

**Residential Registered Vendor
Monthly Newsletter
October 14, 2020**



1) Top Weatherization Performers (by number of rebates since July 1)

1. Free Energy Maine
2. Seal It Insulation Systems
3. Evergreen Home Performance

2) Top Heat Pump Performers (by number of rebates since July 1)

1. Dave's World
2. Valley Home Services
3. Royal River Heat Pumps

3) More Rebate Processing Staff Allocated to Meet High Demand – In response to continued record-high rebate volumes, we are continuing to allocate additional staff to speed processing of rebates within our six-week target. We will make adjustments, as needed, to ensure your rebate reaches you and your customers as quickly as possible.

4) Heat Pump Installation Crew Qualifications Change 1/1/2021 – This is a reminder that starting 1/1/2021, one member of each heat pump installation crew will need:

1. [EPA Section 608 Certification](#).
2. Ductless heat pump installation training provided by a manufacturer of ENERGY STAR heat pumps, or an [Efficiency Maine Registered Trainer](#).
3. One-hour [Efficiency Maine Annual Heat Pump Basics](#) training video certificate.

To qualify for rebates, Heat Pump Installation Requirements Checklists will need to be signed by someone with these qualifications.

Efficiency Maine [scholarships up to \\$500, covering 50% of course cost](#) are available for [approved training courses conducted by a Maine community college](#).

5) Consider Income-Eligible Rebate Options First – Reminder to all vendors serving low- and moderate-income Maine homeowners. Efficiency Maine offers:

- a. \$600 air sealing and assessment incentive
- b. 80% incentive up to \$2,000 for each zone of insulation
- c. \$2,000 heat pump incentive for the first outdoor unit (reservation required)
- d. \$500 heat pump incentive for the second outdoor unit (no reservation required)

See assessed value table on next page.

For property values (combined property and land) below the thresholds provided in this table:

LOW ASSESSED VALUE HOME CAPS

<p>\$80,000 Aroostook, Somerset, Washington, Piscataquis</p>
<p>\$90,000 Franklin, Oxford, Penobscot</p>
<p>\$100,000 Androscoggin, Kennebec, Waldo, Sagadahoc, Knox, Hancock, Lincoln, York, Cumberland</p>

NOTE: Mainers who receive heating assistance or DHHS benefit also qualify with proof of eligibility.

TIP: Before moving forward with a heat pump or weatherization installation, check to see if your customer might qualify for the enhanced low- and moderate-income offering.

6) **Heat Pump Installation Training Opportunities** – The following courses are being offered by Efficiency Maine Registered Trainers. They qualify for the 1/1/2021 requirement for each heat pump installation crew.

Dates	Course Title	Location	Registration Information
11/2/2020 – 11/6/2020	Heat Pump Installation	Maine Energy Marketers Association	Click for Course Information
2/22/2021 – 2/26/2021	Heat Pump Installation	Maine Energy Marketers Association	Click for Course Information

7) **Fact of the Month** – Last year we rebated a record 8,000 heat pump outdoor units. This year we're on track for twice that amount, processing up to 100 rebates per day.

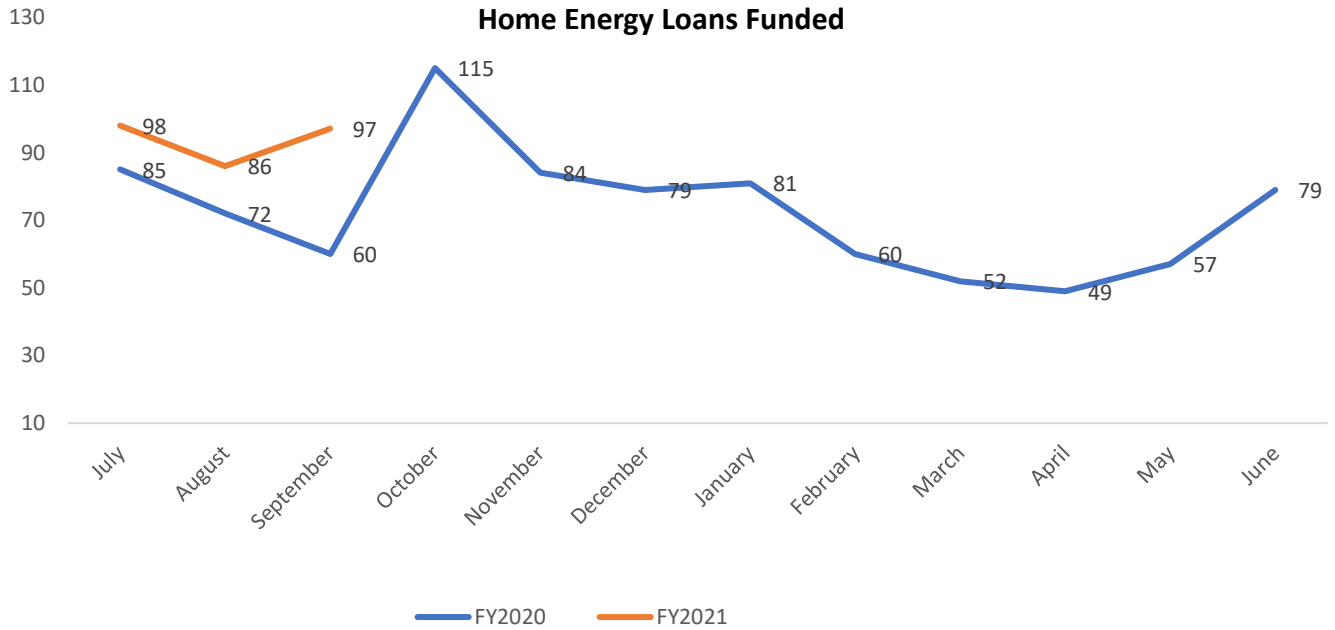
8) **Sales Tool of the Month – New Heat Pump Myths and Facts Brochure Available** – We just created a new brochure that addresses common myths about heat pumps. [Click here](#) to download it. If you'd like a supply, call us at 866-376-2463. They're free.

