

**Residential Registered Vendor
Monthly Newsletter
March 10, 2021**



1) Top Weatherization Performers (past four months)

- 1. Evergreen Home Performance
- 2. Free Energy Maine
- 3. Horizon Homes

2) Top Heat Pump Performers (past four months)

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

3) Top Low-Income Weatherization Performers (past four months)

- 1. New England Spray Foam Insulation - Newburgh
- 2. Affordable Home
- 3. Hole in Your Bucket Audits

4) Top Low-Income Heat Pump Performers (past four months)

- 1. Valley Home Services
- 2. Hometown Heat Pumps, Inc.
- 3. Nicatou Stove Shop

5) Simplified Heat Pump Rebate Claim Process – Good news. To simplify the process for submitting residential heat pump rebate claims, we're switching:

#	FROM	TO
1	Using separate claim forms for low income and non-low-income customers	Using one claim form for all residential heat pump rebates
2	Requiring an invoice with every rebate claim	Collecting all the information we need on the claim form (and not requiring an invoice)
3	Requiring a signed copy of the Heat Pump Installation Requirements Checklist with every rebate claim	Collecting all the information we need on the claim form (and not requiring the checklist to be submitted)

These changes reduce

- 1. the number of documents required to submit a claim from three to one, and
- 2. the number of signatures from four to two.

We also used this opportunity to streamline the [Heat Pump Installation Requirements Checklist](#).

We're still asking installers to meet these requirements, but are no longer requiring a separate signed [Installation Requirements Checklist](#) with each claim. Instead, the installer's signature on the claim form indicates that the vendor installed the heat pump(s) in accordance with Efficiency Maine's Heat Pump Installation Requirements Checklist.

The [updated form](#) is available now.

6) Streamlined Heat Pump Installation Requirements Checklist – On February 17, we switched to a new version of the [Heat Pump Installation Requirements Checklist](#). Eight requirements were removed from the checklist:

#	FORMER REQUIREMENT	WHY REMOVED?
1	Unobstructed airflow	Subjective
2	Outdoor unit and line set protected from falling ice and snow	No practical solution for all installations
3	Insulation covers full length of line sets (no exposed copper)	Correction cost may exceed benefit
4	Adequate clearances for services and operation	Subjective
5	All electrical work performed by licensed electrician or as authorized by Electrician's Board	Required by code
6	Disconnect box wiring shock risk reduced by lock, strap tie and/or box that provides other means of protection	Required by code
7	Noise and vibration levels are acceptable	Difficult to assess at time of installation
8	Line set covers are aesthetically acceptable	Subjective

With the exception of the last two items, the requirements that used to appear on the Homeowner Checklist now appear on the [claim form](#).

Lastly, one requirement was added: All ductwork insulated to R8 and sealed. This was added to ensure the efficiency of ducted indoor units is not compromised by heat loss.

We hope these changes work well for you. If you'd like to suggest any additional changes, please let us know.

7) Commercial Incentives for Small Businesses and Small Municipalities – The Commercial and Industrial Prescriptive (CIP) program now offers an incentive of \$1,600 per single-zone high-performance heat pump (HSPF=12.5) for small businesses (up to three systems). These businesses must be Small General Service (SGS) electrical customers. The heat pumps must replace an existing heating system (natural gas customers are not eligible).

Small municipalities also are eligible for enhanced heat pump and lighting incentives through the Small Municipality Retrofits Funding Opportunity Notice (FON-004-2021). Eligible municipalities

can claim up to \$2,600 per single-zone heat pump unit, with a maximum of three units. Additionally, lighting projects can receive an incentive of \$0.32 per estimated kWh saved in the first year. For more information on this opportunity, click [here](#).

Customers must have these systems installed by an Efficiency Maine Qualified Partner to be eligible for the incentives. If you're interested in being a Qualified Partner, click [here](#).

