

Executive Director's Summary Report

to the Board of Trustees
of the
Efficiency Maine Trust

August 22, 2018

1. Communications

A) Awareness and Press

- Press
 - The Residential Program Manager was interviewed for a WCSH-TV piece on energy efficient cooling (<https://www.newscentermaine.com/article/money/consumer/is-ac-a-budget-buster-heres-what-the-experts-say/97-581759516>)
- Events
 - The Trust convened a public hearing on two rulemakings on July 31, 2018.
 - The Trust's made preparations for the Annual Symposium and Public Hearing on the Triennial Plan will be held on August 24, 2018.
 - The Symposium will include the annual recognition for top program performers as well as a series of continuing education classes for contractors and realtors.
- Website and Outreach (July)
 - 18,095 website visits (compared to 16,461 visits in June)
 - 15,398 unique visits
 - 8,007 visits were driven through digital ads
 - Facebook
 - 3,183 fans
- Call Center (July)
 - 1,590 inbound phone calls (98% answered within 20 seconds)
 - 1,030 inbound emails
 - 1,392 inbound mail (mostly rebate claims)

B) Government Relations

- Public Utilities Commission (PUC)
 - Staff attended a procedural conference in the Portland area Non-Transmission Alternatives (NTA) case. In response to intervenor comments regarding the need for additional information to supplement Central Maine Power's (CMP's) initial technical filing, the PUC staff requested that CMP file a formal Certificate of Public Convenience and Necessity (CPCN).

- In response to a notice of inquiry, EMT Staff provided PUC staff with an overview of EMT's Technical Reference Manuals (TRMs) during a workshop event. The PUC will respond with follow-up questions in the coming weeks.
- The PUC initiated an inquiry to obtain information and comment from the Trust and interested persons regarding assumptions and calculations that will be used in Triennial Plan IV. Staff attended a case conference in this docket in mid-August.
- Rulemaking
 - Staff reviewed its proposed amendments to the electric and natural gas rules with the Program Committee.
 - Staff filed a rulemaking proposal package with the Secretary of State on July 3; a Notice of Proposed Rulemaking was published on July 11.
 - Staff held public hearings at the Trust's Augusta office on July 31, and received written comments through August 10.