9) **Tip From the Field** – Field Inspectors have noted that homeowners repeatedly comment on how helpful it was to hear from their installer two weeks after their heat pump installation.

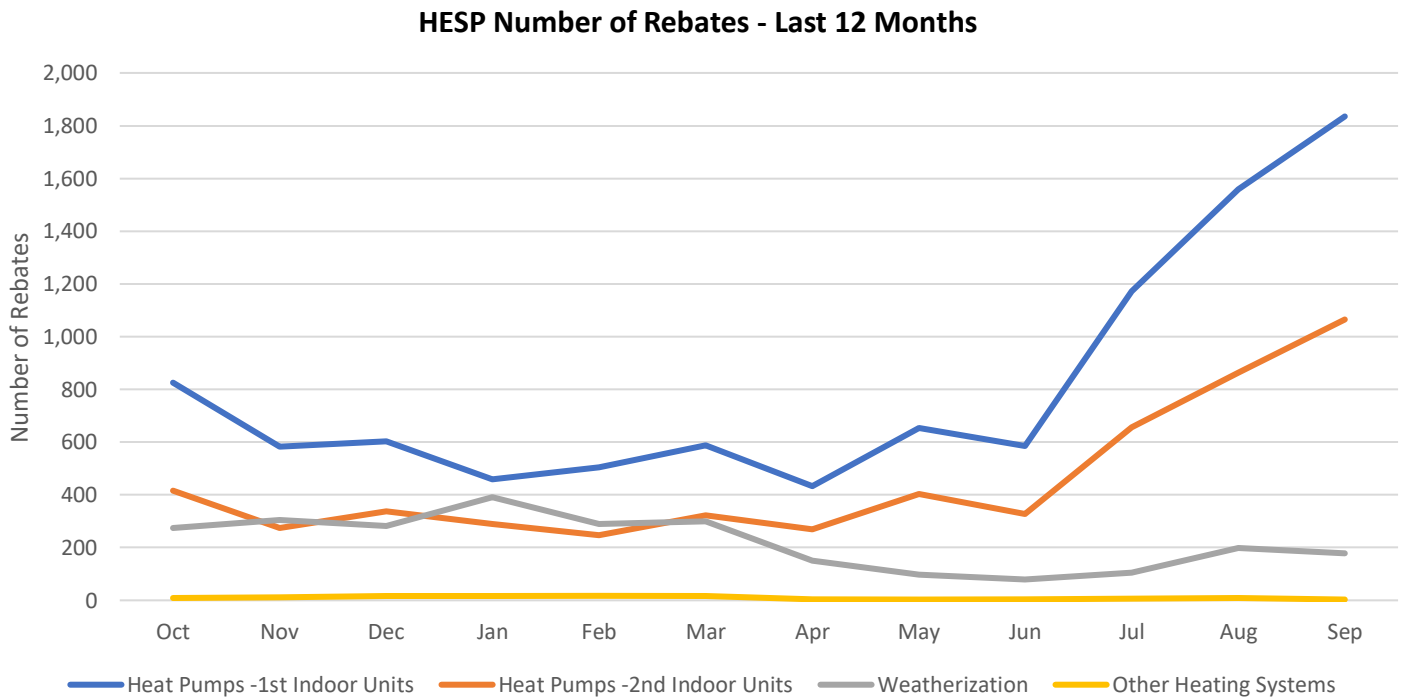
10) **Rebate Processing Tip** – We recently made changes to the line set pressure test and evacuations section of the [Heat Pump Installation Requirements Checklist](#). Please make sure that you're using the current form when submitting claims.