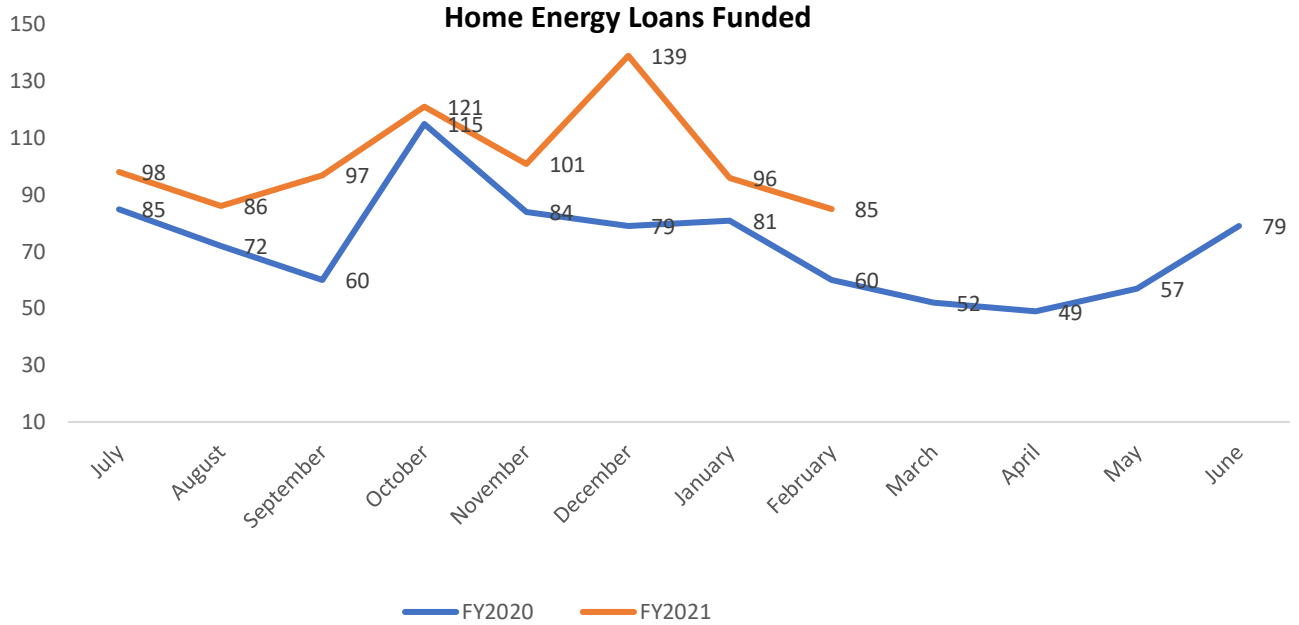
- 8) **Low-Income Heat Pump Water Heaters** – Did you know Efficiency Maine installs heat pump water heaters in low income homes that receive fuel assistance and use inefficient electric resistance? This year we are on track to install 650 with help from Ferguson and FW Webb.
- 9) **Heat Pump Installation Training Opportunities** – The following courses are being offered by Efficiency Maine Registered Trainers.

Dates	Course Title	Location	Registration Information
3/13/2021	EPS Section 608 Certification	Kennebec Valley Community College	Click for Course Information
3/20/2021	EPS Section 608 Certification	UA Local 716	Click for Course Information
5/3/2021 – 5/7/2021	Heat Pump Installer	Maine Energy Marketers Association	Click for Course Information

- 10) **Tip from the Field** – We often hear from customers how much they appreciate punctuality.
- 11) **Tool of the Month** – Efficiency Maine has over a dozen brochures available to Residential Registered Vendors at no charge. One example is our [Home Energy Loans brochure](#), which is a tri-fold brochure that describes how customers can borrow up to \$15,000 at 4.99% APR for rebate-eligible upgrades. It includes a table showing monthly payments for different loan amounts (e.g., a \$10,000 loan costs just \$106/month over ten years). If you'd like Home Energy Loans brochures for your customers, you can [download them from our website](#) or order them to be mailed to you at no charge by contacting our Call Center at 866-376-2463 or info@efficiencymaine.com. We hope this helps.
- 12) **Fact of the Month** – We are on track to issue 20,000 rebates for heat pump installations this year—more than double last year. In addition, we're forecasting issuing rebates of over \$10 million in weatherization. Thank you for all your efforts.
- 13) **February Loans up 42% Year-Over-Year and Year-to-Date Loans are up 29%** – 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).

