

# Residential Registered Vendor Monthly Report March 2018



## Program Updates

1. *Home Energy Loans Available Again:* After a month focusing on clearing the loan application backlog, Renew Financial began accepting Efficiency Maine loan applications again on February 22, 2018. Their team is now fully trained on how to process our loans and as of March 6, 2018, they are now taking live calls instead of relying on voice messages. The on-line application system has been updated and our new loan web page clearly lays out loan eligibility criteria and the process steps. Our apologies to all who were impacted by Renew's rocky transition to a new loan processing center.
2. We have a new Home Energy Loan brochure. It details some loan eligibility criteria and compares the different loans that Efficiency Maine offers. It can be found on our website by clicking [here](#), or you can request some free printed copies from our call center by calling 866-376-2463.
3. We have updated versions of the [HESP Claim Form](#), the [Ductless Heat Pump \(DHP\) Claim Form](#), and the [DHP Installation Checklist](#). Make sure to always get the most up-to-date versions from our website.

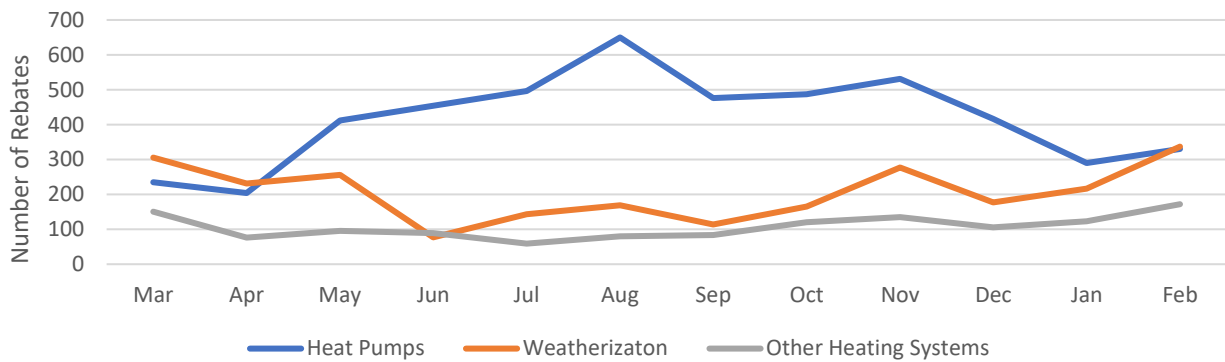
## Sales Tool of the Month

1. Are you looking for a tool to help you convince a customer to invest in a more efficient heating system? Our web-based [Compare Home Heating Costs Calculator](#) may do the trick. It lets you compare the annual cost of 15 different heating systems using 7 different fuels. Fuel prices are updated every 90 days and can be overridden. Efficiencies are set at program-eligible levels but can also be overridden. Lastly, the model can be calibrated to the home's actual costs. For example, if you have a customer that paid \$2,000 to run their 80% efficient oil boiler last year, you can show them the annual cost of 15 alternatives, including a more efficient oil boiler, a pellet boiler, a natural gas boiler, heat pumps and more.

## Home Energy Savings Program

Year:	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2018	2018
HESP Rebate Type	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
MiniSplit HP	235	204	412	454	496	650	476	487	531	417	290	330
Boiler	91	42	66	75	43	62	70	77	89	70	71	118
Air Sealing	142	96	111	36	64	80	54	68	120	79	99	152
Attic Insulation	90	74	76	23	47	50	32	53	83	53	69	99
Basement Insulation	51	38	48	8	20	24	23	29	48	29	35	63
Furnace	28	15	10	6	13	13	8	23	18	23	38	26
Wall Insulation	23	23	21	10	12	15	5	15	26	16	14	23
Pellet Boiler	6	8	5	4	1	1	3	13	14	5	2	7
Pellet Stove	8	6	8	2	1	2	3	5	8	5	7	18
Wood Stove	5	0	4	0	0	0	0	2	1	2	1	2
Geothermal HP	13	5	3	2	1	2	0	0	5	1	4	1
<b>Total Measures Installed</b>	<b>692</b>	<b>511</b>	<b>764</b>	<b>620</b>	<b>698</b>	<b>899</b>	<b>674</b>	<b>772</b>	<b>943</b>	<b>700</b>	<b>630</b>	<b>839</b>

