

# Executive Director's Summary Report

to the Board of Trustees  
of the  
Efficiency Maine Trust

July 20, 2016

## 1. Communications

### A.) Awareness and Press

- Outreach Events
  - Save the date for the Trust's Combined Heat & Power (CHP) Forum – September 29, 2016, 2-6 pm at the University of Southern Maine's Abromson Center in Portland.
- Press
  - Bangor's collective purchase initiative, Energy-Smart Bangor, was announced (<http://www.foxbangor.com/news/item/15666-the-city-of-bangor-wants-to-bring-down-those-high-heat-bills>)
- Website and Outreach
  - 19,567 website visits in June 2016:
    - Compare with 20,545 visits in May 2016.
    - 13,936 unique visits in June 2016.
    - 5,363 visits were driven through digital ads in June 2016.
  - Facebook:
    - 2,454 fans of page.
    - 99 new fans in June.
    - 45,001 reached through advertising in June; a Facebook video ad drew 27,639 views.

### B.) Call Center

- 993 inbound phone calls.
- 509 inbound emails.
- 1,208 inbound letters.
- 165 outbound survey calls regarding the Appliance Rebate Program evaluation.

### C.) Government Relations

- The PUC issued its order approving Triennial Plan III in docket 2015-00175.
- The Trust participated in the PUC's settlement conference for the Midcoast NTA and Boothbay NTA and is preparing an review and report on projects it incentivized as part of the Boothbay NTA.

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

### A.) Business Incentive Program – Electric Measures

Updated Financials	Program Investment
FY16 Program Budget	\$7,584,159
07/01 to 05/31 Spending	\$6,069,119
Percent of Budget Spent to Date	80%
Percent of Year Passed	92%

Summary Program Update	kWh Savings	Participants
Start of fiscal year to 05/31	18,864,747	685
Additions since last ED Report	N/A	2

Project Type	Projects
Prescriptive Lighting	790
Prescriptive HVAC	29
Prescriptive Refrigeration	4
Prescriptive VFD	7
Prescriptive Compressed Air	5
Custom Lighting	7
Custom HVAC	6
Custom Compressed Air	3
Custom Misc	5

- The program launched Interior and Exterior lighting solutions measures.
- The Trust held 3 more Qualified Partner certification webinars with over 250 participants.
- The program team finished a measure cost analysis for the FY 2017 Commercial TRM.
- The website was updated for the FY 2017 program launch.
- The program's pipeline, as of 6/30/16, has \$297,451 in project incentives.

<sup>1</sup> The spending and savings amounts in each table reflect data pulled from the Efficiency Maine tracking database on July 13, 2016 or the July 13, 2016 FY16 Financial Report.

**B.) Business Incentive Program – Natural Gas Measures**

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$1,042,422
07/01 to 05/31 Spending	\$652,125
Percent of Budget Spent to Date	63%
Percent of Year Passed	92%

<b>Summary Program Update</b>	<b>MMBtu Savings</b>	<b>Participants</b>
Start of fiscal year to 05/31	46,632	42
Additions since last ED Report	204	3

<b>Project Type</b>	<b>Projects</b>
Prescriptive Natural Gas	48
Custom Natural Gas	4

- The program’s pipeline, as of 6/30/16, has \$160,125 in project incentives.
- The team reviewed measure costs and cost effectiveness calculations for FY 2017.

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

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$2,316,686
07/01 to 05/31 Spending	\$1,475,117
Percent of Budget Spent to Date	64%
Percent of Year Passed	92%

<b>Summary Program Update</b>	<b>MMBtu Savings</b>	<b>Participants</b>
Start of fiscal year to 05/31	11,566	303
Additions since last ED Report	367	21

<b>Project Type</b>	<b>Projects</b>
Ductless Heat Pumps	322
Propane / Oil Hot Water Boiler	4

- The program’s pipeline, as of 6/30/16, has \$372,386 in project incentives.
- The team reviewed measure costs and cost effectiveness calculations for FY 2017.

