



# FY2026 Mid-Year Program Update

EMT Board Meeting  
January 28, 2026

# Program Budgets – Year to Date

Program	Budget (\$)	YTD Expended (\$)	YTD Committed Pipeline (\$)*	YTD Expended + Committed as % of Budget
C&I Custom Program	\$18,600,000	\$2,600,000	\$11,500,000	76%
C&I Prescriptive Initiatives	\$43,200,000	\$9,800,000	\$12,900,000	53%
Retail and Distributor Initiatives	\$21,300,000	\$7,400,000	N/A	35%
Home Energy Savings Program	\$26,500,000	\$10,400,000	N/A	39%
Income-Eligible Home Programs	\$60,000,000	\$15,000,000	N/A	25%
EV Rebates	\$4,200,000	\$539,000	\$137,746	16%
EV Supply Equipment	\$46,200,000	\$2,800,000	\$12,800,000	34%
Demand Management Program	\$4,300,000	\$893,000	\$500,000	32%
Thermal Energy Investment Program	\$5,100,000	\$36,000	\$906,000	18%
Innovation	\$2,200,000	\$187,000	\$408,000	27%
EM&V	\$3,700,000	\$275,000	\$538,000	22%

\*Committed pipeline includes the value of approved projects and excludes anticipated delivery costs in the second half of the fiscal year.

# C&I Custom Program

## Highlights

- Distributed Generation (DG) program branching out; received applications for large steam turbines, a fuel cell, and non-exporting solar PV
- Notable interest in industrial boiler improvement projects (made 2 large awards)
- Launched compressed air leak detection program (7/2025); received 3 applications from large industrials

## Challenges

- High electricity costs, high equipment costs, uncertainty due to tariffs
- Limited availability of large transmission and subtransmission (T&ST) customers

## Plans

- Focus outreach on T&ST customers
- Promote compressed air leak detection program as a low-cost way to reduce electricity costs
- Leverage customer sustainability goals to motivate decisionmakers

# C&I Prescriptive Initiatives

## Highlights

- Launched 2 new FONs for school lighting and compressed air
- Observed increased interest in heat pump rooftop units (RTUs)
- Seeing broad success engaging developers of new construction multifamily buildings

## Challenges

- QP confusion and anxiety about supply chain challenges with new refrigerants
- Identifying opportunities for the new linear expansion valves (LEV) and dedicated outdoor air system (DOAS) measures

## Plans

- Launch FON for school ventilation (LEVs and DOASs)
- Launch an FON for multifamily retrofits using RGGI funds
- Boost promotion of current FONs for school lighting and compressed air (electric)
- Perform pricing analysis to assess impact of new refrigerants

# Retail and Distributor Initiatives

## Highlights

- September/October heat pump water heater (HPWH) promotion drove record sales (148 HPWHs per week through retail stores in October up from a YTD average of 62/week)

## Challenges

- Tariffs increased HPWH prices by more than traditional electric water heaters
- Quality issues with one HPWH manufacturer rattled plumber confidence in HPWHs
- Lack of HPWH inventory at retailers during promotions

## Plans

- Focusing on helping the state's largest distributor get back on track
- Working with Lowe's and Home Depot to ensure adequate HPWH inventory and favorable pricing for our March promotion
- Continue "early retirement of electric water heaters" campaigns

# Home Energy Savings Program and Income-Eligible Home Programs

## Highlights

- Strong weatherization investment; on track to meet EMT goals
- Launched new ducted heat pump rebate, updated ducted rebate installation requirements
- Transitioned to new NEEP list of eligible heat pump units
- Reviewed results from heat pump survey with RRVs, highlighting opportunity to increase use

## Challenges

- Fewer heat pump installations than anticipated. Factors include smaller rebates, sunsetting federal tax credits, shift in federal priorities, higher electricity costs, lower oil costs, increasing equipment prices (due to tariffs, newer refrigerants), and removing eligibility for homes served by natural gas.

## Plans

- Consider limited-time promotion and launch aggressive marketing campaign to increase uptake of heat pumps
- Evaluate potential for multizone HPs

# Mobile Home Initiative

## Highlights

- 100% of customers who completed QA inspection rated their satisfaction at 10/10
- 90 interested customers YTD (vs. 63 in all of FY2025)
- Distributed outreach materials to mobile home parks, libraries, and town halls across 116 towns

## Challenges

- New refrigerant requirements are affecting the number and availability of viable units
- Electric rates in Versant territory are expected to increase while the price of kerosene and propane continues to decrease

## Plans

- Monitor supply chain challenges and assess implications for incentive levels

# Electric Vehicle Initiatives – Rebates

## Highlights

- Launched rebates for EVs with off-peak chargers in July 2025
- Awarded 2 grants (3 vehicles) under medium/heavy-duty (MHD) EV pilot
- Launched limited-time enhanced rebates in November for light-duty EVs and commercial vans

## Challenges

- Expiration of federal EV tax credits
- Off-peak charging rebates limited to customers facing high barriers
- Rising electricity rates, falling gasoline prices