2. Program Highlights¹

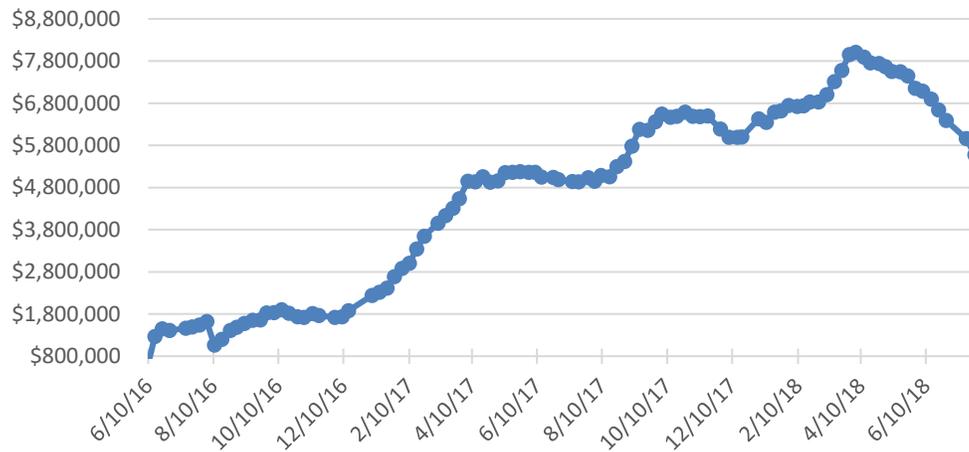
A) C&I Prescriptive (CIP) Program

- The program team completed FY2019 Qualified Partner Annual Certification for Qualified Partners, including follow-up with non-attendees. In total, over 800 Qualified Partners completed annual certification.
- The pipeline for electric measures has seen a significant decrease in the weekly totals over the last three months. This decrease is primarily due to the suspension of new fixture measures in May and June.
- Total volume for distributor lighting sales for June were consistent with May; July invoices are not yet verified and recorded. Sales volume information:
 - 50% are screw-in LED bulbs (29% of discounts paid)
 - 50% are mogul and T8 linear replacement lamps (71% of discounts paid)
- The program launched its Cost-effective Lighting Investment Calculator (CLIC) tool for lighting measures in July. The program plans to focus on lighting retrofits in existing buildings and has added more lighting measures of retrofit kits for linear ambient luminaires and stairway luminaires with integrated controls.
 - The program team completed 6 training webinars for Qualified Partners throughout July. Over 130 lighting contractors attended.
 - Nine counter days with lighting distributors have been scheduled throughout August and into September.
 - Qualified Partners have begun submitting Prescriptive and Pay for Performance lighting projects using the new CLIC tool. To date, 127 projects have been submitted for \$1.33 million in potential incentives.
- The current pipeline of pending projects for natural gas and all fuels projects is approximately \$710,000 in incentives, representing 40 projects.

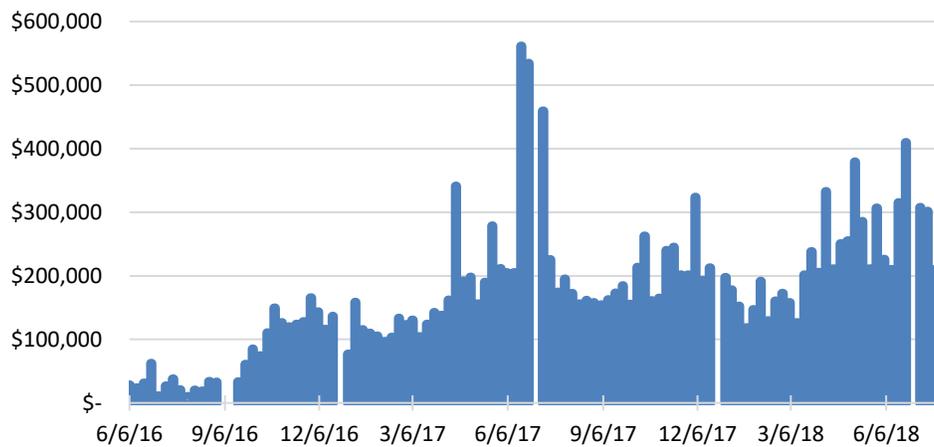
¹ The Updated Financials table reported for each Program reflects data pulled from the Trust's financial management system mid-month; the Summary Program Update table is pulled from the Efficiency Maine project tracking database on August 14, 2018, to capture the progress for the year through the most recent complete month of reported actual results (i.e., through the end of July 2018).

- To date, 91 natural gas, 66 propane, 3 oil, and 7 electric HVAC units have been installed through the distributor discount initiative.
 - The program launched a heating season promotion on July 1 to run through the end of October. It will include installing contractor spiffs for midstream purchases.
 - Four counter days with HVAC distributors have been scheduled throughout the month of August.

CIP - Pipeline



CIP - Incentives Paid



Updated Financials	Program Investment
FY2019 Program Budget	\$12,399,631
7/1 to 7/31 Spending	\$1,161,607
Percent of Budget Spent to Date	9%
Percent of Year Passed	8%

Summary Program Update	Annual kWh Savings	Annual MMBtu Savings*
Start of fiscal year to 7/31	7,468,013	(6,333)

*Negative MMBtu savings indicates thermal interactive effects with lighting measures.

Project Type (through 7/31)	Participants
Lighting Solutions (not including Distributor Screw-In LEDs)	247
Electric Heating and Cooling Solutions	37
Compressed Air Solutions and Other	1
Natural Gas Heating and Cooling Solutions	3
All Fuels Heating and Cooling Solutions	2

B) C&I Custom Program

- The C&I Custom Program Review Team met once since the last Board meeting, awarding two projects worth \$87,000 in incentive offers.
- Since the last Board meeting, the pipeline has grown modestly, adding 1 new project. The total pipeline now consists of 6 projects worth \$628,000 in incentive offers.
- Program staff reviewed 1 project proposal that did not meet the program requirements and was ultimately denied.
- Program staff received an application for 1 new scoping audit.