PROGRAM RESULTS

Energy Loans



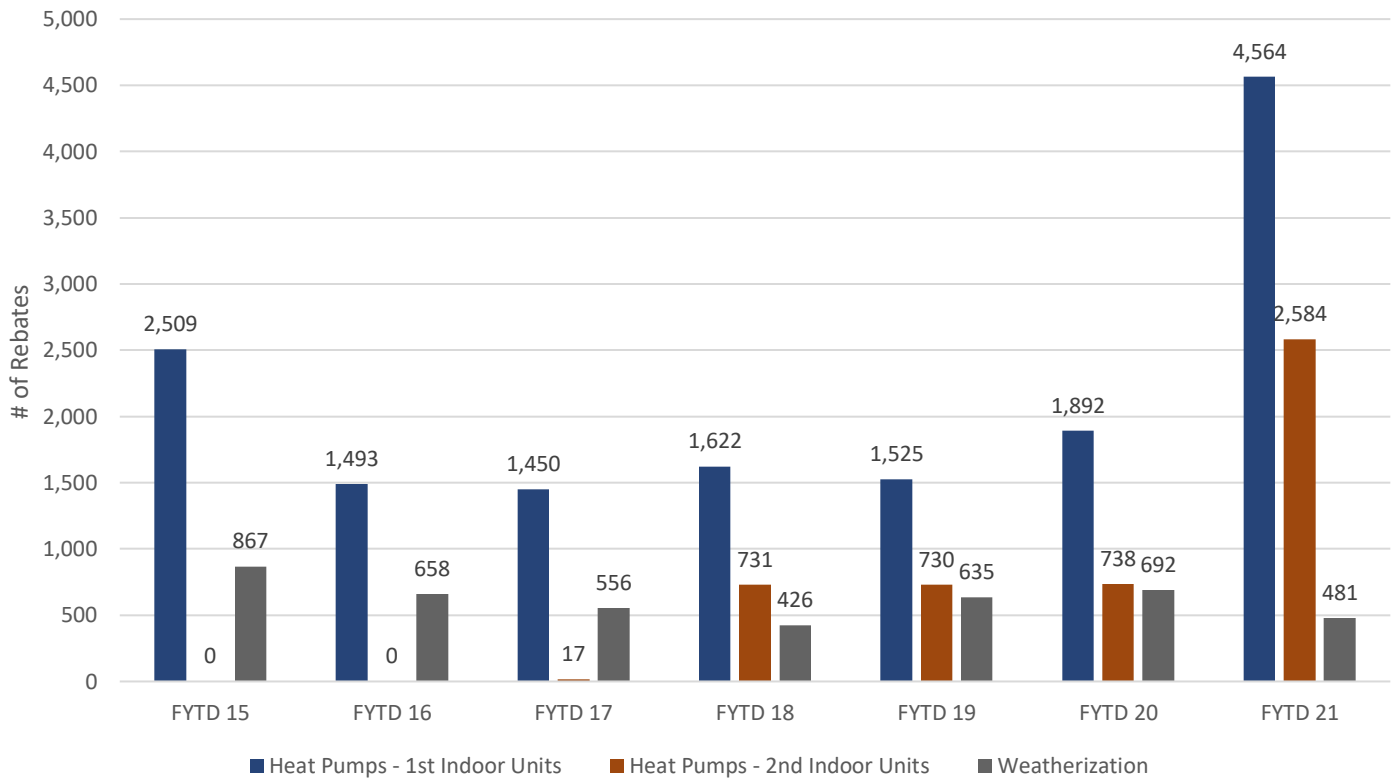
Home Energy Savings Program (HESP)



HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2019			2020									Total
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
1	Heat Pumps - 1st Indoor Units	826	582	603	458	504	588	433	654	586	1,171	1,558	1,835	9,798
2	Heat Pumps - 2nd Indoor Units	417	275	337	289	247	323	268	403	327	655	864	1,065	5,470
3	Air Sealing	94	107	114	137	109	113	46	31	20	38	67	58	934
4	Attic Insulation	81	87	86	125	92	94	49	33	26	29	67	57	826
5	Basement Insulation	69	78	63	103	62	64	34	21	22	24	41	45	626
6	Wall Insulation	31	33	20	26	27	28	22	13	11	14	24	17	266
7	Geothermal HP	1	3	2	5	5	7	4	1	1	1	1	0	31
8	Pellet Boiler	8	5	12	6	7	2	1	2	3	5	8	3	62
Total		1,527	1,170	1,237	1,149	1,053	1,219	857	1,158	996	1,937	2,630	3,080	18,013