## Plans

- Launch EV search tool to help car shoppers find used and new EVs
- Focus on attractive rebates for commercial vans, available through April 30 (up to \$14,000)

# Electric Vehicle Initiatives – Public Charging

## Highlights

- Reimbursed 9 new public EV charger sites
- Issued 3 RFPs; announced awards for 2, with 3<sup>rd</sup> anticipated in March
- Helped submit and receive federal approval of Maine's 2025 NEVI Plan

## Challenges

- Industry instability
- Recruiting / implementing project bids in rural / low-traffic areas
- Bidder fatigue

## Plans

- Rebid sites that were previously awarded but not commissioned with updated specifications and incentive structure based on feedback from previous RFPs
- Space out RFPs to give bidders more time to put applications together

# Demand Management Program – Off-Peak EV Chargers

## Highlights

- On track to have 1 of every 5 additional EVs on the grid using an off-peak charger
- 99% of charging sessions have been off-peak

## Challenges

- Manufacturer (Emporia) temporarily ran out of their top selling models – expect to be back in stock by the end of this month
- Ensuring that all customers “commission” their chargers in a timely fashion

## Plans

- Continue to offer \$200 incentive to *commission* chargers (in addition to \$200 discount at purchase)

# Demand Management Program – Demand Response

## Highlights

- Collaborated with 4 Program Partners (one more than summer 2024), who work with businesses to maximize incentives and directly compensate them on a pay-for-performance basis
- Enrolled 207 locations (vs. 194 in summer 2024)

## Challenges

- Competition with bigger states to attract Program Partners attention to Maine

## Plans

- Recommend prospects to Program Partners to convince them to spend more time selling this program
- Document the incentive calculation and payment process

# Thermal Energy Investment Program

## Highlights

- Closed 1 project and pre-approved 6 others (\$942,000 expended/committed)
- Worked with biomass stakeholders to develop recommended options to increase the promotion of modern wood heating in Maine (per LD 1212). Submitted associated report to the Legislature.

## Challenges

- Increase awareness in marketplace
- Relatively low oil prices

## Plans

- Implement subset of promotional strategies outlined in the Modern Wood Heating report
- Add new \$1.25 million (coming by the end of the month)

# Efficiency Maine Green Bank (EMGB)

## Highlights

- Loan activity up 4x vs. FY2025; \$2.6M in loans issued YTD through new lending platform
- Received first applications (12 total) under federally funded loan opportunity for long-term care facilities
- Joined litigation efforts aiming to secure federal Greenhouse Gas Reduction Fund (GGRF) dollars
- Submitted a letter of intent of U.S. Department of Agriculture Rural Energy Savings Program (RESP) funds

## Challenges

- Uncertainty and delay in securing federal GGRF dollars

## Plans

- Launch expanded Small Business Loan within the new lending platform
- Expand Home Energy Loan eligibility to include HPWHs

# ARPA/MJRP Investment

- Deadline for expending funds is December 31, 2026
- Expended or committed \$52.2M of \$58M allocation to date
- Closed all C&I initiatives to new applications in early FY2026, shifting any fund balances to the residential low-income initiative (weatherization and heat pumps)
- Expect to close out all remaining C&I projects by summer 2026
- Residential low-income initiative expected to spend remaining budget by late May
- Total of approximately \$1M in anticipated FY2026 carryforward from C&I Initiatives – will request budget transfer to residential initiative in spring
- Pending MaineDOT approval, use remaining MJRP funds allocated for public chargers on previously CFI-awarded public Level 2 EV charging projects

# Low- and Moderate-Income Expenditures

- In June 2025, Legislature passed a bill (L.D. 946) directing EMT to ensure at least 50% of all available funding for EVs, residential heat pumps, and residential weatherization incentives goes to LMI customers during TPVI
- **EVs**
  - Total incentive spending YTD = \$181,000
  - LMI incentive spending YTD = \$179,000 (98%)
- **Residential Wx and HPs**
  - Total incentive spending YTD = \$20,664,907
  - LMI incentive spending YTD = \$12,167,310 (59%)

# Estimated FY2026 Uncommitted Carryforward\*

Budget Line	Uncommitted (All Fund Sources)	Primary Fund Source
C&I Custom Program	\$1,600,000	RGGI (100%)
C&I Prescriptive Initiatives	\$15,500,000	Electric (52%)
Retail and Distributor Initiatives	\$4,000,000	Electric, RGGI (50%, 50%)
Home Energy Savings Program	\$6,600,000	Electric (98%)
Income-Eligible Home Programs	\$24,700,000	Electric (69%)
EV Rebates	\$2,700,000	Electric (66%)
EV Supply Equipment	\$30,500,000	NEVI (46%)
Demand Management Program	\$2,500,000	Electric (100%)
Thermal Energy Investment Program	\$4,000,000	TEIP (100%)
Innovation	\$1,000,000	RGGI (65%)
Evaluation, Measurement & Verification	\$2,900,000	Electric (70%)
<b>Total</b>	<b>\$63,600,000</b>	<b>Electric (62%)</b>

\*Estimates do not account for incentive changes and new marketing campaigns planned for second half of fiscal year.

