

**Residential Registered Vendor  
Monthly Newsletter  
April 14, 2021**



**1) *Top Weatherization Performers (past four months)***

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

**2) *Top Heat Pump Performers (past four months)***

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

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

1. New England Spray Foam Insulation - Newburgh
2. Sealed Envelope
3. Facility Management Group

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

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

**5) *Register Heat Pumps for Extended Warranties*** – One of the practices that we've observed among top installers is to register heat pumps with the manufacturer on the homeowner's behalf. Our understanding is that this can extend the warranty for the customer, facilitate service claims, and increase customer satisfaction.

**6) *Offering Financing Can Help Close Sales*** – Efficiency Maine offers a variety of home energy loans to help pay for energy upgrades. Maine homeowners can borrow up to \$15,000 over 10 years with no fees and interest rates as low as 4.99% APR. Monthly payments can be less than the cost of the energy they save.

After rebates, a \$3,750 heat pump could cost as little as \$29/month and a \$6,000 insulation job could cost as little as \$53/month when financed.

If you're not currently set up to offer home energy loans and would like to be, please call our Call Center at 866-376-2463.

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

Dates	Course Title	Location	Registration Information
5/3/2021 – 5/7/2021	Heat Pump Installer*	Maine Energy Marketers Association	<a href="#">Click for Course Information</a>
6/16/2021 – 6/20/2021	Heat Pump Installer*	Maine Energy Marketers Association	<a href="#">Click for Course Information</a>

\* Eligible for [Efficiency Maine scholarship](#) (50% up to \$500)

8) **Tip for Getting Your Rebate Quickly** – If you haven’t done so already, please consider switching to our new [1-page heat pump rebate claim form](#). It saves time and paper, and reduces the risk that claim processing will be delayed as a result of missing documentation.

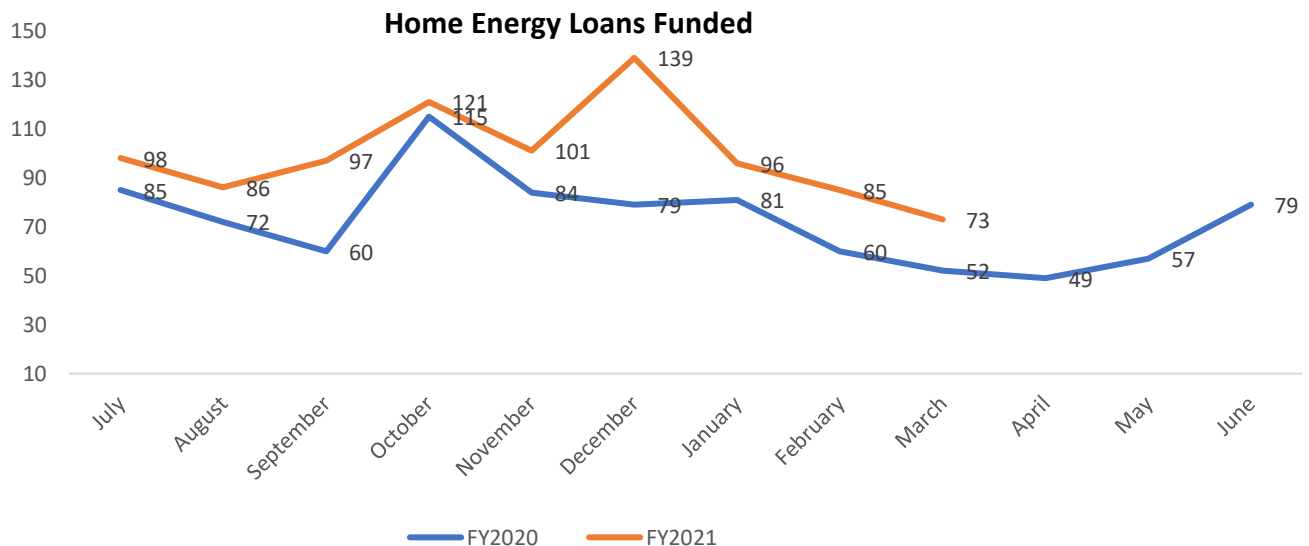
9) **Tip from the Field** – One common theme we hear from homeowners is how much they appreciate it when vendors clean up before leaving the work site.

