

Residential Registered Vendor Monthly Report July 2018



Program Updates

1. **Updated Claim Form** – on 7/2/2018, the HESP Team launched several changes to the program. All of these changes are captured on the updated [rebate claim form](#). Make sure to use the new forms when submitting rebate claims.
2. **Heat Pump Water Heater Rebate** – As of 7/1/2018, instant discounts on heat pump water heaters are now \$750 – the same as the mail-in rebate amount. [Click here](#) to find a participating distributor offering a discount near you.
3. **Home Energy Loan Update** – June's thirty-seven loans were 6% above June of last year and fiscal year-to-date loans are up 19% over 2017. On July 15th we are switching our Home Energy Loan vendor from Renew Financial to the National Energy Improvement Fund (NEIF). After July 15th, all new loan applications will be handled by NEIF. The NEIF loan process uses a new on-line system so if you have a customer that wants to apply for a loan after 7/15/18, you will need to make sure you have a login ID and training. You can reach NEIF by calling our Call Center (866-376-2463). Renew Financial will continue to service pre-existing loans until 8/1/2018. You may be contacted by NEIF as they start to handle your customers' loans.
4. **Natural Gas Attic Insulation Change** – on July 2, 2018 Efficiency Maine updated the eligibility requirements for the Natural Gas (NG) Attic Insulation measure in the Home Energy Savings Program (HESP). Previously, in order to qualify for the NG Attic Insulation rebate, the attic needed to have a pre-upgrade R-value of 8 or less. In order to ensure that the measure remains cost effective, **the new rule is that the pre-upgrade R-value must be 5 or less.** If the pre-upgrade R-value is over 5, then the home will still be eligible for the non-natural gas attic insulation rebate.
5. **2018 Annual Symposium** – Join Efficiency Maine on 8/24/2018 for awards, presentations, exhibits, workshops and panels on energy efficiency in Maine with industry leaders, contractors and policymakers. Visit the Efficiency Maine website to see the [agenda](#) and click [here](#) to register.

Tips

1. **Sales Tool of the Month** – Efficiency Maine has over a dozen brochures available to Registered Vendors at no charge. Our Home Energy Loan brochure can be a useful sales tool for any rebate-eligible upgrade. It shows eligibility criteria, how to apply for a loan, and a chart of monthly payments for different loan amounts. For example, a \$5,000 loan can cost as little as \$53/month. There is a blank space where RRV's can 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** – Always double check the homeowner’s mailing address on the Rebate Claim Form. This helps make sure that rebate checks arrive on time and to the right location. Even when the homeowner isn’t the rebate recipient, incomplete or missing information can delay the rebate. It is also a best practice to notify the HESP of any changes to your vendor listing, including mailing address, billing address, email, contact person and phone/fax number.
3. **Tip from the Field** – When upgrading a mobile home, there are times where the underbelly is too large a project to be completed as an Air Sealing with Energy Assessment or Energy Upgrade Bundle project. As an alternative, contractors may look to the ductwork, fresh air intake and chimney ring as alternatives. Air sealing these areas can yield big reductions in air infiltration. Conducting some ductwork testing can help a contractor find damaged and separated areas in need of repair. Sealing chimney rings and ductwork register boots can help reduce air infiltration around the ductwork from outside the thermal boundary. For best results, contractors should carry a variety of materials to repair ductwork, such as fire-rated caulking, duct mastic, aluminum tape and sheet metal.

