



RFP EM-015-2014 Responses to Questions

1. Will the anticipated \$1 Million budget be split up equally amongst the 3 program regions?

The budget designated for this year's program will initially be allocated equally to the 3 regions but may be adjusted based on the program regions rate of participation.

2. Will the SBDI program continue to be available in the Pilot Program regions?

The Small Business Direct Install Program is not available in the regions where the Pilot Program was available.

3. Is it envisioned to have savings and incentive associated with free LED measures included on the customer proposal along with all other proposed measures?

Any LED measures installed free of charge will be included as part of the customers proposal and the savings and Efficiency Maine costs will be attributed to the individual project.

4. Will there be on bill financing, and if so how might this interface with contractor based financing? ... Can non-utility financing be collected in the utility bill?

The Trust in conjunction with the state's utilities may provide "On-bill Financing". The Trust does not expect that non-utility financing will be collected in the utility bill.

5. Are there any Terms limitations for contractor based financing? Also, are financing costs such as interest, points or residual considered in the payback period?

Should the contractor offer project financing, the proposals must provide the loan agreement, terms and conditions for review by the Trust. Should financing be made available to the customer, financing costs should be included and detailed into the project costs, project paybacks and cash flows.

6. Is the 12 month payback rigid? Also, are the incentive and the customer portion figured in the 12 month payback? What will the calculation be to determine the payback?

Efficiency Maine anticipates establishing incentives based on a 12 month payback or less for all cost effective projects. Further, Efficiency Maine expects the bidders to explain in their proposals the project's cash flows and paybacks criteria.

7. Are any measures excluded, such as solar applications or steam fitting repair, etc...?

As specified in the RFP, page 7, the potential for increased energy efficiency in small businesses is still concentrated in lighting end uses, therefore the SBDI is focused primarily on lighting projects. However, bidders are encouraged to proposed additional cost effective measures to install so long as the contractor's implementation team has the requisite expertise and licenses to install such additional measures

8. Is there a maximum dollar amount per customer?

The program does not have an established a maximum dollar amount per customer.

9. Are there any limitations on materials purchases? .. Vendor restrictions, etc..

All lighting products must be on the CEE qualified product list and/or the DLC qualified product list.

10. Is the program restricted to Electric clients or is gas savings to be considered?

The Small Business Direct Install Program is available for installing electric efficiency measures for small business customers of Maine's electric utilities.