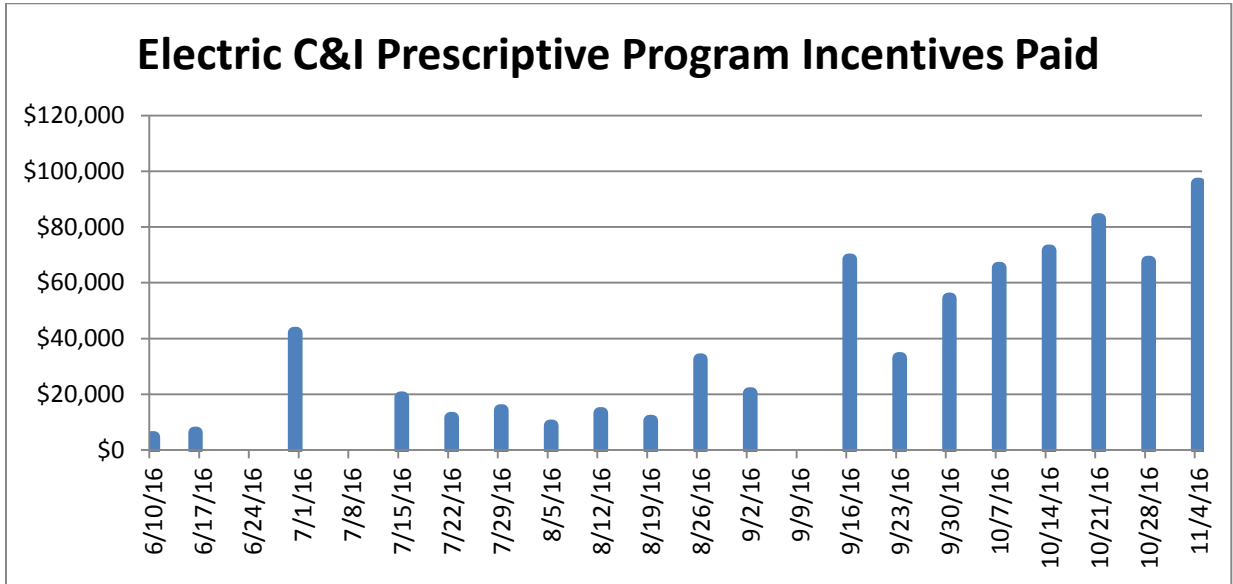
## 2. Program Highlights<sup>1</sup>

### A) C&I Prescriptive Program – Electric Measures

- The program is continuing to show growth in the project pipeline and weekly incentive payments (see graphs below).
- The team completed the fall series of Electric Distributor Counter Days, which included 14 events.
- Staff is promoting LED Parking Lot Lights to Auto Dealer statewide via direct mailing.
- The program rolled out the Multifamily Heating Solution Promotion to re-engage this sector. The team held three breakfast events for owners and operators.



<sup>1</sup> The spending and savings amounts in each table reflect data pulled from the finance committee's FY2017 Financial Report and the Efficiency Maine tracking database on November 14, 2016.



Updated Financials	Program Investment
FY2017 Program Budget	\$8,829,935
7/1 to 10/31 Spending	\$871,631
Percent of Budget Spent to Date	10%
Percent of Year Passed	34%

Summary Program Update	kWh Savings	Participants
7/1 to 9/30	1,775,942	231

Project Type (through 9/30)	Projects
Lighting Solutions	93
Heating and Cooling Solutions	123
Prescriptive Compressed Air	2
Prescriptive HVAC	1
Prescriptive Ductless Heat Pumps	12

**B) C&I Prescriptive Program – Natural Gas Measures**

- The program’s pipeline continues to grow, but is much slower than the electric measures. The current pipeline for incentive payments is \$184,443.

- Staff is developing a process to move heating systems to mid-stream (distributor point of sale) with a target rollout in January. Staff is also examining the potential for custom projects.
- Staff is planning to mail pre-rinse spray nozzles to restaurants statewide. The measure highly cost effective.