Reminders

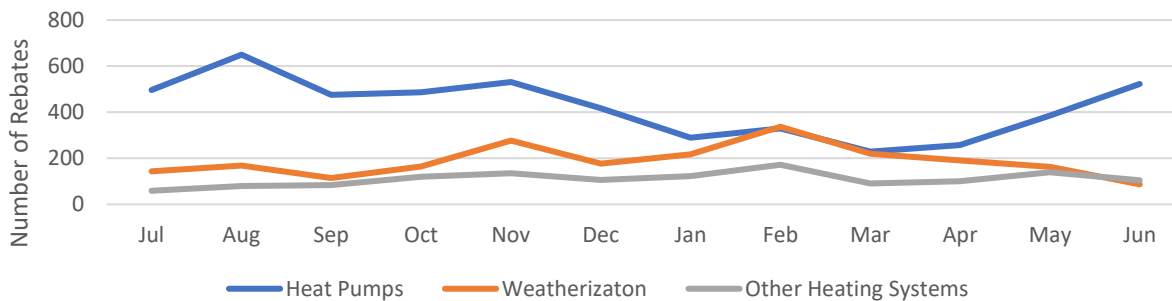
1. **Affordable Heat Initiative Update** – In just the past month, we’ve issued over 300 Affordable Heat Initiative (AHI) rebates – 200+ for Energy Upgrade Bundles and 100+ for ductless heat pumps. Thank you for helping so many low-income customers. We’ve made two important changes, both of which are 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 updated the eligibility requirements for the Home Energy Savings Program (HESP) and the Commercial Industrial Prescriptive Program (CIP). The changes are designed to simplify the distinction between HESP and CIP. The old 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 are only eligible for HESP and all other buildings (5+ multifamily, 5+ unit condominiums, warehouses, office buildings, churches, etc.) will be eligible for CIP.

Program Activity

Home Energy Savings Program

Year:	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018
HESP Rebate Type	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Ductless Heat Pump	496	650	476	487	531	417	290	330	229	258	385	523
Boiler	43	62	70	77	89	70	71	118	66	68	100	80
Air Sealing	64	80	54	68	120	79	99	154	99	85	86	73
Attic Insulation	47	50	32	53	83	53	69	98	67	54	47	6
Basement Insulation	20	24	23	29	48	29	35	62	34	40	25	5
Furnace	13	13	8	23	18	23	38	26	15	22	23	15
Wall Insulation	12	15	5	15	26	16	14	23	20	12	5	3
Pellet Boiler	1	1	3	13	14	5	2	7	2	3	3	1
Pellet Stove	1	2	3	5	8	5	7	18	7	6	9	4
Wood Stove	0	0	0	2	1	2	1	2	0	2	3	2
Geothermal HP	1	2	0	0	5	1	4	1	1	0	1	2
Total Measures Installed	698	899	674	772	943	700	630	839	540	550	687	714

HESP Rebates – Last 12 Months



HESP Year-Over-Year Comparison

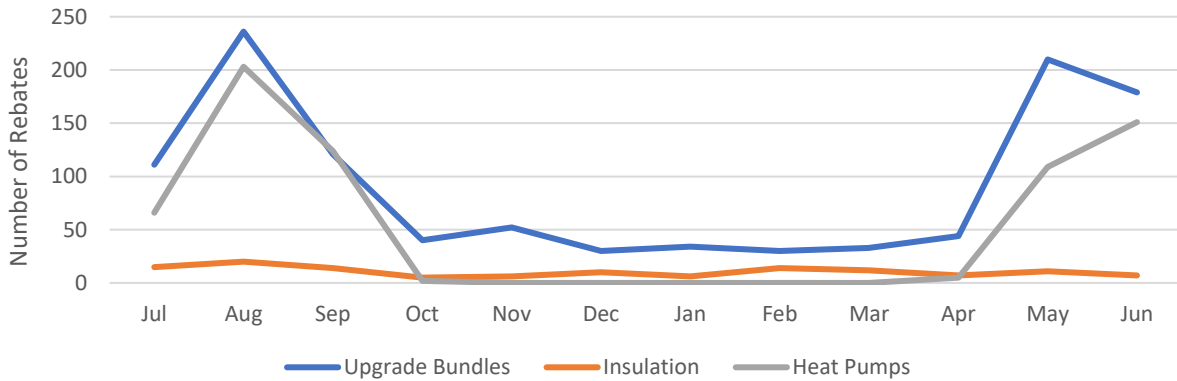
(July 1 – June 30; EXCLUDED 2nd zone mini-split and whole house heat pumps)

#	HESP Rebate Type	FY15	FY16	FY17	FY18
1	Ductless Heat Pump	6,247	4,845	4,782	5,073
2	Air Sealing	2,153	1,662	1,288	1,061
3	Boiler	924	772	903	918
4	Attic Insulation	1,056	1,085	871	659
5	Basement Insulation	757	601	496	374
6	Furnace	203	200	189	234
7	Wall Insulation	209	257	250	165
8	Pellet Boiler	287	76	86	55
9	Pellet Stove	97	177	110	74
10	Geothermal HP	98	67	79	18
11	Wood Stove	12	54	50	16
	Total Measures Installed	12,043	9,796	9,104	8,647

