

# Residential Registered Vendor Monthly Report April 2019



## Program Updates

1. **Home Energy Loan Update** – March's fifty-one loans were 89% above March of last year and fiscal year-to-date loans are up 46% 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).

## Reminder

2. **\$250 Heat Pump Water Heaters** – Heat pump water heaters are now available for \$250 or less with new instant discounts. That means you pay \$250 when you pick it up from a participating distributor. There's no paperwork and no waiting for a rebate check to arrive. We keep an updated Best Price Listing on our [website](#).

## Tips

1. **Sales Tool of the Month**– [Heat Pump Water Heater myths & facts](#) - We have dozens of sales tools available to Residential Registered Vendors at no charge. A popular one is "Heat Pump Water Heater Myths & Facts." It covers myths like: Do they work in Maine's winters? (yes) What mode heats water fastest? (hybrid) Do you need to neutralize the condensate? (no) Hopefully this tool will help you help your customers. If you'd like us to send you free, professionally printed copies, please call 866-376-2463 or you can download them from the [web](#).
2. **Rebate Processing Tip** – The rebate processing team uses the site address to track if a building has received a rebate before. If a customer has multiple sites, make sure to include the unit number, apartment number or suite name to prevent your claim from being mistaken as a duplicate submission.
3. **Tip from the Field** – Our inspectors have noticed that customers frequently comment on how clean RRVs leave their homes. In homeowner focus group, leaving a home clean was one of the most important factors for homeowners.

## Fact of the Month:

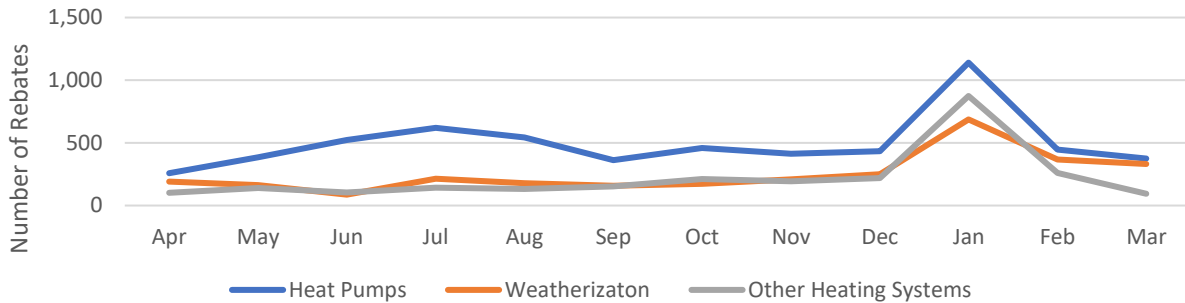
1. A [2015 Efficiency Maine study](#) of Maine's housing stock found that the average house was 60% draftier than would be allowed for new construction today (ACH50 11.2 vs. 7).

## Home Energy Savings Program (HESP)

### HESP Rebates – Last 12 Months

Year:	2018	2018	2018	2018	2018	2018	2018	2018	2018	2019	2019	2019
HESP Rebate Type	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Ductless Heat Pump	258	385	523	619	543	362	458	413	434	1,140	446	376
Boiler	68	100	80	106	79	97	86	102	98	431	171	69
Air Sealing	85	86	73	91	70	70	63	81	89	248	135	121
Attic Insulation	54	47	6	59	52	41	50	62	72	228	112	98
Basement Insulation	40	25	5	45	37	28	38	40	65	153	89	76
Furnace	22	23	15	18	32	29	53	23	27	126	48	11
Wall Insulation	12	5	3	18	18	20	21	25	24	58	31	36
Pellet Boiler	3	3	1	2	2	2	6	6	3	10	5	4
Pellet Stove	6	9	4	10	8	10	35	48	22	208	24	4
Wood Stove	2	3	2	5	9	15	31	13	68	99	11	2
Geothermal HP	0	1	2	1	2	0	0	2	0	0	2	4
<b>Total Measures Installed</b>	<b>550</b>	<b>687</b>	<b>714</b>	<b>974</b>	<b>852</b>	<b>674</b>	<b>841</b>	<b>815</b>	<b>902</b>	<b>2,701</b>	<b>1,074</b>	<b>801</b>

### HESP Rebates – Last 12 Months

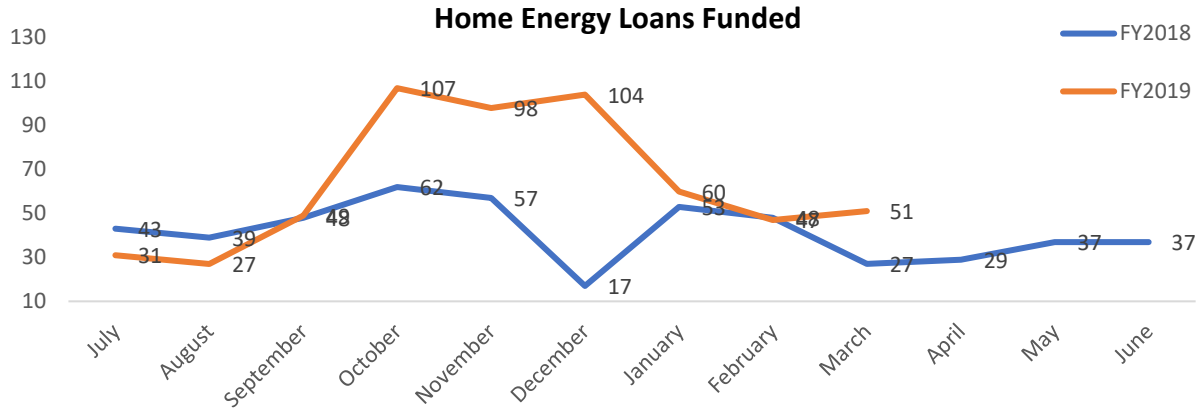


### HESP Year-Over-Year Comparison

(July 1 – March 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	5,075	3,951	3,712	3,907	4,868
2	Air Sealing	1,738	1,361	1,045	817	972
3	Boiler	756	602	720	670	1,250
4	Attic Insulation	796	866	698	552	780
5	Basement Insulation	622	487	402	304	576
6	Furnace	178	149	158	174	368
7	Wall Insulation	159	199	196	145	254
8	Pellet Boiler	254	65	69	48	41
9	Pellet Stove	77	162	94	55	420
10	Geothermal HP	76	50	69	15	20
11	Wood Stove	11	46	46	9	207
	<b>Total Measures Installed</b>	<b>9,742</b>	<b>7,938</b>	<b>7,209</b>	<b>6,696</b>	<b>9,756</b>

## Home Energy Loans



## Marketing Activities