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$2,065,720
7/1 to 10/31 Spending	\$57,838
Percent of Budget Spent to Date	3%
Percent of Year Passed	34%

<b>Summary Program Update</b>	<b>MMBtu Savings</b>	<b>Participants</b>
7/1 to 9/30	1,568	10

**C) C&I Prescriptive Program – All Fuels Measures / Heating Solutions**

- The program is planning for building envelope measures.
- Staff is developing a process to move heating systems to mid-stream (distributor point of sale) with a target rollout in January.
- The program’s pipeline continues to grow; the current pipeline for incentive payments is \$392,466.

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$1,533,003
7/1 to 10/31 Spending	\$196,793
Percent of Budget Spent to Date	13%
Percent of Year Passed	34%

<b>Summary Program Update</b>	<b>MMBtu Savings</b>	<b>Participants</b>
7/1 to 9/30	1,441	4

**D) C&I Custom Program**

- Since the last board meeting the pipeline of small custom projects has grown modestly, adding two new projects worth less than \$200,000. The total small custom pipeline is:
  - 28 new projects in the pipeline; and
  - \$1.8 million of incentive offers.

- The large custom pipeline has seen impressive growth, with four projects worth \$2.2 million. The first review committee will be later this month with at least two of these projects ready for review.
- Three new scoping audits were scheduled.
- The program has developed a process for determining the match requirements for RGGI Affected Customers with a goal of completing that process by January 1, 2017.
- The Program attended the Maine Manufacturing Association annual event.

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$18,308,088
7/1 to 10/31 Spending	\$1,679,959
Percent of Budget Spent to Date	9%
Percent of Year Passed	34%

<b>Additional Detail on Financials</b>	<b>Program Investment</b>
FY2017 Encumbrances (under contract)	\$5,553,269
Awards (pending contracts)	\$2,792,564
Available FY2017 Funds	\$8,344,081
Percent Spent to Date Compared to Available FY2017 Funds	20%

#### **E) Small Business Initiative**

- Region 5 (Lakes Region – Route 302 around Bridgton) contractors (currently 4 active) actively developing projects.
  - Staff inspected the first completed project on November 8.
  - 9 projects under construction.
  - 21 projects under development.
- Region 6 (Western/Mountain – Route 2) contractor training completed (5 contractors).
  - 9 Bethel customers scheduled for lighting assessments.
  - Additional outreach currently underway in Skowhegan and Farmington.

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$2,203,926
7/1 to 10/31 Spending	\$41,854
Percent of Budget Spent to Date	2%
Percent of Year Passed	34%

**F) Commercial New Construction -- Maine Advanced Buildings Program**

- The program added a new school project at Waynflete School.
- The Wells High School addition now complete. Staff is attending the Ribbon Cutting November 16.
- Two projects have been completed to date, representing 154,000 ft<sup>2</sup> and \$269,521 worth of incentive payments (paid in late November).
- Pipeline:
  - Under MOU = \$605,932
  - Estimate of pending projects = \$274,785

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$2,246,220
7/1 to 10/31 Spending	\$147,781
Percent of Budget Spent to Date	7%
Percent of Year Passed	34%

**G) Home Energy Savings Program**

- October activity continued the trend of month over month increases toward the peak season for weatherization and heating system upgrades.
  - More than 800 residential projects (including 600 ductless heat pumps) were supported in October
  - 36 loans were closed in October, supporting \$281,000 in efficiency upgrades installed by 29 different companies.
- The data tables, below, represents the activity under HESP (except for low income HESP projects, which are under Low Income Initiatives).

