

**Residential Registered Vendor  
Monthly Newsletter  
December 9, 2020**



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

1. Evergreen Home Performance
2. Horizon Residential Energy Services a.k.a. Horizon Homes
3. Seal It Insulation Systems

**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) *Top Low-Income Weatherization Performers (by number of rebates since July 1)***

1. New England Spray Foam Insulation - Newburgh
2. Facility Management Group
3. Installations Unlimited

**4) *Top Low-Income Heat Pump Performers (by number of rebates since July 1)***

1. Hometown Heat Pumps, Inc.
2. Tracy's Heating
3. Valley Home Services

**5) *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.

**6) *Expanded Eligibility for Low- and Moderate-Income Initiatives in Six Counties*** – The following incentives are available for homes owned by low- to moderate-income individuals:

- \$600 air sealing and assessment (reservation required)
- 80% incentive up to \$2,000 for each zone of insulation: basement, walls, attic (reservation required)
- \$2,000 heat pump incentive for the first outdoor unit (reservation required)
- \$500 heat pump incentive for the second outdoor unit (no reservation required)

Eligibility is based on either participation in the Low Income Home Energy Assistance Program (LIHEAP) (as confirmed by Efficiency Maine) or property value (combined building and land, before exemptions).

As of 11/16/2020, the property value thresholds for six counties is \$130,000, up from \$100,000. Below are the new property value thresholds, by county, as compared to the old thresholds.

#### ELIGIBILITY THRESHOLDS BASED ON PROPERTY VALUES

County	Old Combined Building and Land Assessed Value	New Combined Building and Land Assessed Value
Aroostook, Somerset, Washington, Piscataquis	\$80,000	\$80,000
Franklin, Oxford, Penobscot	\$90,000	\$90,000
Androscoggin, Kennebec, Waldo	\$100,000	\$100,000
<b>Sagadahoc, Knox, Hancock, Lincoln, York, Cumberland</b>	<b>\$100,000</b>	<b>\$130,000</b>

#### 7) *Heat Pump and Weatherization Marketing Update* –

The *Bangor Daily News* published a feature article on home energy audits in its November 30 issue with input from Efficiency Maine Program Manager, Andy Meyer. [Click here](#) to read the article.

WGME television aired a segment on the growing popularity of heat pumps on November 19, which included information about Efficiency Maine rebates. [Click here](#) to watch the story.

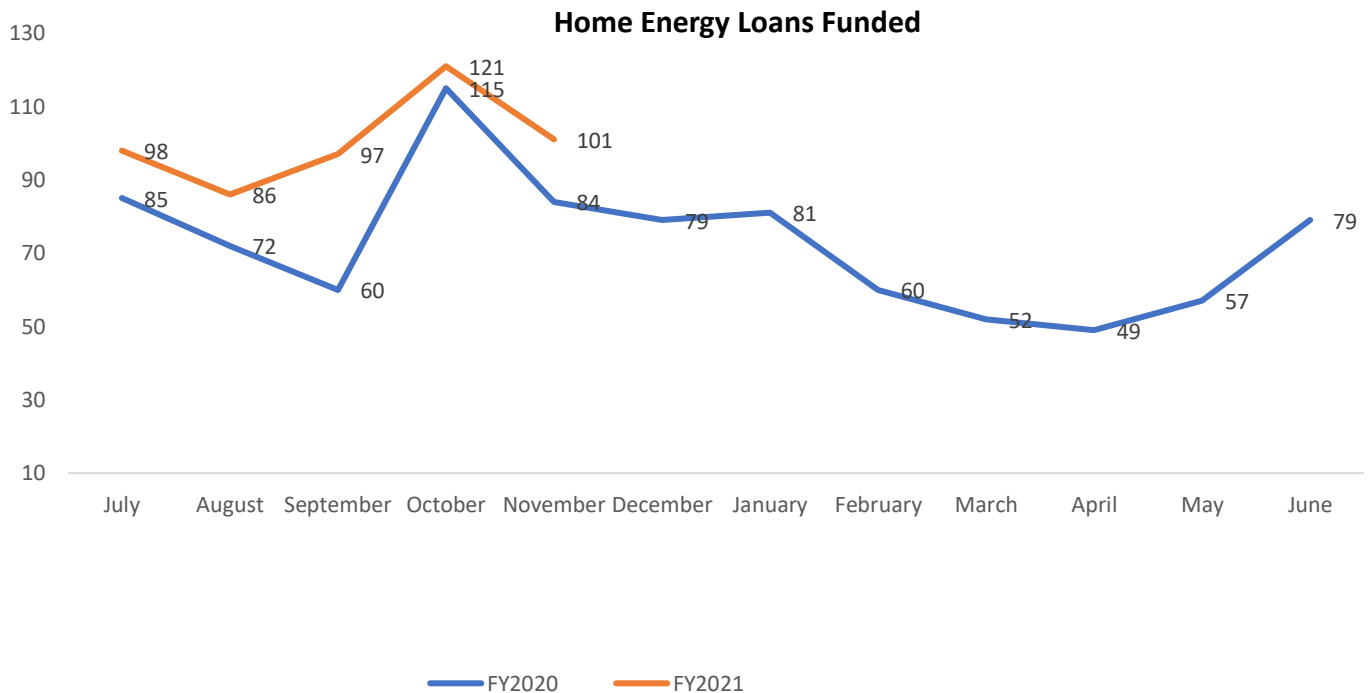
#### 8) *Heat Pump Installation Training Opportunities* – The following courses are being offered by Efficiency Maine Registered Trainers.

