

Residential Registered Vendor Monthly Report August 2018



Program Updates

1. **Low Income Heat Pump Water Heater Installation Rebate** – Efficiency Maine has announced a new installation rebate (up to \$400) for the installation of heat pump water heaters in low-income households. This offer is in addition to the \$750 mail-in and instant rebates available for the purchase of qualifying units at participating locations. Currently available through December 31, 2018, this offer is appropriate for low-income residents who are replacing an electric resistance water heater located in a basement. The basement should remain over 35°F, not be intentionally heated, be at least 100 square feet in area, and be at least 6 feet tall. Eligible residents are those who:

- a. Directly pay their electric bill (electricity costs cannot be included in rent) AND
- b. Participate in a federal or state program that is based on low-income status.

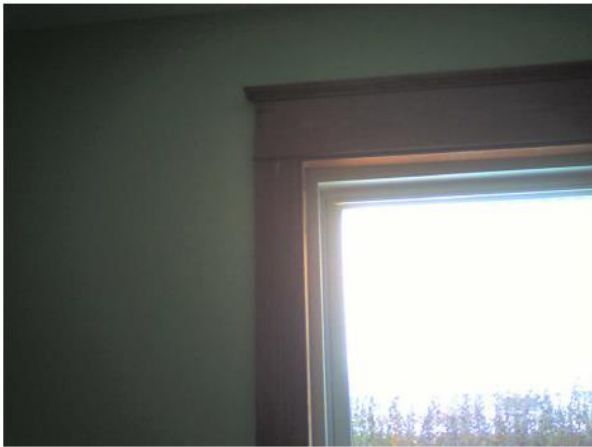
Note that the program and incentives are subject to change or termination. Consult Efficiency Maine website to confirm current program terms, rebate availability, and forms.

2. **Home Energy Loan Update** – July's thirty-one loans was 28% below July of last year and fiscal year-to-date loans are down 28% over last year. On August 1st we began offering PACE loans again. PACE loans are 4.99% APR, can be \$6,500 to \$15,000, have terms up to 15 year, and don't have minimum credit scores. However, the homeowner's equity must be equal to or exceed the loan amount. In addition, [PACE is restricted to certain towns](#). If you don't already have a loan portal ID and password, you can reach our bank (NEIF) by calling our Call Center (866-376-2463).
3. **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 Residential Registered Vendors at no charge. Our new pellet and wood stove rebate claim form is a bi-fold brochure with everything a customer needs to claim a \$500 rebate. It highlights the $\geq 75\%$ EPA Actual Measured Efficiency requirement and shows the 12/31/18 expiration date. Outdoor air supplies are no longer required and self-installs are now accepted. If you'd like \$500 pellet and wood stove rebate claim forms for your customers, you can download them from our [website](#) or contact our Call Center at 866-376-2463 or info@efficiencymaine.com. We hope this helps.

2. **Tip from the Field** – Air leakage around a window often comes from the joint between the wall material and the trim board. Easy to caulk, but usually forgotten. The photo below show cold surface temperatures around a window due to air leakage.



Reminders

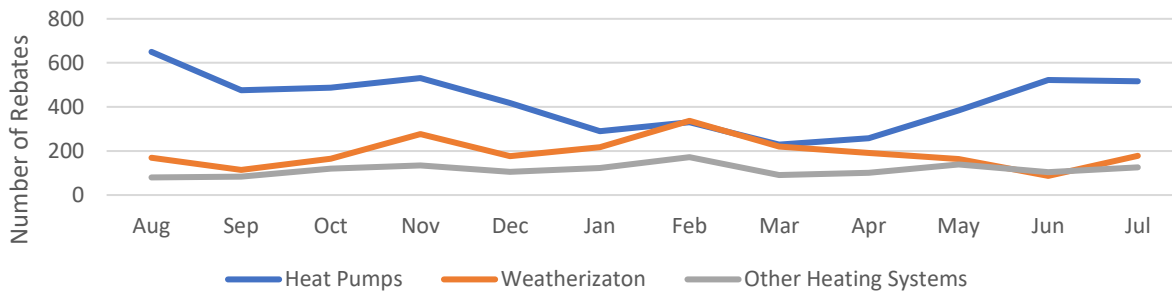
4. **Updated Claim Form** – on 7/2/2018, the HESP Team launched several changes to the program. All of these changes are captured on the updated [rebate claim form](#). Make sure to use the new forms when submitting rebate claims.
5. **Heat Pump Water Heater Rebate** – As of 7/1/2018, instant discounts 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.
6. **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.

