

Residential Registered Vendor Monthly Report June 2018



Program Updates

1. **Affordable Heat Initiative Update** – In just the past month, we've issued over 300 Affordable Heat Initiative (AHI) rebates – 200+ for Energy Upgrade Bundles and 100+ for ductless heat pumps. Thank you for helping so many low-income customers. We've made two important changes, both of which are intended to promote the long-term success of the AHI:
 - a. The Energy Upgrade Bundle will be replaced with a new \$550 rebate for 6 hours of air sealing and an assessment. The \$50 co-payment requirement stays the same. This change will establish better consistency across Efficiency Maine programs, and maintains the focus on air sealing as a point of entry for the Initiative.
 - b. The number of AHI air sealing rebates that can be processed will be limited to 5/week/Registered vendor. This change is required to establish a sustainable pace for the Initiative.
2. **New Registered Vendor Agreement Form** – Please review, complete, sign and return the new [Registered Vendor Agreement](#) form prior to June 29, 2018. Updated forms are required for Registered Vendors to remain active within our program and continue to appear on the Efficiency Maine [website](#) after June 29, 2018. Vendors that submit updated agreements after June 29, 2018 will be reinstated upon receipt. Completed forms may be mailed to Efficiency Maine, 24 Stone Street, Suite 106, Augusta Maine 04330; emailed to info@efficiencymaine.com; or faxed to 207-622-9933.
3. **Updated HESP Eligibility Criteria** – On July 2, 2018 Efficiency Maine will be updating eligibility requirements to the Home Energy Savings Program (HESP) and the Commercial Industrial Prescriptive Program (CIP). The following changes are designed to simplify the distinction between HESP and CIP. The current HESP eligibility states, "Upgrades occurred in single-family home, condominium or 1- to 4-unit, residential building located in Maine." HESP eligibility on July 2 will state, "Upgrade occurred in single-family home, 2- to 4-unit apartment building or 2- to 4-unit condominium." After July 2, 1- to 4-unit residential structures will be eligible only for HESP and all other buildings (5+ multifamily, 5+ unit condominiums, warehouses, office buildings, churches, etc.) will be eligible only for CIP.
4. **Home Energy Loan Update** – May's 37 loans are 19% above May of last year and fiscal year-to-date loans are up 21% over 2017. Though we just had a hiccup with the on-line application system (it was down for 2 days), all is working again. Applications are being processed and loans are being paid out promptly.

Tips

1. **Sales Tool of the Month** – Efficiency Maine has over a dozen brochures available to Residential Registered Vendors at no charge. One of the newest is our [Weatherization Brochure](#). It explains how customers can get up to \$3,500 in insulation and air sealing rebates. It outlines the rebate eligibility criteria, shows the process, and highlights the benefits of weatherization. On the back is a blank space for RRV's to add their own labels. You can download them from our [website](#), or contact our Call Center to request copies be mailed to you (866-376-2463 or info@efficiencymaine.com).
2. **Rebate Processing Tip** – Reminder: don't "Auto-fill" the Program Eligibility Checklist on Rebate Claim Form. While confirming information provided on the Rebate Claim Form, the HESP Team has heard "...the form was already filled out; we only signed the form." Instead, ensure that the homeowner reviews all information on the Rebate Form before signing. It's a best practice to confirm that the homeowner has completed and agrees with the Program Eligibility Checklist.
3. **Tip from the Field** – When insulating the slopes of a cape-style home, be sure to extend the insulation and air barrier below the level of the floor and to the top of the first floor wall, as shown in the adjacent picture. This often requires removing a portion of the flooring to access the space between floors.



Reminders

1. **Increased insulation rebates** – Effective 5/1/2018, insulation rebates changed from \$700 per zone to 30% of project cost up to \$1,000 per zone (basement, walls, and attic). This means that with air sealing and an energy assessment (\$400 rebate), \$100 Next Step Bonus and maximum insulation rebates, a house could qualify for up to \$3,500 of weatherization rebates. Insulation rebates for heating customers of Bangor Natural Gas, Maine Natural Gas, and Unitil have increased to 50% of project costs up to \$2,000 per zone. Rebates for insulation completed prior to 5/1/18 remain unchanged and are still listed on our website.
2. **\$100 Smart Thermostat Rebate** - We are now offering \$100 rebates on qualifying smart thermostats. ENERGY STAR® certified smart thermostats have been tested in over 1,000 homes to demonstrate an average of 8% heating system run time reduction. They also provide greater convenience and control compared to conventional thermostats. While smart thermostat designs vary, common features include:
 - a. Automatically adjusting to energy-saving temperatures when you are asleep or away,
 - b. Allowing remote control through your smartphone.