### HESP Rebates – Last 12 Months



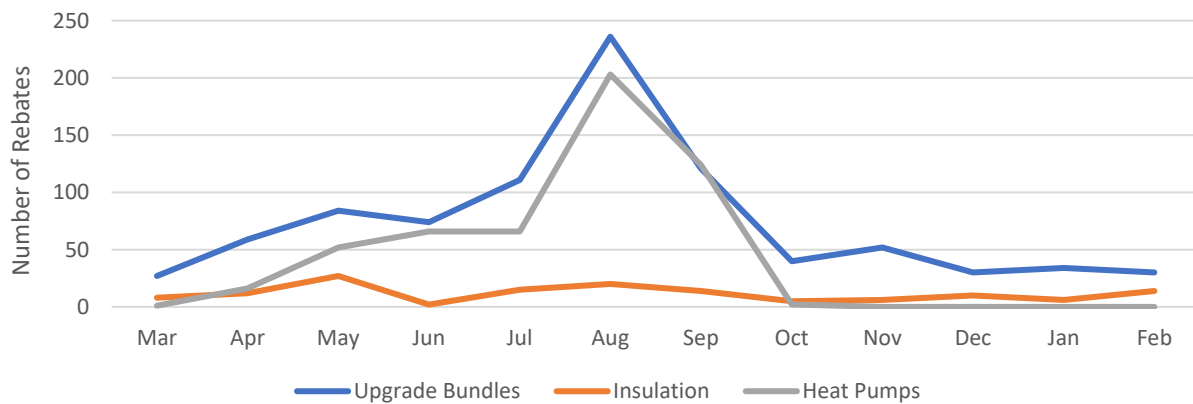
### Year-Over-Year Comparison (July 1 - January 31; EXCLUDED 2nd zone mini-split and whole house heat pumps)

#	HESP Rebate Type	FY15	FY16	FY17	FY18
1	MiniSplit HP	4,847	3,732	3,477	3,678
2	Air Sealing	1,512	1,225	903	716
3	Boiler	634	538	629	604
4	Attic Insulation	703	767	608	486
5	Basement Insulation	557	437	351	271
6	Furnace	159	124	130	159
7	Wall Insulation	135	170	173	126
8	Pellet Boiler	244	62	63	46
9	Pellet Stove	62	147	86	49
10	Geothermal HP	65	43	56	14
11	Wood Stove	8	39	41	8
<b>Total Measures Installed</b>		<b>8,926</b>	<b>7,284</b>	<b>6,517</b>	<b>6,157</b>

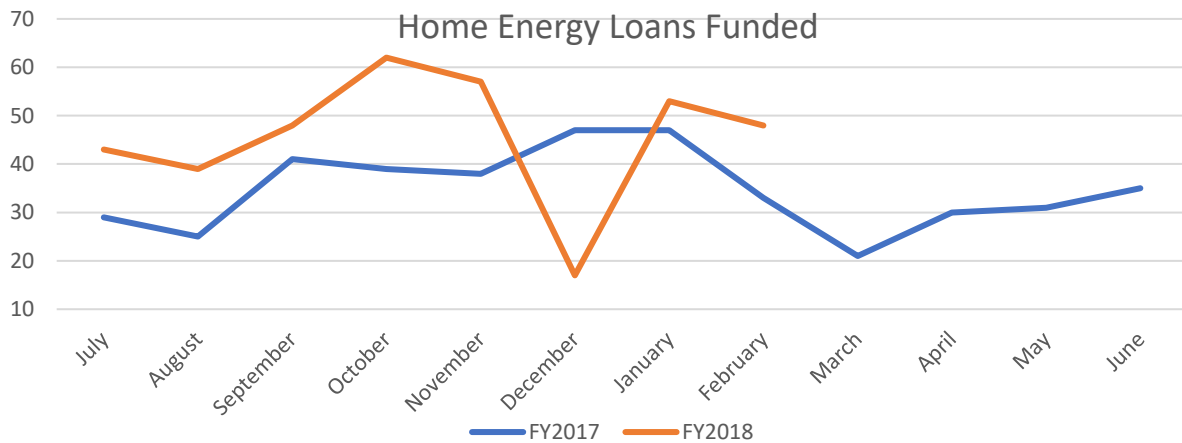
### Low Income Home Energy Savings Program (LIHESP)