Home Energy Savings Program (HESP)

HESP Rebates – Last 12 Months

Year:	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018
HESP Rebate Type	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Ductless Heat Pump	650	476	487	531	417	290	330	229	258	385	523	516
Boiler	62	70	77	89	70	71	118	66	68	100	80	96
Air Sealing	80	54	68	120	79	99	154	99	85	86	73	81
Attic Insulation	50	32	53	83	53	69	98	67	54	47	6	52
Basement Insulation	24	23	29	48	29	35	62	34	40	25	5	32
Furnace	13	8	23	18	23	38	26	15	22	23	15	16
Wall Insulation	15	5	15	26	16	14	23	20	12	5	3	13
Pellet Boiler	1	3	13	14	5	2	7	2	3	3	1	1
Pellet Stove	2	3	5	8	5	7	18	7	6	9	4	7
Wood Stove	0	0	2	1	2	1	2	0	2	3	2	5
Geothermal HP	2	0	0	5	1	4	1	1	0	1	2	1
Total Measures Installed	899	674	772	943	700	630	839	540	550	687	714	820

HESP Rebates – Last 12 Months



HESP Year-Over-Year Comparison

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

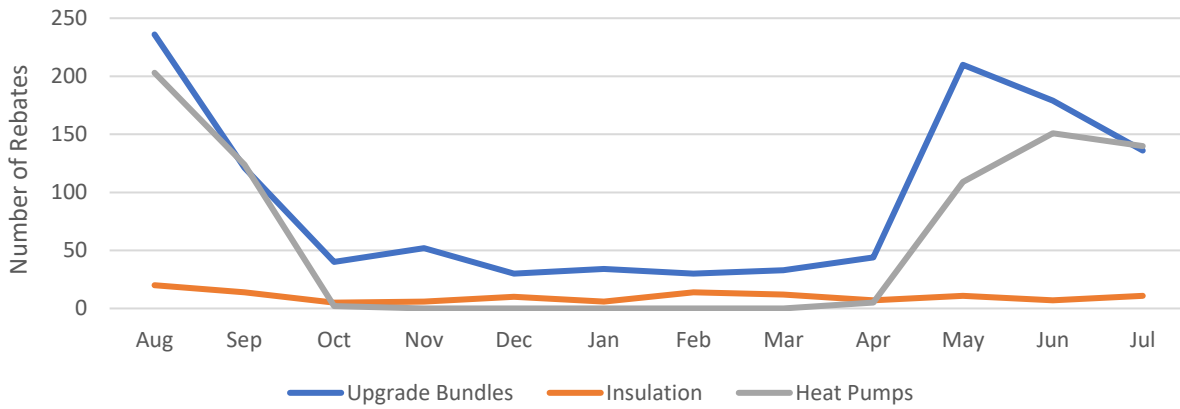
#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19
1	Ductless Heat Pump	811	507	351	496	516
2	Air Sealing	158	113	52	64	81
3	Boiler	43	46	37	43	96
4	Attic Insulation	72	66	41	47	52
5	Basement Insulation	78	37	21	20	32
6	Furnace	4	19	8	13	16
7	Wall Insulation	9	17	17	12	13
8	Pellet Boiler	33	7	3	1	1
9	Pellet Stove	3	4	2	1	7
10	Geothermal HP	7	5	0	1	1
11	Wood Stove	1	1	1	0	5
	Total Measures Installed	1,219	822	533	698	820