Dates	Course Title	Location	Registration Information
1/4/2021 – 1/8/2021	Heat Pump Installation	Kennebec Valley Community College	<a href="#">Click for Course Information</a>
2/22/2021 – 2/26/2021	Heat Pump Installation	Maine Energy Marketers Association	<a href="#">Click for Course Information</a>
3/1/2021 – 3/5/2021	Heat Pump Installation	Maine Energy Marketers Association	<a href="#">Click for Course Information</a>
5/3/2021 – 5/7/2021	Heat Pump Installation	Maine Energy Marketers Association	<a href="#">Click for Course Information</a>

- 9) **Fact of the Month** – The Maine Climate Council released its report [Maine Won't Wait: A Four-Year Plan for Climate Action](#), which outlines data-driven outcomes to achieve ambitious emissions reductions goals — a 45% reduction by 2030 and 80% by 2050. Increased heat pump adoption and accelerated weatherization efforts are among the Plan's top priorities. [Click here](#) to learn more.
- 10) **Tip From the Field** – Our inspectors have heard that some Residential Registered Vendors visit customers after their upgrades are complete. This can be a good way to increase customer satisfaction, and ask for referrals.
- 11) **Rebate Processing Tip** – Making sure to record a phone number allows our customer service team to talk with the homeowner to work through a problematic claim. Without a phone number the customer service team will send a letter, which will result in a delayed rebate check.
- 12) **November Loans up 20% Year-Over-Year and Year-to-Date Loans are up 21%** – 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).