Affordable Heat Initiative (AHI)

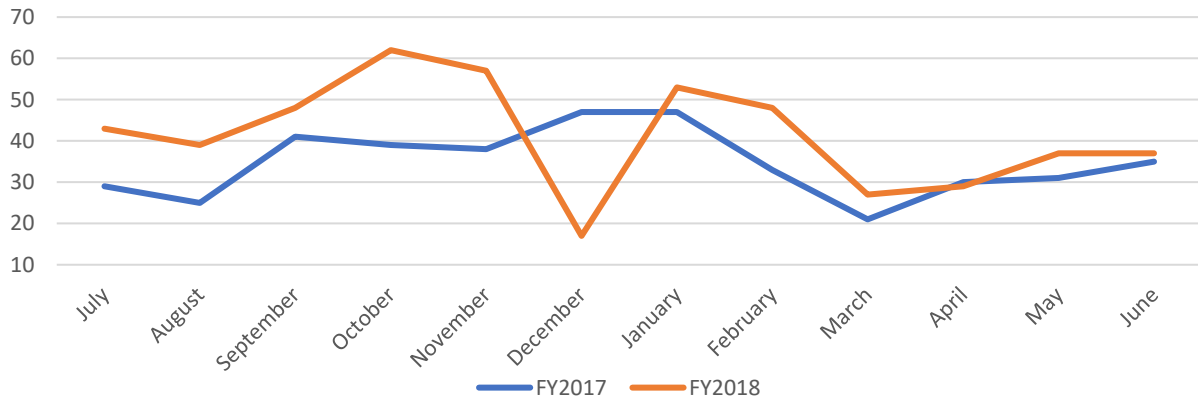
Year:	2017	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018
AHI Rebate Type	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Upgrade Bundle	111	236	121	40	52	30	34	30	33	44	210	179
Attic Insulation	11	11	5	2	5	2	4	7	7	5	5	5
Wall Insulation	2	4	5	0	0	1	0	1	2	1	1	0
Basement Insulation	2	5	4	3	1	7	2	6	3	1	5	2
Ductless Heat Pumps	66	203	124	2	0	0	0	0	0	5	109	151
Total AHI Activity	192	459	259	47	58	40	40	44	45	56	330	337

Affordable Heat Initiative Rebates - Last 12 Months

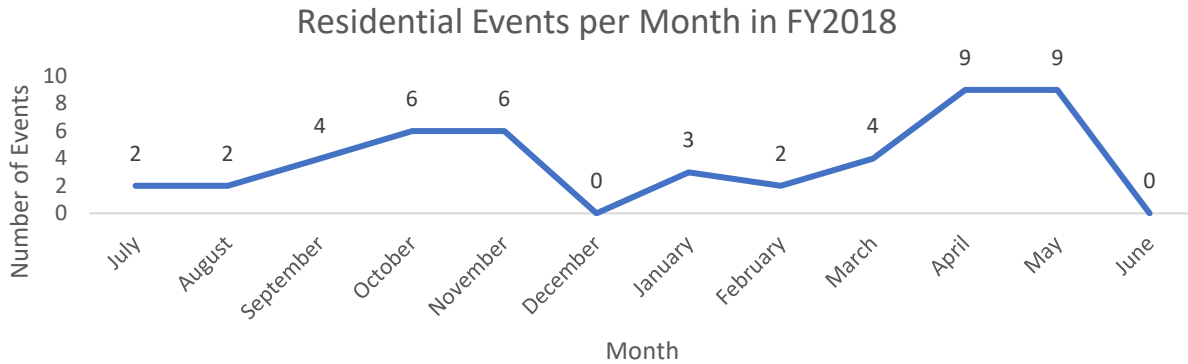


Home Energy Loans

Home Energy Loans Funded



Marketing Activities



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 Information
9/8	GreenFest Portland	Monument Square, Portland	greaterportlandsustainability@gmail.com https://portlandgreenfest.wufoo.com/forms/s1p2fgu81xhegys/
9/21-9/23	Common Ground Country Fair	294 Crosby Brook Road in Unity, Maine	mofga@mofga.org 207-568-4142
10/20	Greater Portland Energy Expo	USM Hannaford Hall	greaterportlandsustainability@gmail.com 207-632-8440