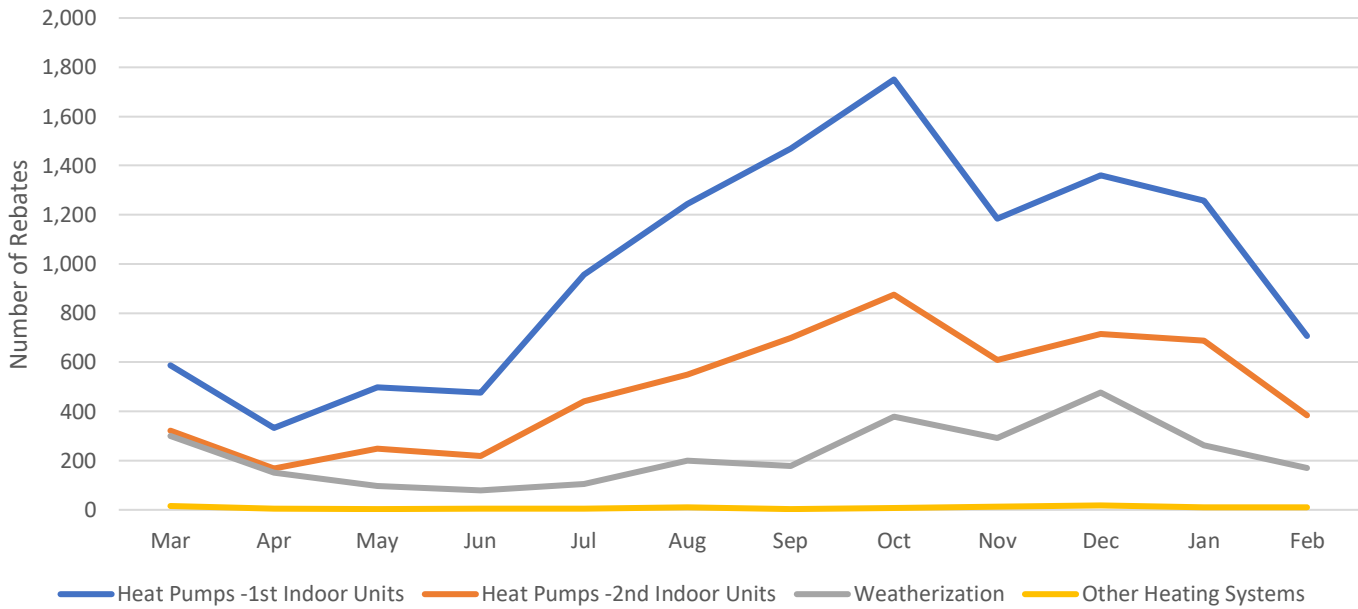
PROGRAM RESULTS

Energy Loans



Home Energy Savings Program (HESP)