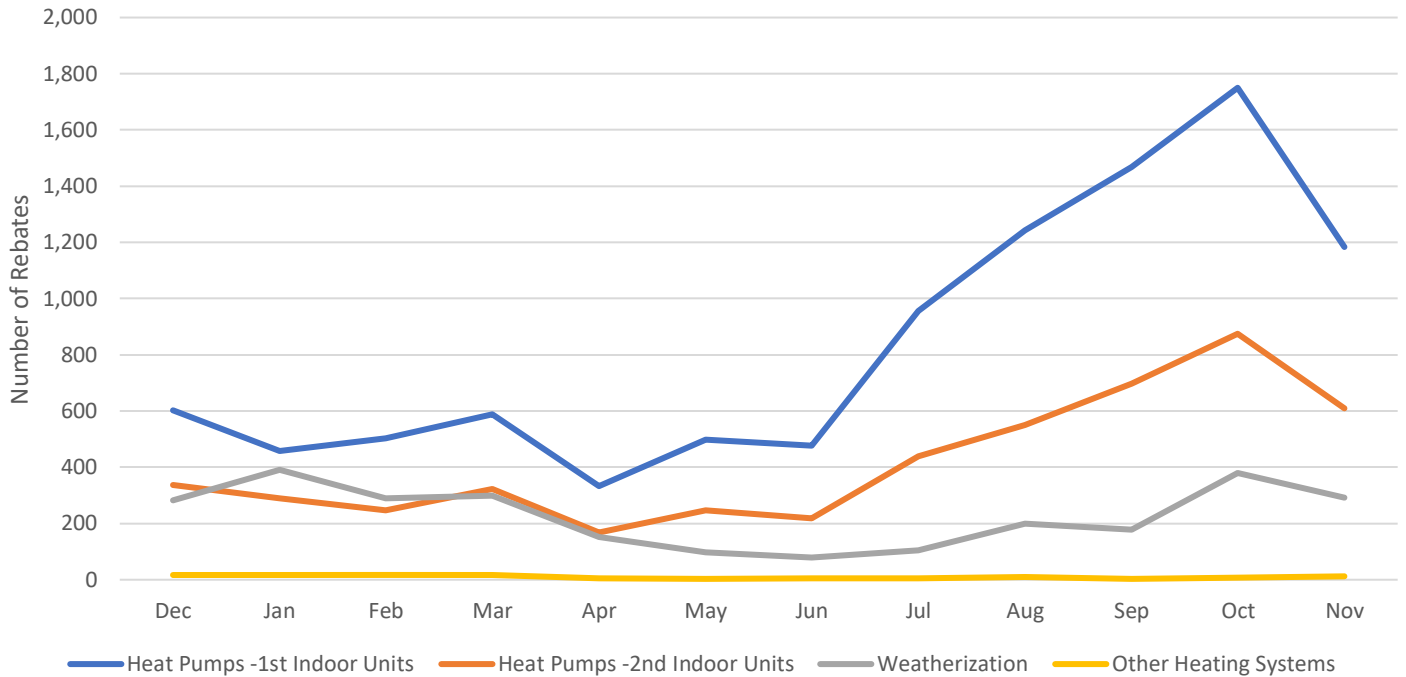
**PROGRAM RESULTS**

**Energy Loans**



## Home Energy Savings Program (HESP)

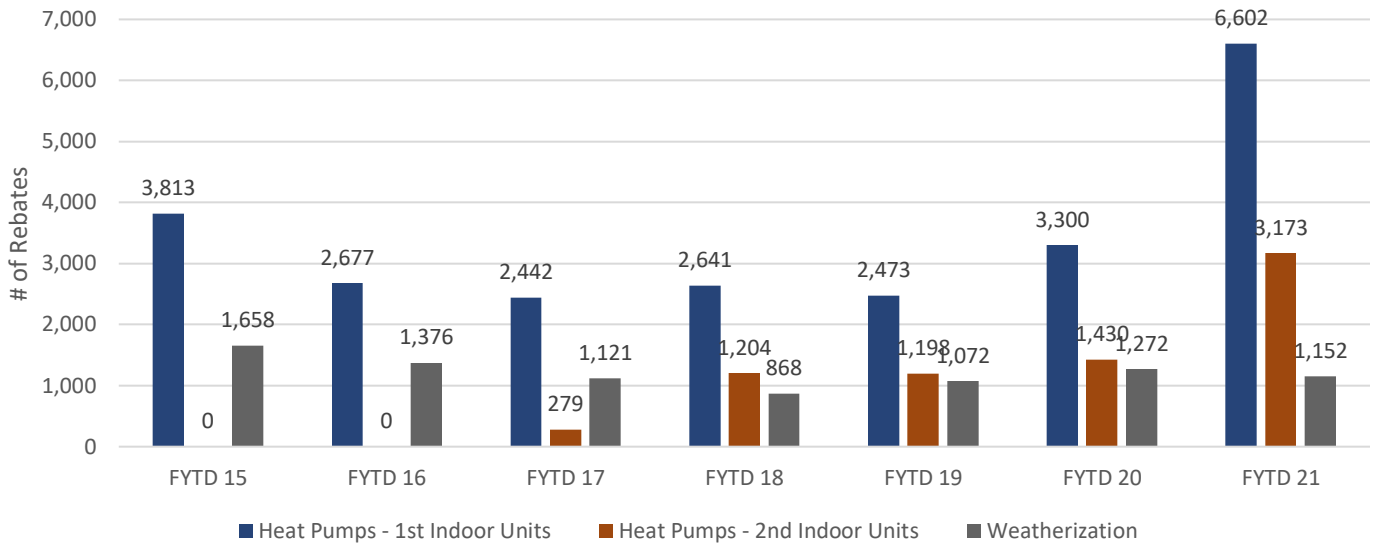
### HESP Number of Rebates - Last 12 Months



### HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2019	2020											Total
		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
1	Heat Pumps - 1st Indoor Units	603	458	504	588	333	499	477	956	1,244	1,468	1,750	1,184	<b>10,064</b>
2	Heat Pumps - 2nd Indoor Units	337	289	247	323	168	248	218	440	550	698	875	610	<b>5,003</b>
3	Air Sealing	114	137	109	113	46	31	20	38	67	58	129	107	<b>969</b>
4	Attic Insulation	86	125	92	94	49	33	26	29	67	57	112	83	<b>853</b>
5	Basement Insulation	63	103	62	64	34	21	22	24	41	45	101	78	<b>658</b>
6	Wall Insulation	20	26	27	28	22	13	11	14	24	17	38	23	<b>263</b>
7	Geothermal HP	2	5	5	7	4	1	1	1	1	0	4	1	<b>32</b>
8	Pellet Boiler	12	6	7	2	1	2	3	5	8	3	4	11	<b>64</b>
<b>Total</b>		<b>1,237</b>	<b>1,149</b>	<b>1,053</b>	<b>1,219</b>	<b>657</b>	<b>848</b>	<b>778</b>	<b>1,507</b>	<b>2,002</b>	<b>2,346</b>	<b>3,013</b>	<b>2,097</b>	<b>17,906</b>

