

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

September 26, 2013

I. Communications

a. Awareness and Press

- Efficiency Maine's training team (Dale Carnegie and Vermont Energy Investment Corp.) completed three trainings for the Business Incentive Program's qualified partners in recent weeks. Topics of the training were Sales, Customer Service and Marketing.
- On September 5 and 8, the Sun Journal reported on the ribbon cutting of the Lewiston Auburn water treatment facility digester project that received \$330,000 in funding from Efficiency Maine.
- Efficiency Maine organized and participated in a press conference at Wyman's of Maine in Cherryfield on August 22. The event marked the completion of a \$1.4 million refrigeration project undertaken by Wyman's which included the installation of air curtains and variable frequency drives with help from a \$260,000 incentive from Efficiency Maine's Large Customer Program. CBS affiliate WABI TV in Bangor covered the story: <http://www.wabi.tv/news/42721/wymans-of-maine-takes-steps-toward-sustainability>, and the Bangor Daily News covered it in print and with a web video: <http://bangordailynews.com/2013/08/23/business/blueberry-harvest-looking-bountiful/>. Other coverage appeared in the Downeast Coastal Press.
- There have been several small press stories around the launch of Efficiency Maine's incentives for residential heating reduction. On September 18 the Sun Journal reported on the roll out of the Home Energy Savings Program - Incentive Initiative (RGGI funded) in connection with a story about new census data showing Maine's reduction in heating oil use. Channel 8 (WMTW) evening news of September 19 reported the launch with a short interview of the executive director.

II. Program Highlights

a. Business Program

i. Business Incentive Program – Electric

As of 8.31.2013

- 3,752 MWh saved (45,000 MWh lifetime)
 - 11% of goal with 17% of year gone
- 337 projects completed
 - 330 Prescriptive projects, 6 Custom projects, 1 Technical Assistance project
 - 252 customers participated
 - \$486,260 Incentives Paid (10% of annual budget)
 - \$1,443,586 leveraged in Participant investment
- Program Delivery - \$172,222 (14% of Budget – (1,231,485))
- Increased results in every category (number of participants, incentives paid, leverage) with lower expenses compared to same period last year

ii. Business Incentive Program (Natural Gas)

As of the end of August:

- 11 projects completed
- \$19,200 paid out in incentives
- \$13,000 leveraged in participant investments
- 27,000 therms saved (estimated), or 14% of annual goal with 17% of the year gone

iii. Multi-Family Program

As of 9/13/2013:

- Project pipeline
 - 2921 units submitted for program participation
 - 2921 units with completed benchmarks (111% of program goal)
 - 1855 units have had audits submitted
 - Modeling Path 1097 units (59%)
 - Prescriptive path 758 units (41%)
 - 1747 units have an approved audit – (84% of goal)
 - 1044 units have reserved project incentives
 - 414 units completed retrofits – 23% of Goal (1800) (38 Completed Projects)
 - 37 inspection requests were received in the past week
 - 266 units with approved audits have confirmed not moving forward
- Ongoing program design
 - Held Two Focus groups

- Targeted building owners/management companies that started the program but have not gone all the way through

Benchmarking Statistics & Highlights (based on 292 buildings)	
Avg. Size (Units/Bldg)	9
Avg. Square Footage per Apartment Unit	905 sf
Avg. Annual Cost for all Utilities	\$1,742 / apt
<i>Targeted Annual Cost Savings from MEP (20%)</i>	<i>\$348 / apt</i>
Avg. Annual Electricity use (non-heat)	4,095 kWh / apt
Buildings heated with Oil	61%
Buildings heated with Gas	22%
Avg. Annual Cost for Oil Buildings	\$1,196 / apt for heat & DHW
Avg. Annual Cost for Natural Gas Buildings	\$751 / apt for heat & DHW
Avg. Annual non-heating Electric Cost	\$573 / apt

iv. **Small Business Direct Install**

As of 9.16.2013

- **Machias Region (Completed all DI efforts)**
 - Total customer contacts - 83
 - Audits Scheduled - 72
 - Audits Proposals Submitted – 27
 - Projects moving forward – 23
 - On-Bill Financing – 18 projects
 - Lump Sum payment – 5 projects
 - Installations completed – 23 of 23
- **Presque Isle Region**
 - Total Customer contacts - 303
 - Audits Scheduled – 166 (55% of Customer contracts)
 - 38 businesses did not have EE opportunities
 - Audits Proposals Submitted – 131
 - 43% of Customer Contacts
 - Projects moving forward – 78
 - 60% of Audits Submitted
 - On-Bill Financing – 28 projects
 - Lump Sum payment – 50 projects
 - Installations completed – 36 of 78

v. **Large Customer Program**

- The program awarded \$296,555 for a lighting retrofit at Hannaford’s South Portland warehouse.