Updated Financials	Program Investment
FY2019 Program Budget	\$8,111,275
7/1 to 7/31 Spending	\$0
Percent of Budget Spent to Date	0%
Percent of Year Passed	8%

Additional Details on FY 2019 Financials	Program Investment
Expenditures	\$0
Committed	\$6,378,557
Pipeline	\$628,421
Total (Expenditures, Committed, & Pipeline)	\$7,006,979
Percent of Budget*	86%

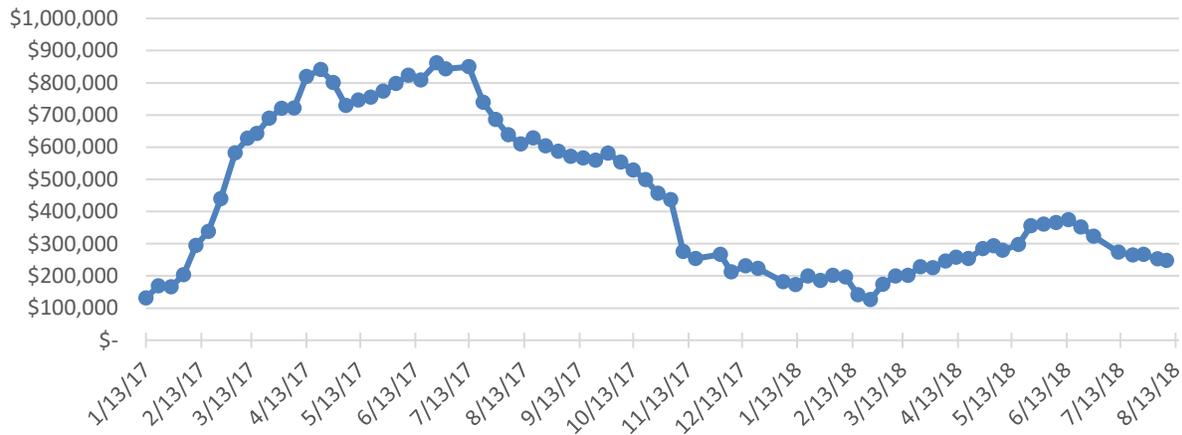
*Reflects FY2019 budget as of August 2019 (i.e., no FY2018 carryforward funds)

C) Small Business Initiative (SBI)

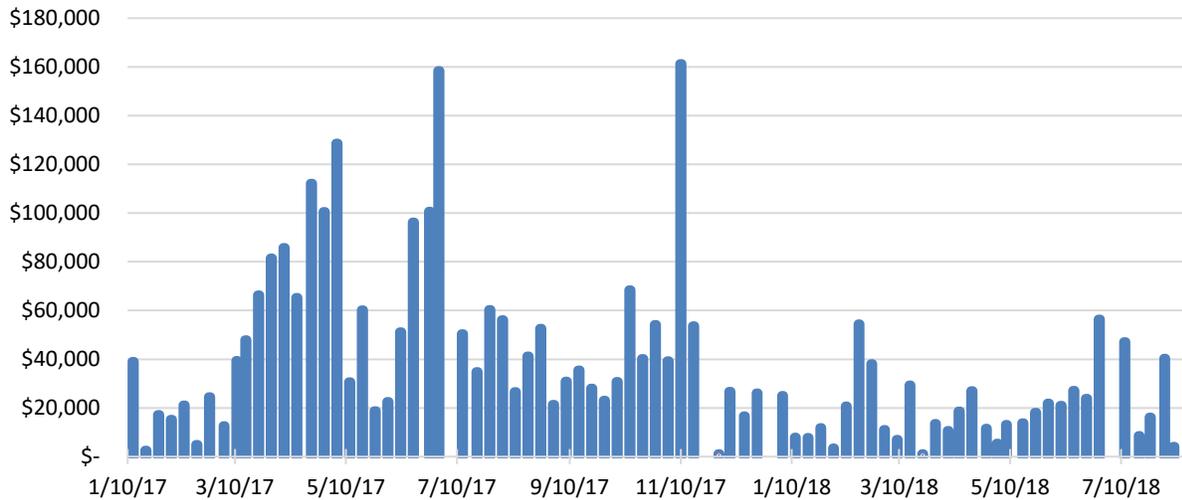
- The program team has been providing support to contractors to push towards closing out Region 7 (Sanford/Berwick). One project remains, which is expected to be completed mid-August.

- Eight contractors are on board and working in Region 9 (Windham-Gray-New Gloucester) with projects underway. The program team is conducting targeted outreach using customer utility data. A cold call campaign was conducted to reach the highest eligible users in the region.
- The program team conducted contractor outreach for Region 10 (Ellsworth) and held a contractor information/training event in Ellsworth on July 19. Six contractors are on board. Lighting assessments are underway, and the first two projects have been pre-approved.
- The program team conducted contractor outreach for Region 11 (Orono/Old Town). A contractor information/training event is scheduled for August 13.

