

Residential Registered Vendor Monthly Report October 2018



Program Updates

1. **Heat Pump Web Resources** – Many Registered Vendors send periodic email newsletters to customers or post on social media. If you're looking for content to share with your customers, consider Efficiency Maine's Heat Pump [Web Hub](#). There you'll find new resources from Efficiency Maine including an updated [Heat Pump User Tip web page](#), [installation considerations](#), and [frequently asked questions](#). In addition to these web resources, we're mailing copies of the Heat Pump User Tips to all DHP RRVs so it's even easier to share them with your customers. Look for those in your mailbox soon.
2. **Home Energy Loan Update** – September's forty-nine loans were 2% above September of last year and fiscal year-to-date loans are down 18% 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 years, 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. **Exhibiting Opportunity** – Efficiency Maine will be at the [Greater Portland Energy Expo](#) at USM's Hannaford Hall on October 20th. The organizers are still looking so exhibitors. [Click here](#) if you're interested in learning more or signing up.

Tips

1. **Sales Tool of the Month – Oil and Gas Heating System Brochure** – Efficiency Maine has over a dozen brochures available to Residential Registered Vendors at no charge. Our new Oil and Gas Heating System Rebates brochure is a tri-fold brochure that describes how customers can get rebates up to \$1,000 for boilers and furnaces. It highlights the eligibility guidelines as well as the process to receive a rebate and mentions that they qualify for Efficiency Maine loans. If you'd like Oil and Gas Heating System 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 and we'll send you some for free. We hope this helps.

Reminders

1. **Boiler/Furnace Eligibility Change** – We've made the following changes to boiler and furnace eligibility:
 - a. Natural gas and propane furnaces 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 no longer have separate eligibility criteria (multi-stage, direct vent, centrally located). They will have the same eligibility criteria as other furnaces.
 - d. Visit the [website](#) for the most up to date information on upgrade eligibility.

2. **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 directly pay their electric bill (electricity costs cannot be included in rent) and 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.

Fact of the Month

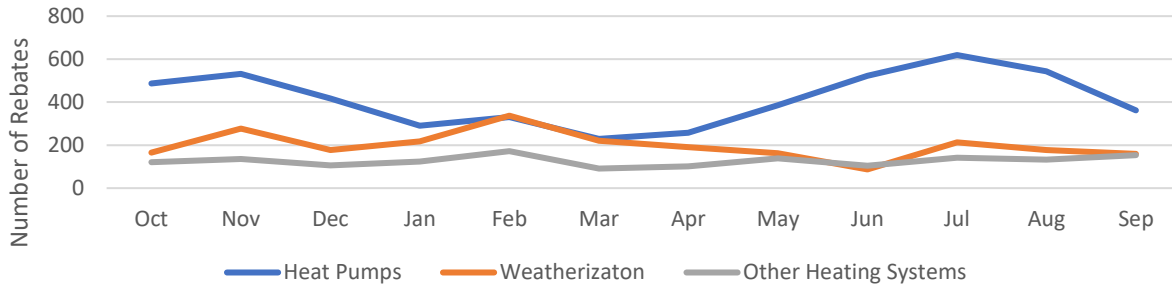
- ENERGY STAR’s 2017 Unit Shipment Data Summary Report shows that 72,000 heat pump water heaters were shipped nationally in calendar year 2017. Efficiency Maine rebated more than 6,500 units in 2017, over 9% of the country’s shipments!

Home Energy Savings Program (HESP)

HESP Rebates – Last 12 Months

Year:	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018	2018
HESP Rebate Type	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Ductless Heat Pump	487	531	417	290	330	229	258	385	523	619	543	362
Boiler	77	89	70	71	118	66	68	100	80	106	79	97
Air Sealing	68	120	79	99	154	99	85	86	73	91	70	70
Attic Insulation	53	83	53	69	98	67	54	47	6	59	52	41
Basement Insulation	29	48	29	35	62	34	40	25	5	45	37	28
Furnace	23	18	23	38	26	15	22	23	15	18	32	29
Wall Insulation	15	26	16	14	23	20	12	5	3	18	18	20
Pellet Boiler	13	14	5	2	7	2	3	3	1	2	2	2
Pellet Stove	5	8	5	7	18	7	6	9	4	10	8	10
Wood Stove	2	1	2	1	2	0	2	3	2	5	9	15
Geothermal HP	0	5	1	4	1	1	0	1	2	1	2	0
Total Measures Installed	772	943	700	630	839	540	550	687	714	974	852	674