Year:	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2018	2018
LIHESP Rebate Type	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Upgrade Bundle	27	59	84	74	111	236	121	40	52	30	34	30
Attic Insulation	3	7	17	2	11	11	5	2	5	2	4	7
Wall Insulation	0	2	2	0	2	4	5	0	0	1	0	1
Basement Insulation	5	3	8	0	2	5	4	3	1	7	2	6
MiniSplit HP	1	16	52	66	66	203	124	2	0	0	0	0
<b>Total LIHESP Activity</b>	<b>36</b>	<b>87</b>	<b>163</b>	<b>142</b>	<b>192</b>	<b>459</b>	<b>259</b>	<b>47</b>	<b>58</b>	<b>40</b>	<b>40</b>	<b>44</b>

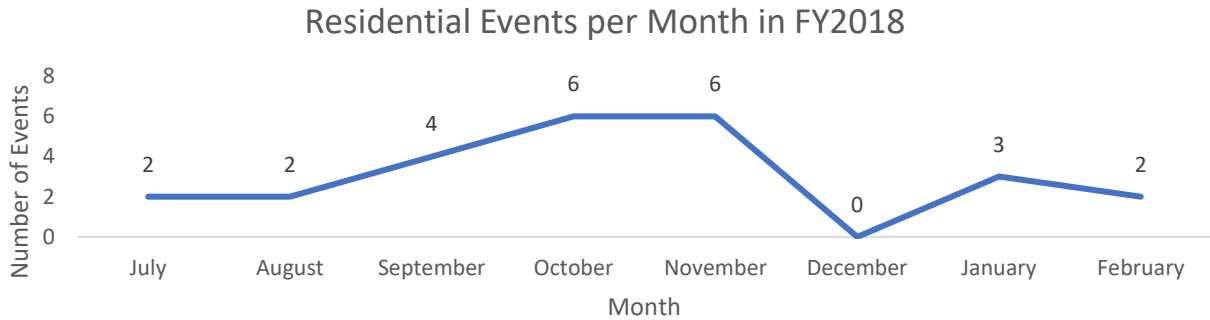
LIHESP Rebates - Last 12 Months



### Home Energy Loans



## Marketing Activities



## Upcoming events

Efficiency Maine will be participating in the following events. If you are interested in participating, contact the contact person by phone or email.

Date	Name	Location	Contact Name	Contact Phone	Contact Email
3/17 - 3/18	Maine Home Show	Androscoggin Bank Colisée (190 Birch Street, Lewiston, Maine)	Travis Dow	(207) 577-2721	sales@MaineHomeShow.com
3/23	Maine Plumbing, Heating & Cooling Contractors (PHCC) Show	Augusta Civic Center	Alice Ames, Executive Director	(207) 829-5055	aames2@maine.rr.com
4/6-4/8	Manchester Lion's Club Home and Garden Show	Augusta Civic Center, Augusta, ME	David Weeks (MLC)	(207) 622-0439	manchesterlions@yahoo.com
4/12	Saco Energy Fair	Fairfield School 75 Beach Street Saco	Kelly Fowler	207-541-2505	fowler@unitil.com
4/13-4/15	Portland Home Show	Portland Expo, Portland	All Seasons Promotions	(800) 237-6024	homeshows1@yahoo.com
4/21	Earth Day Celebration	The Waterhouse Center, Kennebunk	Tom Berry		tberry@rsu21.net
4/22	York Energy and Sustainability Fair	York Beach Fire Station	Hilary Clark		Hilclark57@gmail.com