SBI - Pipeline



SBI - Incentives Paid

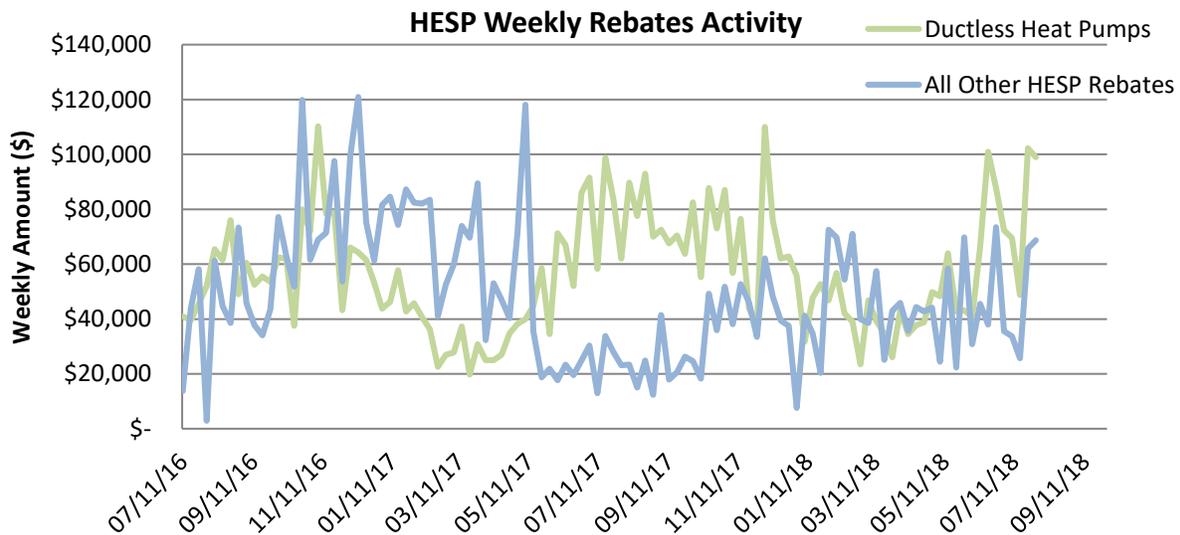


Updated Financials	Program Investment
FY2019 Program Budget	\$2,682,187
7/1 to 7/31 Spending	\$112,473
Percent of Budget Spent to Date	4%
Percent of Year Passed	8%

Summary Program Update	kWh Savings	Annual MMBtu Savings	Participants
Start of fiscal year to 7/31	265,200	(451)	19

D) Home Energy Savings Program (HESP)

- The number of rebates in July 2018 was up 16% from July 2017 (1,066 vs 920). Fiscal year-to-date (YTD) rebated measures are up 16% over last year (1,066 vs 920).
- Program changes launched in May (increased incentives and streamlined eligibility criteria) are starting to drive increased customer participation.
- The retail field team visited pellet and wood stove stores throughout the state to help them understand new program requirements and to install program signage.
- The Trust switched loan processing vendors from Renew Financial to the National Energy Improvement Fund (NEIF) on July 15.



Updated Financials	Program Investment
FY2019 Program Budget	\$8,430,576
7/1 to 7/31 Spending	\$364,789
Percent of Budget Spent to Date	4%
Percent of Year Passed	8%

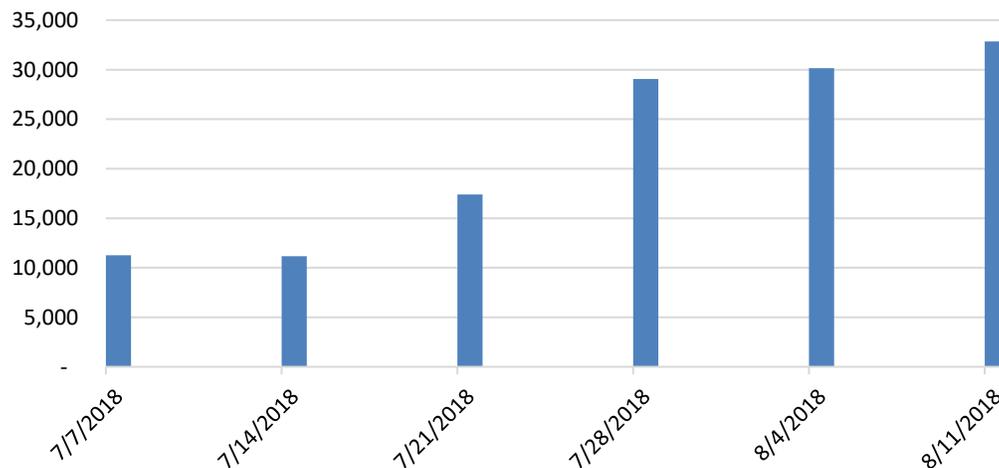
Summary Program Update	Annual kWh Savings	Annual MMBtu Savings	Measures
Start of fiscal year to 7/31	1,515,383	5,604	791