**D.) Business Incentive Program – Multifamily**

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$1,182,454
07/01 to 05/31 Spending	\$934,830
Percent of Budget Spent to Date	79%
Percent of Year Passed	92%

<b>Summary Program Update</b>	<b>kWh Savings</b>	<b>Participants</b>
Start of fiscal year to 05/31	5,042,834	16
Additions since last ED Report	N/A	-

<b>Project Type</b>	<b>Apartment Units</b>
Lighting	1,008
Air Sealing	88
Boiler Controls + Thermostats	29
Heating Systems	391
Insulation	100
Low Flow Devices	72
Water Heating	97
Fast Track	187
Modeling	66

**E.) Large Customer Program**

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$19,416,994
07/01 to 05/31 Spending	\$7,243,732
Percent of Budget Spent to Date	37%
Percent of Year Passed	92%

Summary Program Update	Incentive Commitments (YTD) <sup>2</sup>	Savings	Participants
Electric Year to Date	\$5.20 million	23,641,220 (annual kWh)	24
GHG Year to Date	\$5.36 million	72,548,588 (annual lbs of CO2)	14

- The program's total budget = \$19.40 million:
  - Total expended for the year = \$7.20 million.
  - Total encumbrances = \$8.09 million.
  - Available funds [Budget-Expended-Encumbrances] = \$4.11 million.
    - Total awarded but not yet under contract = \$3.40 million.
    - Total FY 2016 pipeline = \$0.
  - Available – Awarded – Pipeline = \$710,000.

#### F.) Small Business Initiative

Updated Financials	Program Investment
FY16 Program Budget	\$1,010,917
07/01 to 05/31 Spending	\$800,183
Percent of Budget Spent to Date	79%
Percent of Year Passed	92%

Summary Program Update	kWh Savings	Participants
Start of fiscal year to 05/31	1,237,832	99
Additions since last ED Report	N/A	1

Measure Category	Units
Fluorescent Fixtures (L)	163
LED Fixtures (S & X)	755

- Rollout in Region 5 (RT 302 Fryeburg to Raymond) continues:
  - 2 kickoff events are scheduled in July.
  - The FY 2017 supplier, CED / Gilman Electrical Supply, was selected after an RFP process by GDS and TRC.
  - Installer training for 5 area electrical contractors is scheduled for mid-July.

<sup>2</sup> This number will not match the encumbrances because it is only looking at awards to date.

- Lighting assessments were conducted on 2 projects under the “PET” project label:
  - “PET” projects are case studies for continued efforts in region outreach efforts.

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

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$845,684
07/01 to 05/31 Spending	\$28,461
Percent of Budget Spent to Date	3%
Percent of Year Passed	83%

<b>Summary Program Update</b>	<b>kWh Savings</b>	<b>Participants</b>
Start of fiscal year to 05/31	204,998	1
Additions since last ED Report	N/A	N/A

- The program has an additional \$576,413 of commitments in FY 2016.
- Submittal reviews are in process for 3 proposed projects.
- The team continued out-reach to A & E firms.
- The Gorham Police Station was completed.
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**H.) Home Energy Savings Program**

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$8,398,172
07/01 to 05/31 Spending	\$6,773,012
Percent of Budget Spent to Date	81%
Percent of Year Passed	92%

<b>Summary Program Update</b>	<b>kWh Savings</b>	<b>MMBtu Savings</b>	<b>Measures</b>
Start of fiscal year to 05/31	8,147,596	79,981	10,261
Additions since last ED Report	428,894	4,499	538

<b>Project Type</b>	<b>Units</b>
Attic Insulation	1,001
Boiler	701
Mini Split HP	4,420
Bundling Bonus	1,260
Air Sealing	1,550
Basement Insulation	554
Pellet Boiler	72
Pellet Stove	176
Geothermal HP Closed Loop	38
Geothermal HP Open Loop	24
Wall Insulation	235
Wood Stove	52
Furnace	176
Central Heat Pump	1

- The program experienced a big jump in activity from May to June with 720 participating homes completing projects with a total investment of \$4.2 million.
  - \$531,000 in HESP incentives.
- In June, 45 loans closed providing \$383,000 for projects.
  - The FY 2016 total is 500 loans with a total of \$4.2 million financed.
- Volume is picking up for many measures with heat pumps resuming a fast pace of 464 installations in June.

**I.) Consumer Products Program**

<b>Updated Financials</b>	<b>Program Investment</b>
FY16 Program Budget	\$10,688,305
07/01 to 05/31 Spending	\$8,085,736
Percent of Budget Spent to Date	76%
Percent of Year Passed	92%

<b>Summary Program Update</b>	<b>kWh Savings</b>	<b>Appliance Rebates</b>	<b>Light Bulbs</b>
Start of fiscal year to 05/31	41,021,852	8,640	2,377,736
Additions since last ED Report	4,567,599	1,133	256,556

Measure Type	Bulbs / Units
Retail Lighting - Non Low Income	1,918,033
Distributor Lighting	147,465
Room Air Purifier	1,428
Dehumidifier	2,763
Heat Pump Water Heater	1,832
Clothes Washer	1,926

- Reflecting discussions and modeling in the Triennial Plan proceeding, the following changes to the program were made effective July 1 for FY 2017:
  - CFLs are no longer incentivized by the retail program.
  - Dehumidifiers are no longer incentivized.
  - Room air purifiers are no longer incentivized.
  - Heat pump water heater rebates were reduced from \$500 to \$250.
  - LED rebates for distributors were reduced by approximately 23%.
  - CFLs are being replaced with LEDs in the food pantry program.
- New Distributor Screw-In LED MOUs were introduced. The new MOUs require the installation address and distributor purchase cost.
- Negotiations with lighting retailers and manufacturers were initiated and all FY 2016 signs were removed.
- The low-income portion of the Consumer Products Program is reported in the low income initiatives section; the total savings table, above, includes both non-low income and low income.

