

Residential Registered Vendor Monthly Report February 2019



Program Updates

1. **Heat pump program was recognized** – Last month, the American Council for an Energy-Efficient Economy (ACEEE) recognized Maine's heat pump program in its [Fourth National Review of Exemplary Energy Efficiency Programs](#). Efficiency Maine would like to thank the vendor community for making the heat pump rebate program a success.
2. **Rebate processing back on track** – With the help of some reinforcements from the Midwest and two new hires, the HESP rebate processing team processed over 2,500 rebates (~\$2 million) in January. The rebate processing timeframe is now back to 6 weeks.
3. **Home Energy Loan Update** – January's sixty loans were 13% above January of last year and fiscal year-to-date loans are up 49% over last year. If you don't already have a loan portal ID and password, you can reach our financial services provider (NEIF) by calling our Call Center (866-376-2463).

Tips

1. **Sales Tool of the Month** – Weatherization Myths & Facts – We have dozens of sales tools available to Residential Registered Vendors at no charge. We've got one intended to help dispel weatherization myths like: "The solution for ice dams is to call a roofer" and "Making your house too airtight is dangerous. Houses have to breathe." Hopefully this tool will help you help your customers. You can download them from the [web](#), or call 866-376-2463 if you'd like us to send you free, professionally printed copies.
2. **Rebate Processing Tip** – The risk of a rebate processing delay can be minimized by making sure both the site address and the mailing address are included on the claim form. The address that appears on the invoice should match one of these addresses.
3. **Tip from the Field** – Here are some of the strategies our inspectors have seen vendors use to reduce vibration noise from heat pump outdoor units: (1) mounting the outdoor unit on a stand as opposed to an outside wall, (2) mounting the unit on a concrete foundation wall as opposed to a wood frame wall, (3) mounting the unit at the base of a wall as opposed to the middle, (4) avoiding mounting the unit near windows, (5) using rubber gaskets between the outdoor unit and the brackets, and between the brackets and the house and, (6) making sure all connections (between the unit and the brackets, etc.) are firmly secured.

Fact of the Month:

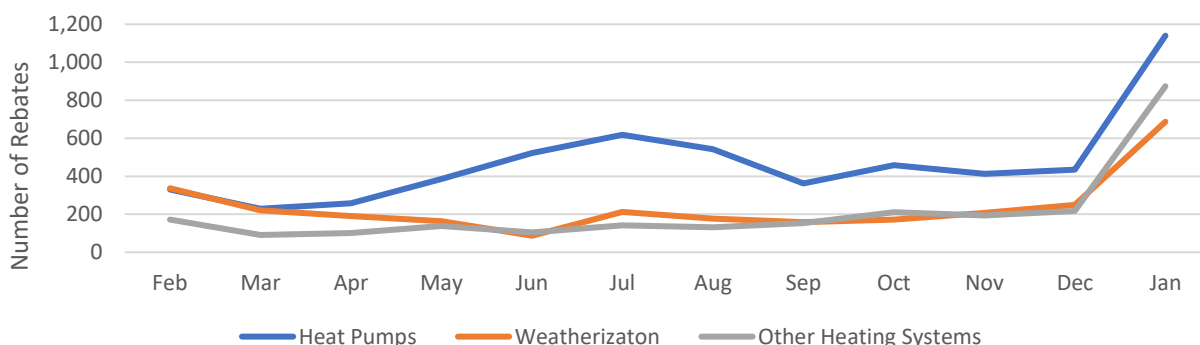
- We estimate that 6 hours of air sealing saves the average homeowner \$177/year (8.519 MMBtu/year is 61 gallons of oil per year and assuming \$2.90/gallon). This means that the payback on a \$200 customer air sealing/energy assessment co-pay is just over one year. It's tough to find a better investment than that.

Home Energy Savings Program (HESP)

HESP Rebates – Last 12 Months

Year:	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2019
HESP Rebate Type	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Ductless Heat Pump	330	229	258	385	523	619	543	362	458	413	434	1,140
Boiler	118	66	68	100	80	106	79	97	86	102	98	431
Air Sealing	154	99	85	86	73	91	70	70	63	81	89	248
Attic Insulation	98	67	54	47	6	59	52	41	50	62	72	228
Basement Insulation	62	34	40	25	5	45	37	28	38	40	65	153
Furnace	26	15	22	23	15	18	32	29	53	23	27	126
Wall Insulation	23	20	12	5	3	18	18	20	21	25	24	58
Pellet Boiler	7	2	3	3	1	2	2	2	6	6	3	10
Pellet Stove	18	7	6	9	4	10	8	10	35	48	22	208
Wood Stove	2	0	2	3	2	5	9	15	31	13	68	99
Geothermal HP	1	1	0	1	2	1	2	0	0	2	0	0
Total Measures Installed	839	540	550	687	714	974	852	674	841	815	902	2,701