Fiscal Year-to-Date Rebate Comparisons

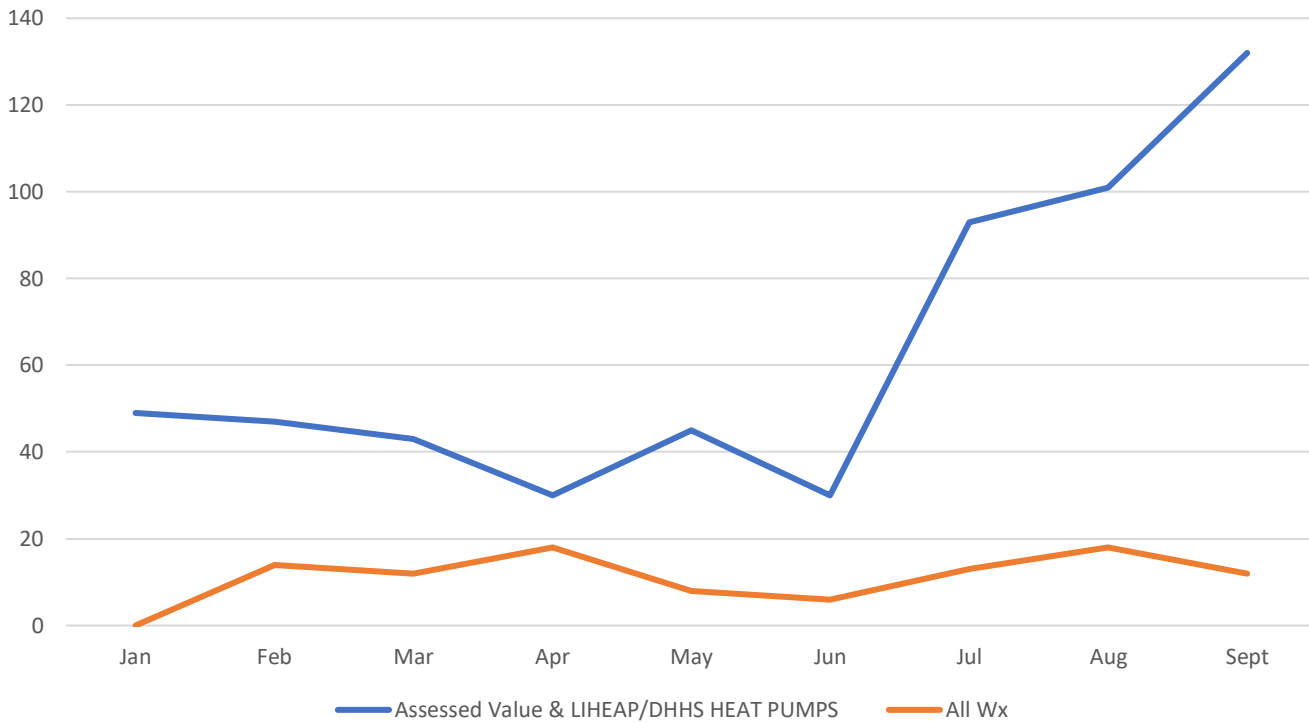


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	2,509	1,493	1,450	1,622	1,525	1,892	4,564
2	Heat Pumps - 2nd Indoor Units	0	0	17	731	730	738	2,584
3	Air Sealing	482	332	256	198	256	248	163
4	Attic Insulation	177	182	166	129	176	210	153
5	Basement Insulation	173	108	84	67	131	168	110
6	Wall Insulation	35	36	50	32	72	66	55
7	Geothermal HP	17	17	11	3	3	5	2
8	Pellet Boiler	97	23	14	5	6	10	16
Total Measures Installed		3,490	2,191	2,048	2,787	2,899	3,337	7,647

Low Income Program

Low Income Rebates for Low- and Moderate-Income Mainers



Rebates for Low- and Moderate-Income Mainers - Last 12 Months (DETAILS - November 2019 Launch)

Low/Moderate-Income Rebate Type	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sept 21
Assessed Value Heat Pump (\$1,500-\$2,000)	37	38	34	24	34	25	76	91	117
LIHEAP/DHHS Qualified Heat Pump (\$2,000)	12	9	9	6	11	5	17	10	15
Assessed Value & LIHEAP/DHHS HEAT PUMPS	49	47	43	30	45	30	93	101	132
Low Income Air Sealing w/Assessment (\$600)	0	14	12	8	4	5	9	13	7
Low Income Attic Insulation (80% up to \$2,000)	0	0	0	5	3	1	2	1	1
Low Income Basement Insulation (80% up to \$2,000)	0	0	0	5	1	0	2	3	3
Low Income Wall Insulation (80% up to \$2,000)	0	0	0	0	0	0	0	1	1
All Weatherization	0	14	12	18	8	6	13	18	12
Total AHI Low Income Measures	49	61	55	48	53	36	106	119	144