

Residential Registered Vendor Monthly Report September 2018



Program Updates

1. **Boiler/Furnace Eligibility Change** – We've made the following changes to boiler and furnace eligibility:
 - a. Natural gas and propane furnaces will no longer need to be multi-stage.
 - b. Oil/K-1 boilers will need to have an AFUE ≥ 87 . The current requirement is ≥ 86 .
 - c. Wall Furnaces will no longer have separate eligibility criteria (multi-stage, direct vent, centrally located). They will have the same eligibility criteria as other furnaces.
 - d. Units eligible under the old criteria are still eligible for a rebate as long as the unit is installed, and the rebate claim form is submitted (postmarked, emailed or faxed), on or before September 30, 2018.
 - e. Visit the [website](#) for the most up to date information on upgrade eligibility.
2. **DHP User Tips Video** – Efficiency Maine has adapted our Ductless Heat Pump User Tips into a video. It explains best practices for operating a heat pump – helping customers get the most from their heat pump. We hope this video helps you help customers. You can find this video on the Efficiency Maine [website](#) or on [YouTube](#) (if you would like to embed it on your website).
3. **Home Energy Loan Update** – August's twenty-seven loans were 31% below August of last year and fiscal year-to-date loans are down 29% 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).

Tips

1. **Sales Tool of the Month** – Efficiency Maine has over a dozen brochures available to Residential Registered Vendors at no charge. Our new [Ductless Heat Pump Rebate brochure](#) is a tri-fold brochure that describes how customers can get rebates up to \$750 for a ductless heat pumps. It highlights the heat pump, participant, building, installer and timeframe eligibility guidelines. It shows the rebate process and that heat pumps are eligible for Efficiency Maine Loans. If you'd like Ductless Heat Pump Rebate brochures 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** – The Energy Conservatory offers this tip for an accurate blower door test, "Check your tubing on a monthly basis for leaks, and if needed, trim the ends of tubing to give it a clean connection." Click [here](#) to read more.

3. **Rebate Processing Tip** – Putting the same model number on claim form as the invoice will allow us to expedite the rebate.

Reminders

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.

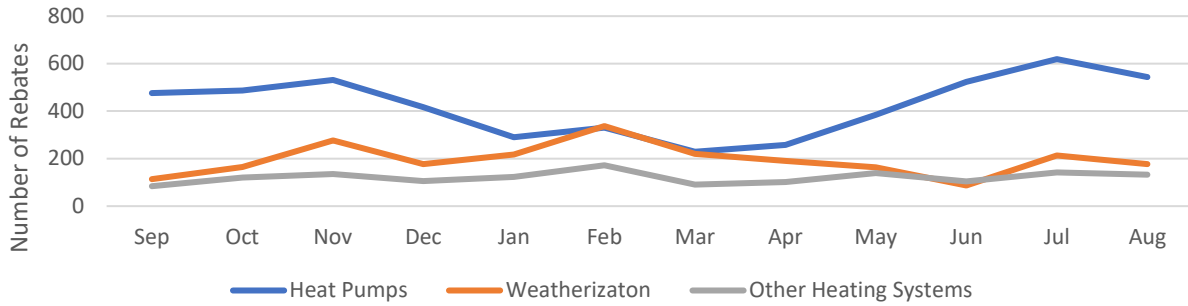
Note that the program and incentives are subject to change or termination. Consult Efficiency Maine website to confirm current program terms, rebate availability, and forms.

Home Energy Savings Program (HESP)

HESP Rebates – Last 12 Months

Year:	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018
HESP Rebate Type	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Ductless Heat Pump	476	487	531	417	290	330	229	258	385	523	619	543
Boiler	70	77	89	70	71	118	66	68	100	80	106	79
Air Sealing	54	68	120	79	99	154	99	85	86	73	91	70
Attic Insulation	32	53	83	53	69	98	67	54	47	6	59	52
Basement Insulation	23	29	48	29	35	62	34	40	25	5	45	37
Furnace	8	23	18	23	38	26	15	22	23	15	18	32
Wall Insulation	5	15	26	16	14	23	20	12	5	3	18	18
Pellet Boiler	3	13	14	5	2	7	2	3	3	1	2	2
Pellet Stove	3	5	8	5	7	18	7	6	9	4	10	8
Wood Stove	0	2	1	2	1	2	0	2	3	2	5	9
Geothermal HP	0	0	5	1	4	1	1	0	1	2	1	2
Total Measures Installed	674	772	943	700	630	839	540	550	687	714	974	852