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

Updated Financials	Program Investment
FY16 Program Budget	\$4,887,891
07/01 to 05/31 Spending	\$2,770,497
Percent of Budget Spent to Date	57%
Percent of Year Passed	92%

Summary Program Update	kWh Savings	Ductless Heat Pumps	Light Bulbs
Start of fiscal year to 05/31	8,611,926	203	515,941
Additions since last ED Report	1,426,144	102	40,591

Direct Install Initiatives	Participants
Ductless Heat Pump	203



<b>Other Initiatives</b>	<b>Bulbs / Units</b>
Food Bank	203,703
Retail Lighting - Low Income	312,238
Appliances - Low Income	691

- All of the Low Income Direct Install Heat Pump Program funds were successfully invested by March. CAP agencies and tribes installed 203 units.
- The Arrearage Management Program for electricity customers added 93 new participants in June, bringing the total to 695 homes from six utilities. 28% accepted the Trust’s offer of free “DIY Kits” with LEDs and water saving devices.
- The Low Income Direct Install Natural Gas Weatherization Program upgraded 10 homes in June and 22 in the program year. This represents 14% of the 155 prospects on MaineHousing’s LIHEAP gas list. No other prospects were found despite mailing 989 letters, making 103 phone calls and conducting 41 audits.

#### **K.) Strategic Initiatives (Cross Cutting)**

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

- The Trust will evaluate approximately 29 projects in the Boothbay region. The evaluation will be a combination of in-depth site visits and visits that verify the efficient lighting equipment is installed and working properly. This evaluation is part of an expanded sampling plan for the FY 2014 – FY 2015 Impact Evaluation of the Business Incentive Program. A Process Evaluation for the Business Incentive Program will be released this summer.
- Technical Reference Manuals have been updated for FY2017 and changes are in the process of being uploaded into the effRT database and posted on the website.

##### **II. Innovation**

- The Trust held a kickoff meeting with TRC and Gridium for the Pay for Performance pilot. The Trust has partnered with the Maine Health Care Association to distribute a survey about the pilot to their members. Pilot participants will be selected from facilities that respond to the survey.
- Two locations for the Commercial Heat Pump Water Heaters pilot were selected - a boiler / mechanical room and a laundromat. Data logging equipment will be installed in August and left in place for a month to capture the existing equipment’s energy usage.
- Electric Vehicles
  - Staff participated in the regular video conference of the Quebec-Maine EV Corridor initiative in which further preparations were made to identify preferred charging station locations along the route from Quebec City to the coast of Maine so that

announcements could be made in August. Also, the Maine DEP reported on the results of the VW settlement that will lead to significant funding for each state, estimated to be in the millions of dollars for Maine, that may be used to promote EVs.

- Staff also participated in a roundtable discussion at the Greater Portland Council of Governments at which a broad cross-section of Maine stakeholders talked about plans and progress for promoting EVs. Notable participants included Hannaford, local Nissan dealerships, state agencies including GEO, DOT, DEP, and the Turnpike Authority, representatives of the lodging industry, and municipalities.

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

#### **A.) Administration**

- Staff is working hard to close the books on FY2016. All vendors have been contacted with requests to submit invoices related to FY2016.
- Staff is gathering information and discussing options with its IT services provider in consideration of making updates to computer software and hardware.

#### **B.) Financial**

Highlights of the financial reports on revenues and expenditures through May 31 of this year:

- New state and regional revenues were budgeted at \$44.4 million for FY2016, of which \$40.4 million has been received YTD, up from 38.7 million last month.
- Use of fund balance is budgeted at \$21.5 million, unchanged since last month.
- Of the \$67.7 million budgeted, \$39.9 million has been expended YTD, up from \$36.6 million reported last month. Another \$18.8 million was under contract and \$3.5 million had been awarded through competitive processes and was in the process of being put under contract. Approximately \$2.4 million more is being held and awaiting transmittal for interagency or interfund transfers before year-end.