Affordable Heat Initiative (AHI)

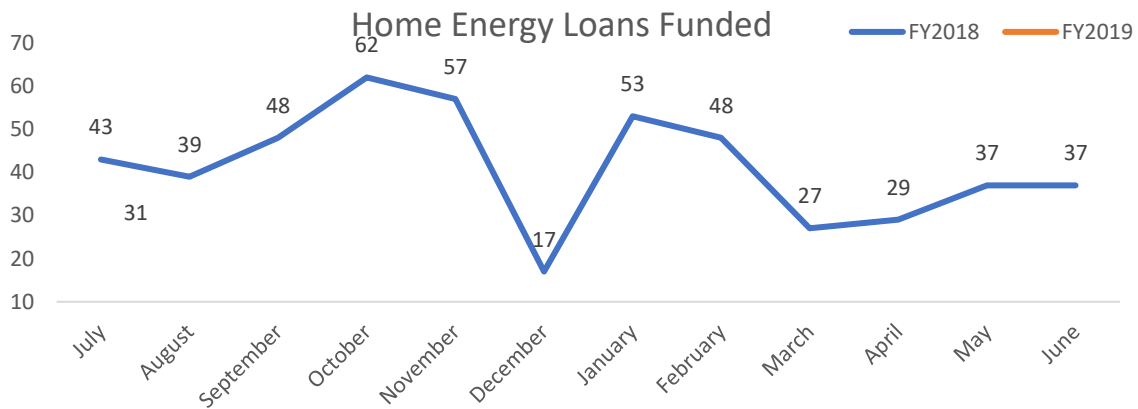
AHI Rebates – Last 12 Months

Year:	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018
AHI Rebate Type	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Upgrade Bundle	236	121	40	52	30	34	30	33	44	210	179	136
Attic Insulation	11	5	2	5	2	4	7	7	5	5	5	8
Wall Insulation	4	5	0	0	1	0	1	2	1	1	0	1
Basement Insulation	5	4	3	1	7	2	6	3	1	5	2	2
Ductless Heat Pumps	203	124	2	0	0	0	0	0	5	109	151	140
Total AHI Activity	459	259	47	58	40	40	44	45	56	330	337	287

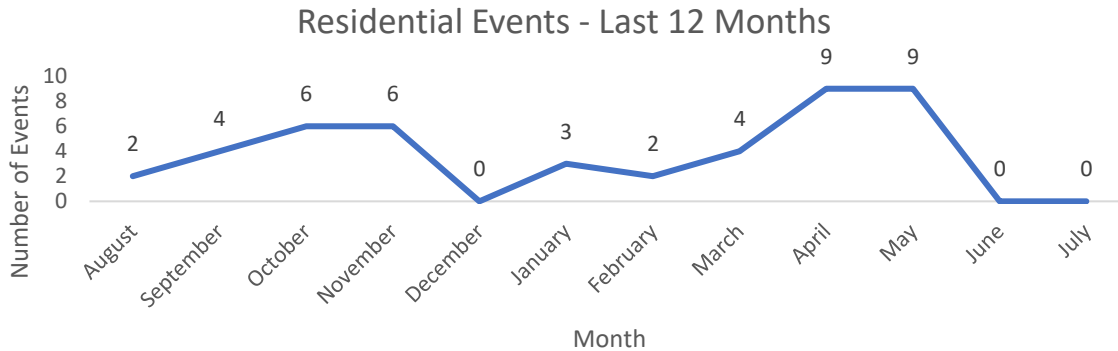
AHI Rebates - Last 12 Months



Home Energy Loans



Marketing Activities



Upcoming Events

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

Date	Name	Location	Contact Information
8/24	Efficiency Maine Annual Symposium	University of New England, Innovation Hall, Portland Campus	866-376-2463 https://www.energymaine.com/event/2018-annual-event/
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