# Performance Metrics Forecasts

# Performance Metrics Summary: Weatherization (Dwelling Units)

	FY2025 actual	FY2026 forecast
Low Income	529	542
Moderate Income	604	656
HESP (Any Income)	1,938	2,347
Multifamily	137	52
<b>Portfolio</b>	<b>3,208</b>	<b>3,597</b>

# Performance Metrics Summary: Whole-Home/Whole-Building Heat Pumps

	FY2025 actual (Businesses/Dwellings)	FY2026 forecast (Businesses/Dwellings)
HESP (Any Income)	6,124	4,932
Income Eligible Home Programs	5,532	3,665
C&I Commercial Buildings	137	181
Multifamily (ran through C&I)	719	450
<b>Portfolio</b>	<b>12,512</b>	<b>9,228</b>

# Performance Metrics Summary: EVs

	FY2025 actual	FY2026 forecast
Low Income BEV	88	30
Moderate Income BEV	63	37
Commercial/Govt/Non-Profit BEV	58	21
Any Income BEV	488	-
PHEV (all categories)	420	-
<b>Portfolio</b>	<b>1,117</b>	<b>88</b>

# Performance Metrics Summary: Heat Pump Water Heaters

	FY2025 actual	FY2026 forecast
Retail and Distributor Channels	9,932	9,874
C&I Prescriptive Channel	15	10
<b>Portfolio</b>	<b>9,947</b>	<b>9,884</b>

# Performance Metrics Summary: Demand Management Program

	Number of Aggregators	Customers/ Devices (FY2026)	FY2026 MW
Demand Response	4	207	9.2
Off-Peak Chargers (Commissioned)	N/A	1,100	0.6
Large Battery Initiative	N/A	-	-
<b>Portfolio</b>	<b>4</b>	<b>1,307</b>	<b>9.8</b>

# Performance Metrics Summary: Savings (FY2026)

Program	Anticipated Spend	Electricity Savings (MWh) - annual	Natural Gas Savings - annual (MMBtu)	Unregulated Fuel Savings - annual (MMBtu)	All-fuels Savings - annual (MMbtu)	All-fuels Savings - lifetime (MMbtu)	Lifetime Benefits	Benefit Cost Ratio	Demand Response (MW)	2030 Avoided CO2 (Thousand Short Tons)
Low Income Measures	\$13,488,164	-6,193	1,142	76,944	56,956	1,040,077	\$48,189,915	2.89	-	15.31
Moderate Income Market Rate Measures	\$17,761,198	-14,807	3,376	166,124	118,977	2,173,977	\$102,161,540	3.43	-	31.55
Any-Income Market Rate Measures	\$19,905,942	-25,875	13,499	315,013	240,221	4,462,141	\$208,288,884	3.65	-	64.93
C&I Custom <u>and</u> Prescriptive Initiatives	\$50,323,422	29,538	18,401	729,761	848,949	12,477,659	\$448,431,424	4.17	-	286.61
Retail & Distributor Channels	\$17,299,205	10,615	3,272	61,872	101,365	1,347,425	\$59,713,724	3.14	-	37.32
Electric Vehicle Rebates	\$1,449,544	-1,865	-	36,112	29,750	308,174	\$15,303,798	2.62	-	8.79
Demand Management	\$1,774,048	-	-	-	-	-	\$5,663,609	2.53	9.8	-
<b>Portfolio</b>	<b>\$122,001,523</b>	<b>-8,586</b>	<b>39,690</b>	<b>1,385,827</b>	<b>1,396,219</b>	<b>21,809,453</b>	<b>\$887,752,894</b>	<b>3.49</b>	<b>9.8</b>	<b>445</b>

# Anticipated Expenditures

# Anticipated Heat Pump Spending (all funding sources)

	Any Income	Low-and-Moderate Income	Commercial (all HP tech types)	Total
FY2025 (actual)	\$22,300,000	\$37,300,000	\$13,900,000	<b>\$73,500,000</b>
FY2026 (anticipated)	\$10,800,000	\$21,400,000	\$11,500,000	<b>\$43,700,000</b>
FY2027 (anticipated)	\$13,400,000	\$27,900,000	\$16,600,000	<b>\$57,900,000</b>

# Anticipated Weatherization Spending (all funding sources)

	<b>Any Income</b>	<b>Low-and-Moderate Income</b>	<b>Multifamily</b>	<b>TOTAL</b>
FY25 (actual)	\$6,900,000	\$7,300,000	\$350,000	<b>\$14,550,000</b>
FY26 (anticipated)	\$8,500,000	\$7,900,000	\$150,000	<b>\$16,550,000</b>
FY27 (anticipated)	\$6,600,000	\$8,800,000	\$500,000	<b>\$15,900,000</b>

# Anticipated Total Electric MACE Budget – 3 years