Project Type (through 7/31)	Units
Electric Measures	574
All Fuels Measures	217

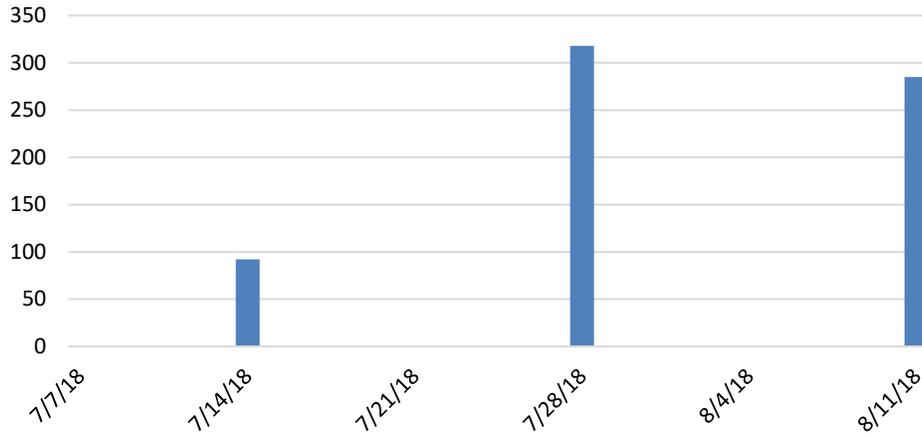
E) Consumer Products Program

- July saw a large spike in heat pump water heater mail-in rebates as the FY2018 program submission due date was July 31; incentives continue in FY2019 with new forms. Retailers and distributors continue to aggressively promote them in prime store locations.
- Memorandums of Understanding (MOUs) are in place with over 20 retailers across the state to promote LED bulbs off-shelf. As listed on our website, LEDs are now available for as little as \$0.50/bulb.

Weekly Bulb Sales YTD – Retail (including unaudited estimates)



Weekly HPWH Sales YTD (including unaudited estimates)



Updated Financials	Program Investment
FY2019 Program Budget	\$13,177,276
7/1 to 7/31 Spending	N/A
Percent of Budget Spent to Date	N/A
Percent of Year Passed	8%

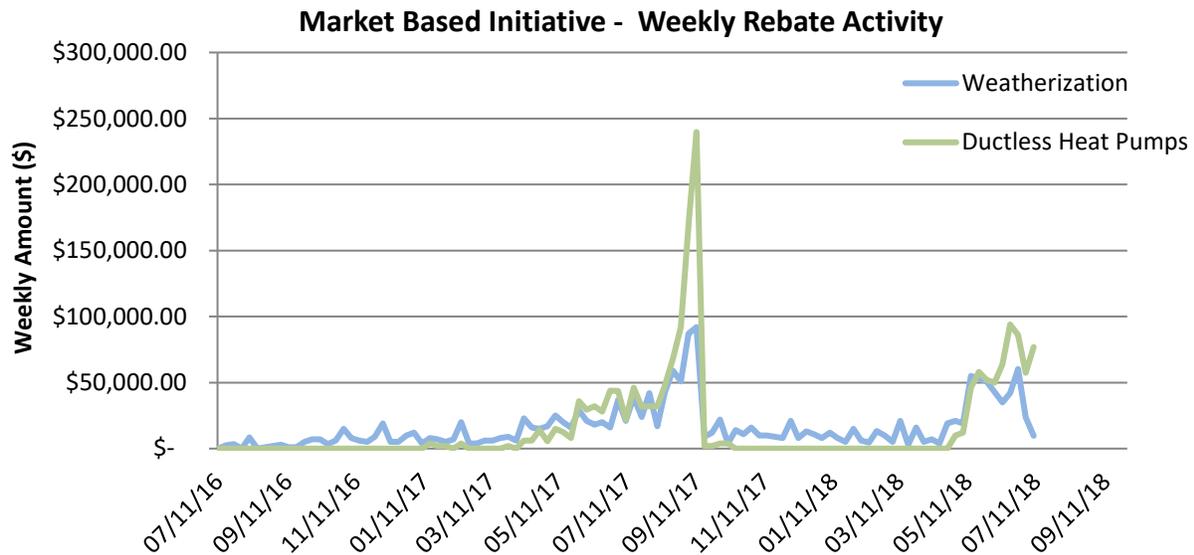
Summary Program Update	Annual kWh Savings	Annual MMBtu Savings
Start of fiscal year to 7/31	956,651	2,397