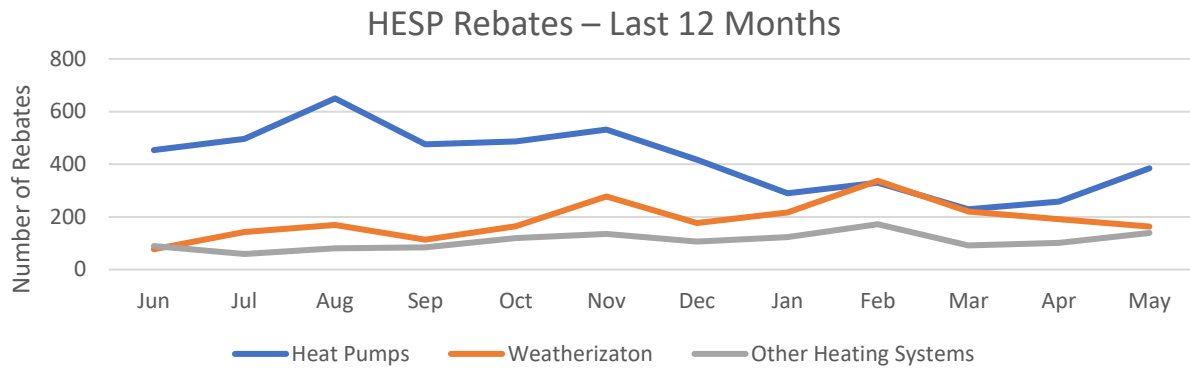
Details are on the [rebate claim form](#) which is on our website. Note: this claim form is separate from the Home Energy Savings Program rebate claim form.

3. **Wood stove and pellet stove program changed** – Wood stoves and pellet stoves are being removed from the universal HESP rebate claim form and placed on a [new mail-in rebate form](#). In addition, we have taken the following actions:
 - a. Added the requirement that they must have EPA Actual Measured Efficiency (CSA B415.1) of 75% or greater;
 - b. Dropped the requirements for an outdoor air supply;
 - c. Dropped the emissions limits; and
 - d. Dropped the requirement for installation by a Registered Vendor.
4. **Simplified boiler/furnace requirements** – Pipe insulation, duct sealing and duct insulation, while smart ideas, are no longer required for rebates. [Click here](#) for more details.
5. **Geothermal model eligibility** – ENERGY STAR®, not ENERGY STAR® Most Efficient, is the [new model eligibility criteria](#).
6. **Ducted and hydronic heat pumps are no longer eligible for rebates**. These units are the central, unitary, air-to-air and air-to-water systems. Geothermal and ductless heat pump rebates remain unchanged.

Program Activity

Home Energy Savings Program

Year:	2017	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018
HESP Rebate Type	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Ductless Heat Pump	454	496	650	476	487	531	417	290	330	229	258	385
Boiler	75	43	62	70	77	89	70	71	118	66	68	100
Air Sealing	36	64	80	54	68	120	79	99	154	99	85	86
Attic Insulation	23	47	50	32	53	83	53	69	98	67	54	47
Basement Insulation	8	20	24	23	29	48	29	35	62	34	40	25
Furnace	6	13	13	8	23	18	23	38	26	15	22	23
Wall Insulation	10	12	15	5	15	26	16	14	23	20	12	5
Pellet Boiler	4	1	1	3	13	14	5	2	7	2	3	3
Pellet Stove	2	1	2	3	5	8	5	7	18	7	6	9
Wood Stove	0	0	0	0	2	1	2	1	2	0	2	3
Geothermal HP	2	1	2	0	0	5	1	4	1	1	0	1
Total Measures Installed	620	698	899	674	772	943	700	630	839	540	550	687



HESP Year-Over-Year Comparison

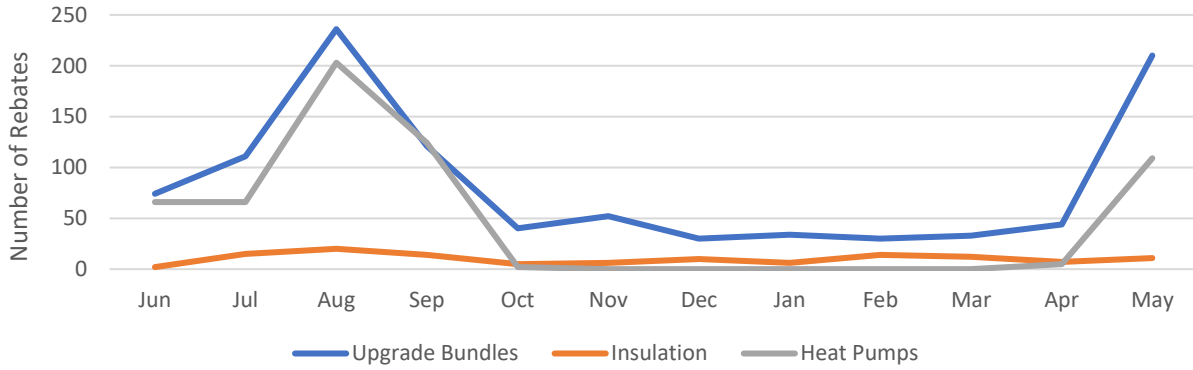
(July 1 – May 31; EXCLUDED 2nd zone mini-split and whole house heat pumps)