HESP Rebates – Last 12 Months



HESP Year-Over-Year Comparison

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

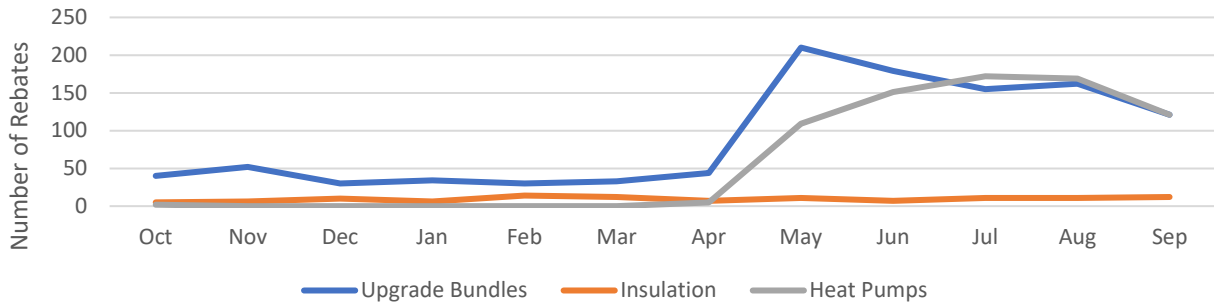
#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19
1	Ductless Heat Pump	2,509	1,493	1,450	1,622	1,524
2	Air Sealing	482	332	256	198	231
3	Boiler	156	136	177	175	282
4	Attic Insulation	177	182	166	129	152
5	Basement Insulation	173	108	84	67	110
6	Furnace	22	32	44	34	79
7	Wall Insulation	35	36	50	32	56
8	Pellet Boiler	97	23	14	5	6
9	Pellet Stove	9	22	16	6	28
10	Geothermal HP	17	17	11	3	3
11	Wood Stove	2	8	7	0	29
	Total Measures Installed	3,679	2,389	2,275	2,271	2,500

Affordable Heat Initiative (AHI)

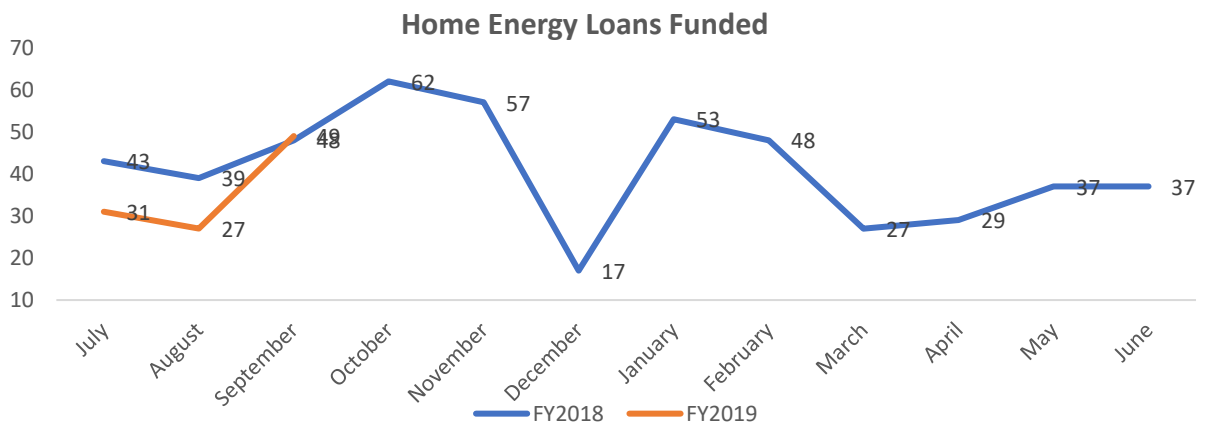
AHI Rebates – Last 12 Months

Year:	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018	2018
AHI Rebate Type	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Upgrade Bundle	40	52	30	34	30	33	44	210	179	155	162	121
Attic Insulation	2	5	2	4	7	7	5	5	5	8	6	7
Wall Insulation	0	0	1	0	1	2	1	1	0	1	0	0
Basement Insulation	3	1	7	2	6	3	1	5	2	2	5	5
Ductless Heat Pumps	2	0	0	0	0	0	5	109	151	172	169	121
Total AHI Activity	47	58	40	40	44	45	56	330	337	338	342	254

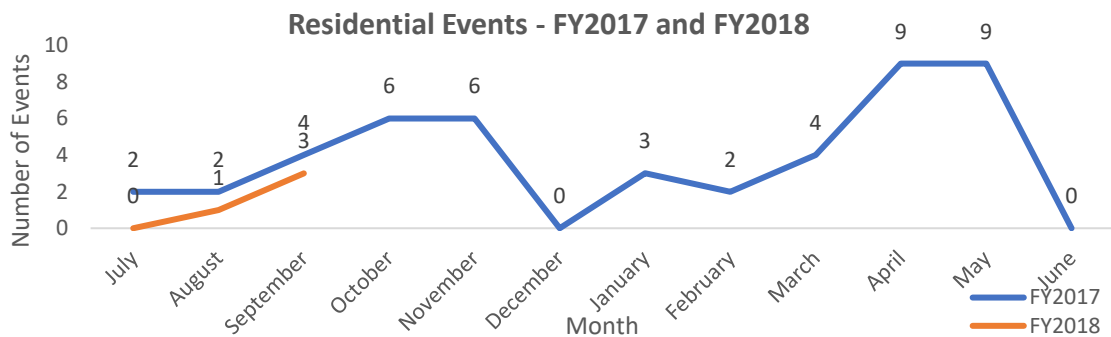
AHI Rebates - Last 12 Months



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
10/20	Greater Portland Energy Expo	USM Hannaford Hall	greaterportlandsustainability@gmail.com 207-632-8440 Click here to sign up