Rebate Type (through 7/31)	Projects
Appliances	290
Light Bulbs	18,525
Smart Thermostats	306

F) Low Income Initiatives

- The Low Income Direct Mail (LIDM) Initiative continues to offer Do-It-Yourself (DIY) kits to households that participate in state or federal low-income programs. The target pace for mailings is 5,000/week.
- The Trust continues to participate in the electric utilities' Arrearage Management Program (AMP). Fourteen new customers entered the program this month.

- The market-based Affordable Heat Initiative (AHI) offers enhanced rebates on ductless heat pumps and insulation to eligible homeowners who complete an air sealing measure. Ductless Heat Pump installations in July 2018 are double from July 2017.
- The Low Income Direct Install (LIDI) initiative offers free installations of heat pump water heaters (HPWHs) to eligible households. Sixty-one installs were completed in July, totaling 8% of the yearly goal (750 installs).
 - The Program is now offering a rebate of \$400 for installation services to qualifying low income households for a “Lost Opportunity” heat pump water heater to replace a broken electric water heater.
- For Low Income Natural Gas initiatives, the program team has identified 33 multifamily weatherization projects (158 units) in Lewiston (Unitil territory) with cost-effective opportunities in basements and some attics. A Request for Qualifications (RFQ) has been finalized to secure a vendor in servicing these projects. Owner agreements will be signed next month.



Updated Financials	Program Investment
FY2019 Program Budget	\$5,328,899
7/1 to 7/31 Spending	\$307,195
Percent of Budget Spent to Date	6%
Percent of Year Passed	8%

Summary Program Update	MMBtu Savings	Annual kWh Savings
Start of fiscal year to 7/31	3,739	(87,526)

Initiative (through 7/31)	Units
Direct Installs	25
Market-based Installs	305

G) Renewable Energy Demonstration Grants Program

- Staff received 5 bids in response to the Renewable Energy Community Demonstration Projects in Affordable Housing RFP.
- The Review Team selected 3 proposals:
 - Dennysville Housing
 1. 17-unit residence for low-income seniors in Dennysville, ME
 2. Project: On-site 44 kW PV system
 3. Benefit transfer: free cable and internet for residents
 - Milbridge Harbor Apartments
 1. 5-unit residence for mentally ill, formerly homeless adults in Milbridge, ME
 2. Project: On-site 32 kW PV system
 3. Benefit transfer: continued services for residents
 - Portland Housing Authority (Portland Housing Development Corporation)
 1. 55-unit affordable housing complex in Portland, ME (new construction)
 2. Project: On-site 50.5 kW PV system
 3. Benefit transfer: free internet for residents

H) Strategic Initiatives (Cross Cutting)

I. Innovation

- Load Management Innovation Pilot RFP:
 1. Staff is working on finalizing contracts with ReVision Energy for its two winning proposals.
- Low Income Behavioral Pilot
 1. Staff awarded the first prizes for participants in the pilot.

3. Administration and Finance Highlights

A) Administration

- The FY2018 Audit has begun.
 - Auditors were on-site in August.
- Semi-Annual “budget transparency” were completed and filed at the Legislature at the end of July.
- The RFP for the installation and operation of EV Fast Charger Stations was issued at the end of July.

B) Financial

Revenues

- Revenues are on track with the budget.
- FY2018 Carryforward amounts have not yet been finalized or incorporated into the FY2019 budget.

Expenditures

- In the past month, the Staff prioritized closing the books on FY2018 and making preparations for the FY2018 audit. As a consequence, the Staff has not compiled complete data on July expenditures, encumbrances, and pending awards. A full report will be made at the next Board meeting.