- There are currently 5 projects in the pipeline for FY14 which represents \$2.3 million in incentives and 25 GWH of savings, and 4 projects in the pipeline for FY15 representing \$2.7 million in incentives with 25 GWH of savings.
- Outreach continues to be at the forefront of activity with over 200 individual contacts made with customers and vendors since August.

b. Residential

i. Home Energy Savings Program

Residential Direct Install (RDI)

- 7300 total completions since program inception
 - 2000 completed so far this fiscal year
 - Last remaining RDI projects under the original rules and framework (\$600 incentive, multiple units allowed per building) must be submitted prior to Close of Business Sept 30, 2013
 - Thereafter, RDI will be funded by and subject to the program guidelines of the HESP incentive initiative (see below)

Revolving Loan Fund

- PACE and PowerSaver loans have seen a significant increase in application activity
 - Total value of all loans closed is expected to exceed \$6.5M this week
 - 44 received last week
 - Maine represents approximately 30% of the volume of all PowerSaver loans issued nationally
 - The loan portfolio continues to have zero defaults and only 4 delinquent accounts out of over 500 loans issued.
- The launch of the new set of unsecured loan products is ongoing with anticipated availability in the next few weeks.

HESP Incentives

- The RGGI-funded HESP rebate program was launched on September 11, 2013.
 - Three contractor webinars were conducted to explain program rules and process.
 - Most contractors have been fully booked through September with RDI projects which they are completing prior to scheduling projects eligible for HESP rebates.
 - The cap of 50 rebate reservations for Ultra Low GHG systems, including automated pellet boilers and Geothermal systems, has already been fully subscribed.
 - 5 systems are Geothermal, with an average total project cost of \$41,000 and a net cost simple payback of 10.6 years.

- 45 systems are pellet boiler installations having an average total project cost of \$18,000 with an average simple payback of net costs of 6.2 years.
- Raising awareness about this incentive and related weatherization programs is ongoing, including:
 - Above-referenced press coverage
 - Exhibiting at the Common Ground Fair
 - Advertising in fall home improvement periodicals
 - Encouraging co-marketing conducted (and funded) independently by participating contractors

Evaluation

- The third party evaluation for PACE, PowerSaver and RDI is being finalized. Initial calculations (NOT final) indicate cost-effectiveness, using the most stringent Total Resource Cost Test, as:
 - PACE/PowerSaver Loans = 2.02 : 1.0
 - RDI = 3.64 : 1.0

ii. Residential Lighting and Appliance Program

As of 9/6/2013:

Lighting

- This year's savings goals are 1.8 million bulbs, 63,000 MWh/year, with a \$4.3 million budget
- This year got off to a quick start and the program is slightly ahead of pace to make the energy saving goal

Appliances

- A statewide rebate for ductless heat pumps was September 3
 - All 660 rebates budgeted for the Bangor Hydro-MPS pilot project were claimed in 10 months
- Program forecasting ending the year at 101% of savings goal (7,600 MWh/year)
- Forecasting ending the year at 99% of budget (\$5.7 million)

iii. Low-Income (Low Income Electric Heat Multifamily Weatherization)

As of 9/6/2013:

- Savings – 131% of annual savings pace and forecasting ending year at 2,200 MWh/year, or 150% of goal
- Units – 171 units weatherized to date, forecasting 783 by year end with current budget
- Budget – 91% of investment pace, forecasting ending at 100% of budget (\$2.2 million)
- 145 heat pumps installed so far

c. Evaluation & Data Analysis

- Residential Direct Install and Revolving Loan Fund Program third-party evaluation is expected to be complete and finalized by September 30.
- Appliance Rebate Program Evaluation – launched process and impact evaluation
 - 382 phone surveys completed to date
 - now soliciting volunteers to host data loggers and participate in in-depth interviews
- Technical Reference Manuals –
 - Commercial TRM updates published
 - Residential TRM updates published
 - Updates incorporated into algorithms in effRT project database

III. Administration and Finance Highlights

a. Grant Administration

- DOE completed a scheduled annual site visit in early September.
- Staff is working with DOE to manage close-out of the sub-grant with South Berwick.

b. Financial

- The FY13 audit was successfully completed and resulted in an “unqualified” audit and a finding that the organization’s financial reports accurately represent its financial position.
- EMT successfully qualified 29.78 MW for bid into FCA 8. This bid was comprised of the following resources:
 - 28.644 MW (summer peak) of Energy Efficiency
 - 1.14 MW (summer peak) of Distributed Generation