#	HESP Rebate Type	FY15	FY16	FY17	FY18
1	Ductless Heat Pump	5,637	4,381	4,328	4,550
2	Air Sealing	2,010	1,539	1,252	988
3	Boiler	871	699	828	838
4	Attic Insulation	957	994	848	653
5	Basement Insulation	723	553	488	369
6	Furnace	195	172	183	219
7	Wall Insulation	202	234	240	162
8	Pellet Boiler	272	71	82	54
9	Pellet Stove	91	176	108	70
10	Geothermal HP	91	62	77	16
11	Wood Stove	12	52	50	14
Total Measures Installed		11,061	8,933	8,484	7,933

Affordable Heat Initiative (AHI)

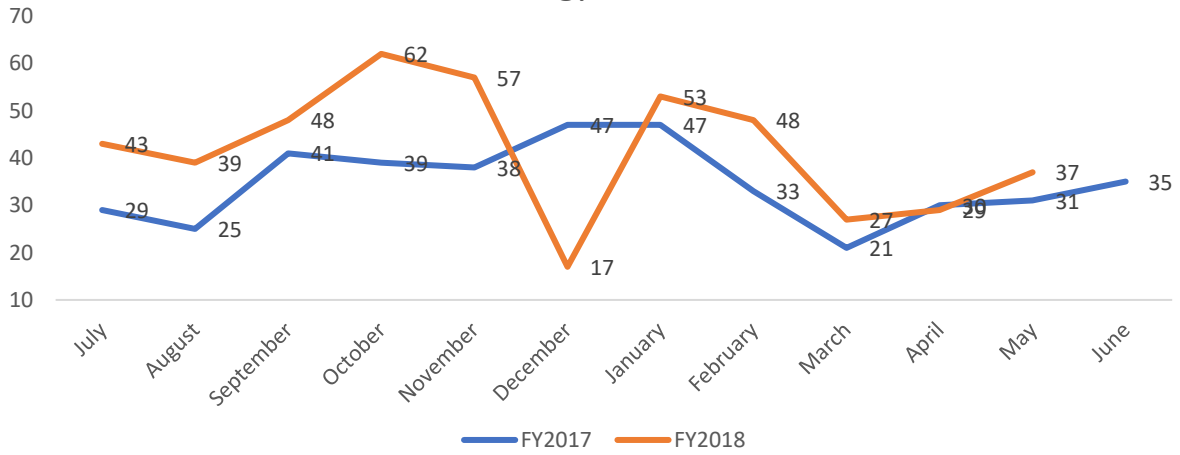
Year:	2017	2017	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018
AHI Rebate Type	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	May
Upgrade Bundle	74	111	236	121	40	52	30	34	30	33	44	210	
Attic Insulation	2	11	11	5	2	5	2	4	7	7	5	5	
Wall Insulation	0	2	4	5	0	0	1	0	1	2	1	1	
Basement Insulation	0	2	5	4	3	1	7	2	6	3	1	5	
Ductless Heat Pumps	66	66	203	124	2	0	0	0	0	0	5	109	
Total AHI Activity	142	192	459	259	47	58	40	40	44	45	56	330	

Affordable Heat Initiative Rebates - Last 12 Months



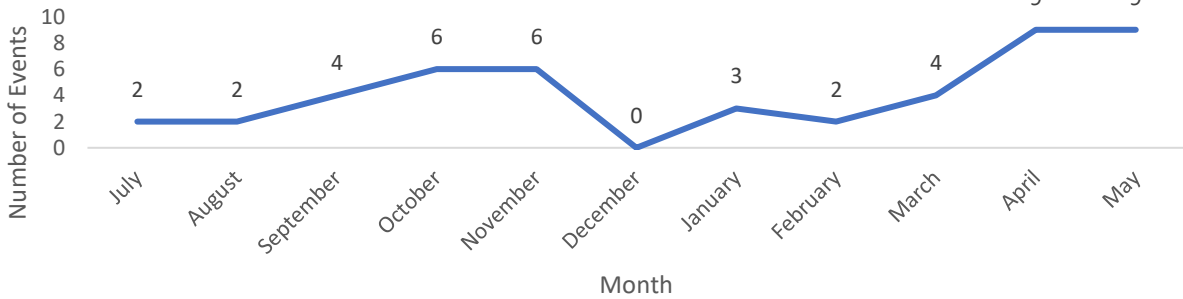
Home Energy Loans

Home Energy Loans Funded



Marketing Activities

Residential Events per Month in FY2018



Upcoming Events

Efficiency Maine will be participating in the following events. If you are interested in participating, reach out with the contact information mentioned in the table below (where available).

Date	Name	Location	Contact Phone	Contact Email
9/21-9/23	Common Ground Country Fair	294 Crosby Brook Road in Unity, Maine	207-568-4142	mofga@mofga.org
10/20	Greater Portland Energy Expo	USM Hannaford Hall	207-632-8440	greaterportlandsustainability@gmail.com