HESP Rebates – Last 12 Months



HESP Year-Over-Year Comparison

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

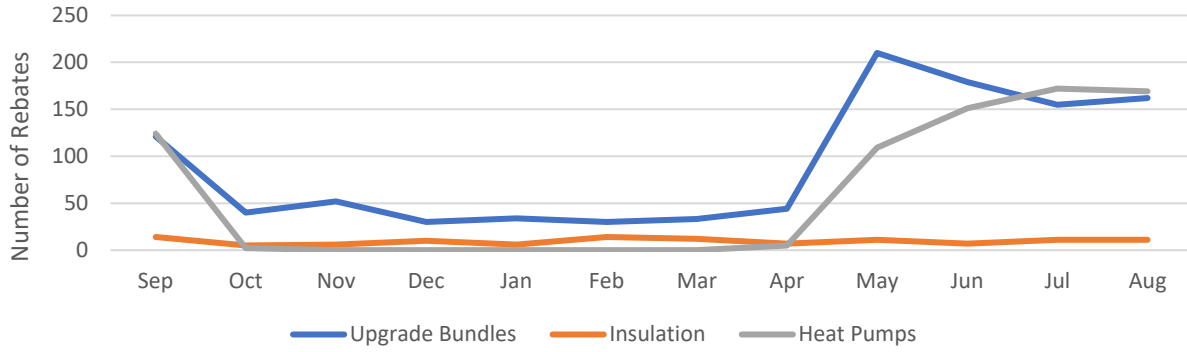
#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19
1	Ductless Heat Pump	1,488	998	880	1,146	1,162
2	Air Sealing	270	218	148	144	161
3	Boiler	84	91	108	105	185
4	Attic Insulation	121	126	91	97	111
5	Basement Insulation	110	68	51	44	82
6	Furnace	8	24	29	26	50
7	Wall Insulation	23	20	37	27	36
8	Pellet Boiler	61	10	6	2	4
9	Pellet Stove	6	11	9	3	18
10	Geothermal HP	12	13	8	3	3
11	Wood Stove	2	5	3	0	14
	Total Measures Installed	2,185	1,584	1,370	1,597	1,826

Affordable Heat Initiative (AHI)

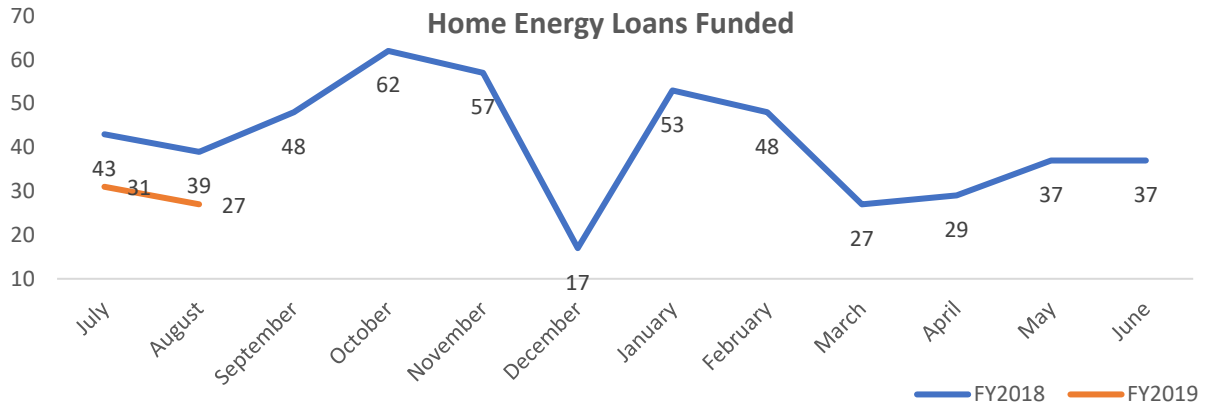
AHI Rebates – Last 12 Months

Year:	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018
AHI Rebate Type	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Upgrade Bundle	121	40	52	30	34	30	33	44	210	179	155	162
Attic Insulation	5	2	5	2	4	7	7	5	5	5	8	6
Wall Insulation	5	0	0	1	0	1	2	1	1	0	1	0
Basement Insulation	4	3	1	7	2	6	3	1	5	2	2	5
Ductless Heat Pumps	124	2	0	0	0	0	0	5	109	151	172	169
Total AHI Activity	259	47	58	40	40	44	45	56	330	337	338	342

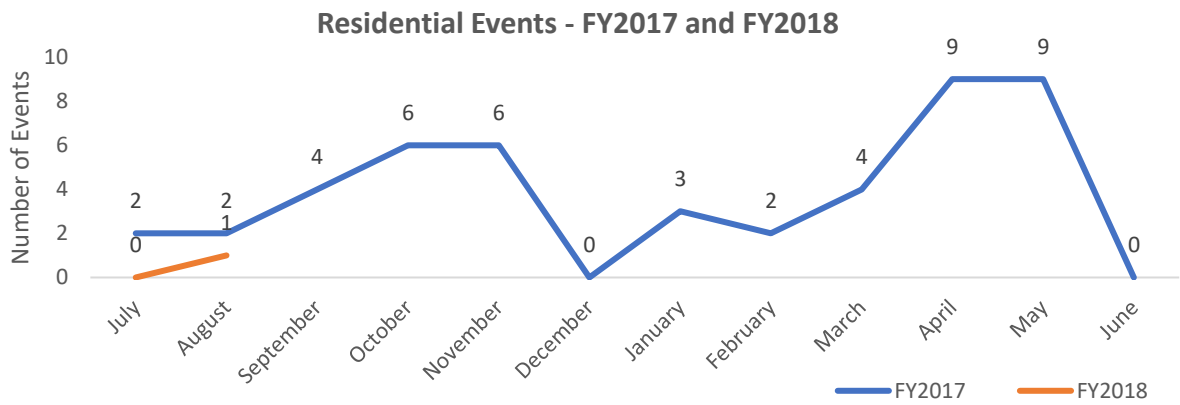
AHI Rebates - Last 12 Months



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
9/21-9/23	Common Ground Country Fair	294 Crosby Brook Road in Unity, Maine	mofga@mofga.org 207-568-4142
10/3-10/4	Maine Municipal Association	Augusta Civic Center	https://www.memun.org/Convention/Registration
10/20	Greater Portland Energy Expo	USM Hannaford Hall	greaterportlandsustainability@gmail.com 207-632-8440