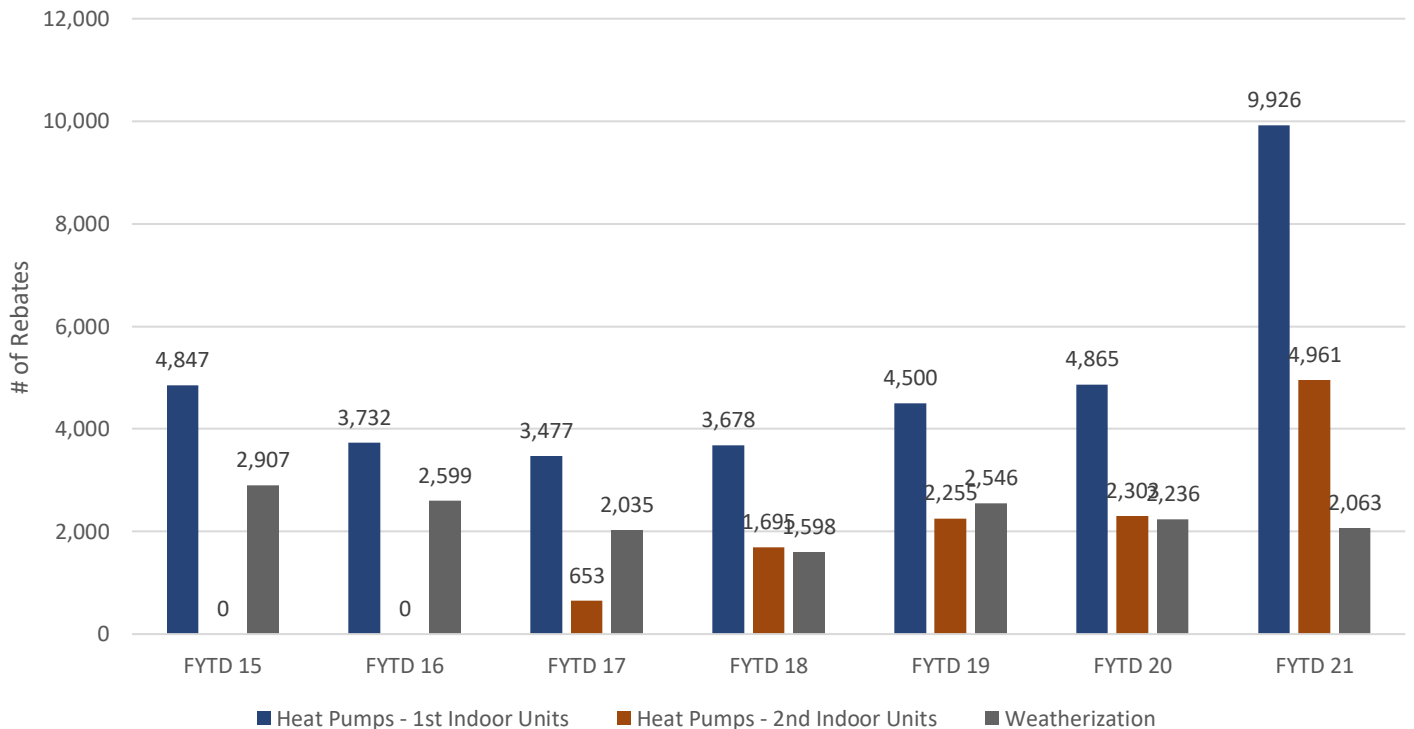
HESP Number of Rebates - Last 12 Months



HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2020										2021		Total
		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
1	Heat Pumps - 1st Indoor Units	588	333	499	477	956	1,244	1,468	1,750	1,184	1,361	1,256	707	11,823
2	Heat Pumps - 2nd Indoor Units	323	168	248	218	440	550	698	875	610	715	689	384	5,918
3	Air Sealing	113	46	31	20	38	67	58	129	107	150	77	62	898
4	Attic Insulation	94	49	33	26	29	67	57	112	83	144	91	53	838
5	Basement Insulation	64	34	21	22	24	41	45	101	78	126	67	41	664
6	Wall Insulation	28	22	13	11	14	24	17	38	23	57	28	15	290
7	Geothermal HP	7	4	1	1	1	1	0	4	1	4	5	5	34
8	Pellet Boiler	2	1	2	3	5	8	3	4	11	14	4	6	63
Total		1,219	657	848	778	1,507	2,002	2,346	3,013	2,097	2,571	2,217	1,273	20,528