### Fiscal Year To Date Rebate Comparisons

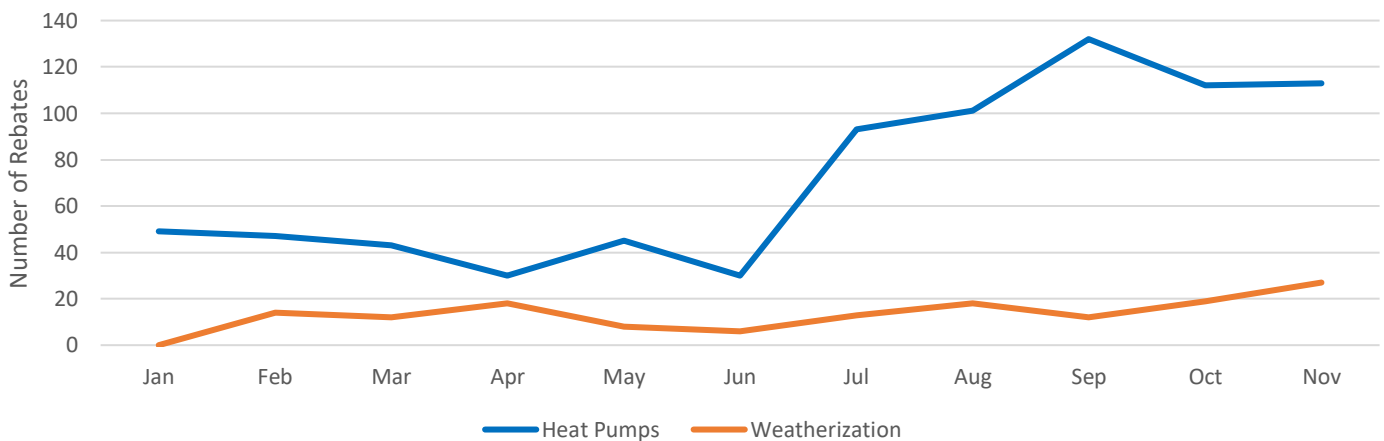


### Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	3,813	2,677	2,442	2,641	2,473	3,300	6,602
2	Heat Pumps - 2nd Indoor Units	0	0	279	1,204	1,198	1,430	3,173
3	Air Sealing	895	683	495	386	418	449	399
4	Attic Insulation	380	389	350	265	306	378	348
5	Basement Insulation	306	218	176	144	222	315	289
6	Wall Insulation	77	86	100	73	126	130	116
7	Geothermal HP	34	26	28	8	6	9	7
8	Pellet Boiler	172	42	35	32	19	23	31
<b>Total Measures Installed</b>		<b>5,677</b>	<b>4,121</b>	<b>3,905</b>	<b>4,753</b>	<b>4,768</b>	<b>6,034</b>	<b>10,965</b>

### Low Income Program

#### Rebates for Low- and Moderate-Income (LMI) Mainers



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

	2019	2020											Program
Low- and Moderate-Income Rebate Type	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Totals
Assessed Value Heat Pump (\$1,500-\$2,000)	40	37	38	34	24	34	25	76	91	117	99	98	<b>713</b>
LIHEAP/DHHS Qualified Heat Pump (\$2,000)	9	12	9	9	6	11	5	17	10	15	13	15	<b>131</b>
<b>Heat Pumps</b>	<b>49</b>	<b>49</b>	<b>47</b>	<b>43</b>	<b>30</b>	<b>45</b>	<b>30</b>	<b>93</b>	<b>101</b>	<b>132</b>	<b>112</b>	<b>113</b>	<b>844</b>
Low Income Air Sealing w/Assessment (\$600)	0	0	14	12	8	4	5	9	13	7	11	18	<b>101</b>
Low Income Attic Insulation (80% up to \$2,000)	0	0	0	0	5	3	1	2	1	1	4	3	<b>20</b>
Low Income Basement Insulation (80% up to \$2,000)	0	0	0	0	5	1	0	2	3	3	3	5	<b>22</b>
Low Income Wall Insulation (80% up to \$2,000)	0	0	0	0	0	0	0	0	1	1	1	1	<b>4</b>
<b>Weatherization</b>	<b>0</b>	<b>0</b>	<b>14</b>	<b>12</b>	<b>18</b>	<b>8</b>	<b>6</b>	<b>13</b>	<b>18</b>	<b>12</b>	<b>19</b>	<b>27</b>	<b>147</b>
<b>Total AHI LMI Measures</b>	<b>49</b>	<b>49</b>	<b>61</b>	<b>55</b>	<b>48</b>	<b>53</b>	<b>36</b>	<b>106</b>	<b>119</b>	<b>144</b>	<b>131</b>	<b>140</b>	<b>991</b>