<b>Updated Financials</b>	<b>Program Investment</b>
FY2017 Program Budget	\$10,367,443
7/1 to 10/31 Spending	\$2,432,034
Percent of Budget Spent to Date	23%
Percent of Year Passed	34%

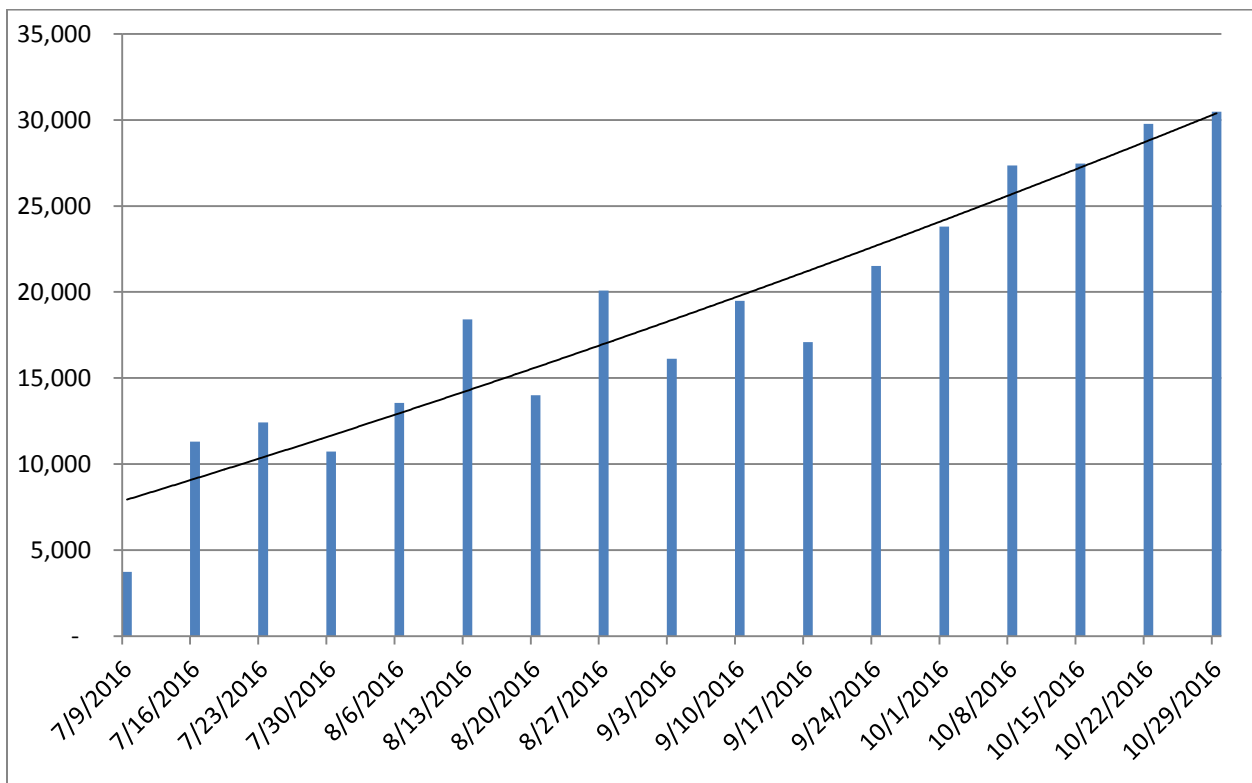
<b>Summary Program Update</b>	<b>kWh Savings</b>	<b>MMBtu Savings</b>	<b>Measures</b>
7/1 to 9/30	2,745,141	17,704	2,056

<b>Project Type (through 9/30)</b>	<b>Units</b>
Electric Measures	1,436
All Fuels Measures	620

### H) Consumer Products Program

- Retail LED sales are slower than last year at this time. Staff is exploring potential program design changes to increase activity, including adding SKUs to provide a greater selection.
- Staff is running a pricing trial for LEDs to document how the market responds to various incentive levels.
- Distributor LED sales are slower than last year’s rate. To boost sales, field staff is working closely with distributors to support the transition to program reporting requirements.
- On October 1, the heat pump water heater rebate was restored to \$500 after being reduced to \$250 for the first quarter of FY2017.