Fiscal Year To Date Rebate Comparisons

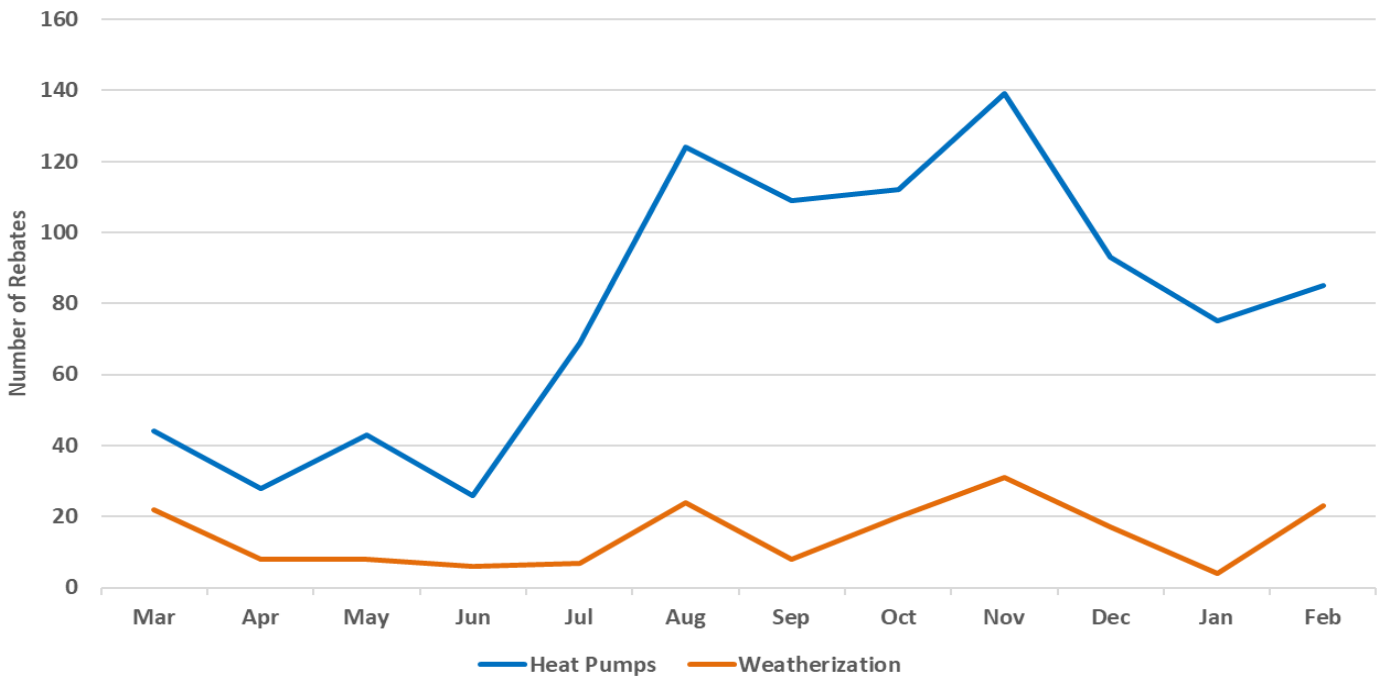


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	4,847	3,732	3,477	3,678	4,500	4,865	9,926
2	Heat Pumps - 2nd Indoor Units	0	0	653	1,695	2,255	2,303	4,961
3	Air Sealing	1,512	1,225	903	718	934	809	688
4	Attic Insulation	703	767	608	485	768	681	636
5	Basement Insulation	557	437	351	270	588	543	523
6	Wall Insulation	135	170	173	125	256	203	216
7	Geothermal HP	65	43	56	14	16	21	21
8	Pellet Boiler	244	62	63	46	37	48	55
Total Measures Installed		8,063	6,436	6,284	7,031	9,354	9,473	17,026

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)

Low- and Moderate-Income Rebate Type	2020										2021		12-Month Totals
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Jan	
Assessed Value Heat Pump (\$1,500-\$2,000)	35	22	33	22	54	112	96	98	121	79	64	74	810
LIHEAP/DHHS Qualified Heat Pump (\$2,000)	9	6	10	4	15	12	13	14	18	14	11	11	137
Heat Pumps	44	28	43	26	69	124	109	112	139	93	75	85	947
Low Income Air Sealing w/Assessment (\$600)	16	4	4	5	6	16	6	10	21	8	2	11	109
Low Income Attic Insulation (80% up to \$2,000)	3	2	3	1	1	2	0	5	3	4	2	5	31
Low Income Basement Insulation (80% up to \$2,000)	3	2	1	0	0	5	2	3	6	3	0	6	31
Low Income Wall Insulation (80% up to \$2,000)	0	0	0	0	0	1	0	2	1	2	0	1	7
Weatherization	22	8	8	6	7	24	8	20	31	17	4	23	178
Total LMI Measures	66	36	51	32	76	148	117	132	170	110	79	108	1,125