HESP Rebates – Last 12 Months

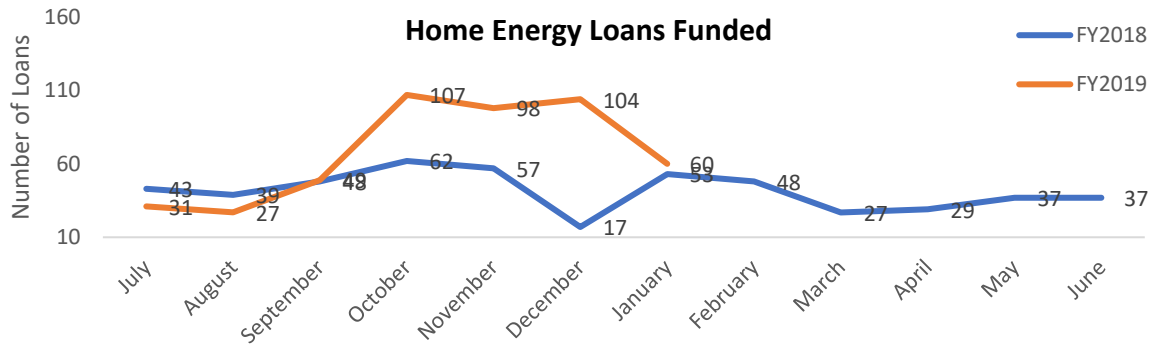


HESP Year-Over-Year Comparison

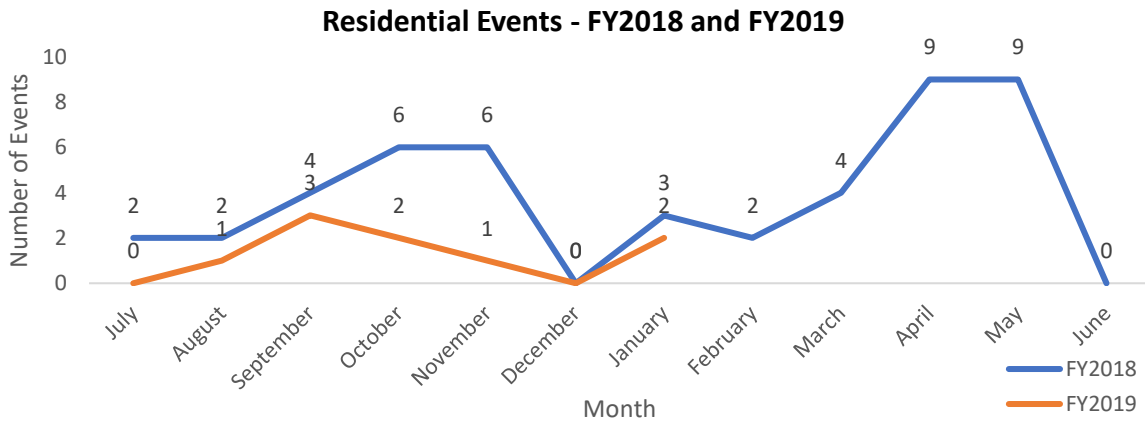
(July 1 – January 31; EXCLUDED 2nd zone mini-split and whole house heat pumps)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19
1	Ductless Heat Pump	4,628	3,499	3,265	3,348	4,046
2	Air Sealing	1,341	1,075	791	564	716
3	Boiler	555	477	550	486	1,008
4	Attic Insulation	606	644	542	387	570
5	Basement Insulation	494	369	302	208	411
6	Furnace	139	106	118	133	309
7	Wall Insulation	116	141	153	103	187
8	Pellet Boiler	230	58	56	39	32
9	Pellet Stove	52	131	73	31	392
10	Geothermal HP	57	34	50	13	14
11	Wood Stove	8	32	35	6	194
	Total Measures Installed	8,226	6,566	5,935	5,318	7,879

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.

Date	Name	Location	Contact Name	Contact Phone	Contact Email
3/22	Plumbing, Heating, and Cooling Contractors (PHCC) Show	Augusta Civic Center	Alice Ames	(207) 829-5055	aames2@maine.rr.com
3/30-3/31	2019 Old House Trade Show	Holiday Inn by the Bay (Portland)	Maggie Perkins	(207) 774-5561	mperkins@portlandlandmarks.org