**# LEDs Incentivized by Week – Actual and Projected**



Updated Financials	Program Investment
FY2017 Program Budget	\$11,733,364
7/1 to 10/31 Spending	\$1,636,706
Percent of Budget Spent to Date	14%
Percent of Year Passed	34%

Summary Program Update	kWh Savings	Appliance Rebates	Light Bulbs
7/1 to 9/30	7,115,952	3,491	263,095

**I) Low-Income Initiatives (electric, natural gas, and all fuels)**

- The Arrearage Management Program (AMP) for low-income customers with outstanding electric bills added 34 new participants in October, bringing the total to 871 homes from seven utilities since its October 2015 inception. Since inception, 43% of participants have accepted the Trust’s offer of free LEDs and water saving devices.
- The Low Income Direct Install Water Heater Program is scheduled to launch in November.
- The team is developing a Low Income Direct Mail Program. Current design calls for mailing business reply cards with offers of LEDs and low flow devices and then mailing requested devices for self-installation.
- Staff is developing initiatives for ductless heat pumps for low-income residents through the Low Income Home Energy Savings Program (LIHESP) and Low Income Direct Install initiative. LEDs provided to low income customers through the Food Pantry Program have been well-received. Kitchen aerators will soon be added to this program.
- LIHESP Highlights:
  - An increasing number of homes are receiving basic weatherization (14 in September and 24 in October) with indications of continued growth in activity in early November.
  - The town of York initiative has more than 50 homes signed up for LIHESP services and has volunteer training sessions scheduled this week.
  - Plans to leverage LIHESP rebates to weatherize low income homes continue in Rockland, and the Greater Bath region.

Updated Financials	Program Investment
FY2017 Program Budget	\$6,449,634
7/1 to 10/31 Spending	\$186,904
Percent of Budget Spent to Date	3%
Percent of Year Passed	34%

Summary Program Update	kWh Savings	Direct Installs	LIHESP
7/1 to 9/30	113,149	1	18

Direct Install Initiatives (through 9/30)	Participants
Natural Gas	1



<b>Other Initiatives (through 9/30)</b>	<b>Units</b>
LIHESP	18
AMP DIY Kits	30

## **J) Strategic Initiatives (Cross Cutting)**

### **I. Evaluation, Measurement, and Verification (EM&V)**

- West Hill Energy & Computing from Brattleboro, VT was selected through RFP to perform the HESP Evaluation.

### **II. Innovation**

- The Trust received 14 innovation topics/ideas from 9 organizations in response to the RFI. They were shared with the Innovation Working Group which includes Michael (Executive Director), Andy (Residential Program Manager), James (Strategic Initiatives Manager), Don (Board Member), and Herb (Board Member). The first meeting of the working group is November 18.
- Completion of the two HPWH installs has been delayed because of scheduling conflicts but should be completed soon. The laundromat location is fixing a problem found during commissioning. The boiler room location needs some final piping and then the team will do commissioning.
- The team is gathering release forms from participants so they analyze the participant's interval data. The team will use the analysis and survey results to pick the 10 locations that will receive a building tune up and pay for performance incentives.

## **3. Administration and Finance Highlights**

### **A) Administration**

- Nathaniel (Nat) Blackford was hired as a Program Assistant
- Jack Riordon was hired as a Research and Data Analyst

### **B) Financial (Through October, 2016)**

- Revenues
  - \$20.7 million has been received year-to-date of the \$52.6 million budgeted to be received from state and regional funding sources, including RGGI, ISO-NE, and the utilities.
  - Fund balance of \$20.4 million is also budgeted for the year.
  - The next round of RGGI auction results are due in early December and will give a strong indication of whether the budget's forecasted RGGI revenues are due for an adjustment.
- Expenditures

- Total spending through October reached \$9 million (up from \$4.5 million reported through September). Another \$30.8 million is encumbered, and \$1.8 million has been awarded but is not yet under contract. Amounts that were rolled over from FY2016 were added to the FY2017 budget at last month's Board meeting, but were not put under new contracts by the end of October and remain temporarily in available balance.