10) **Tool of the Month** – If you're looking for a concise list of all of Efficiency Maine's residential incentives, you'll find the latest offerings in our [Residential Incentives brochure](#) and on our [At Home web page](#). Both resources also list current federal tax incentives and energy utility rebates. If you'd like a free supply of Residential Incentives brochures, please call our Call Center at 866-376-2463 and let them know.

11) **March Loans up 40% Year-Over-Year and Year-to-Date Loans were up 30%** – 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).

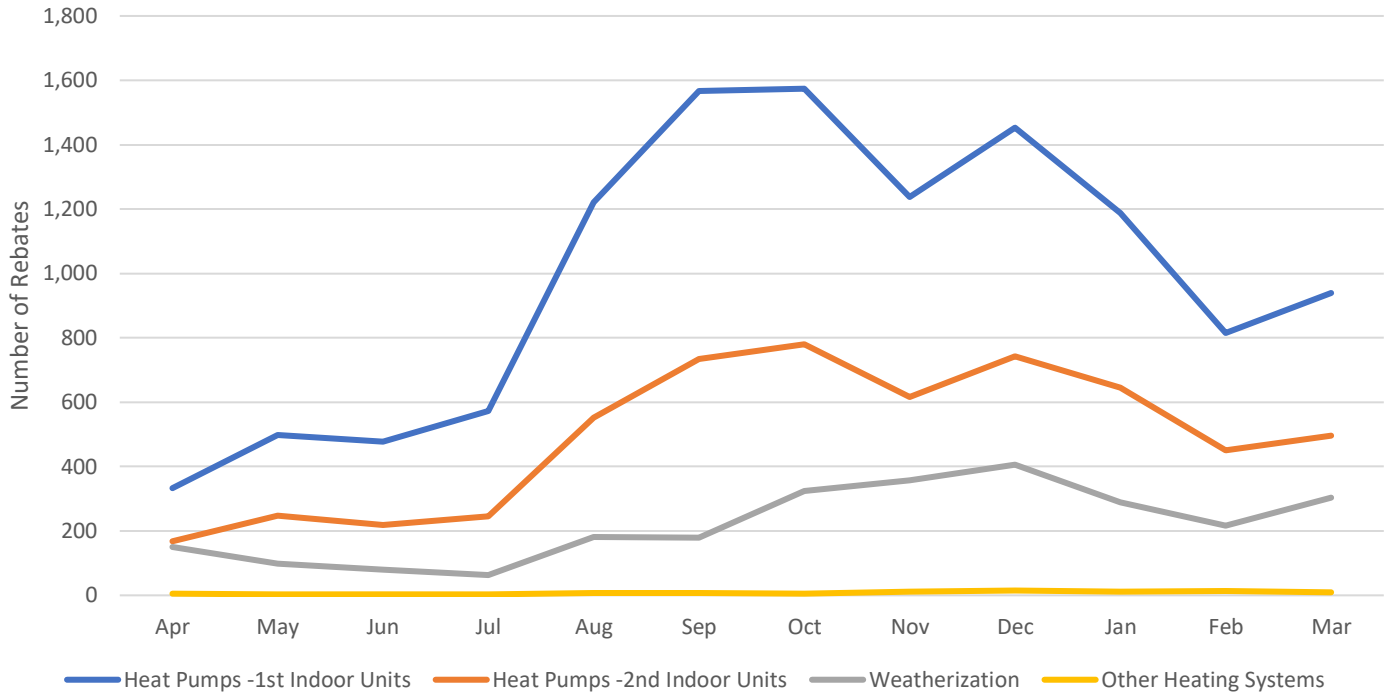
**PROGRAM RESULTS**

**Energy Loans**



**Home Energy Savings Program (HESP)**

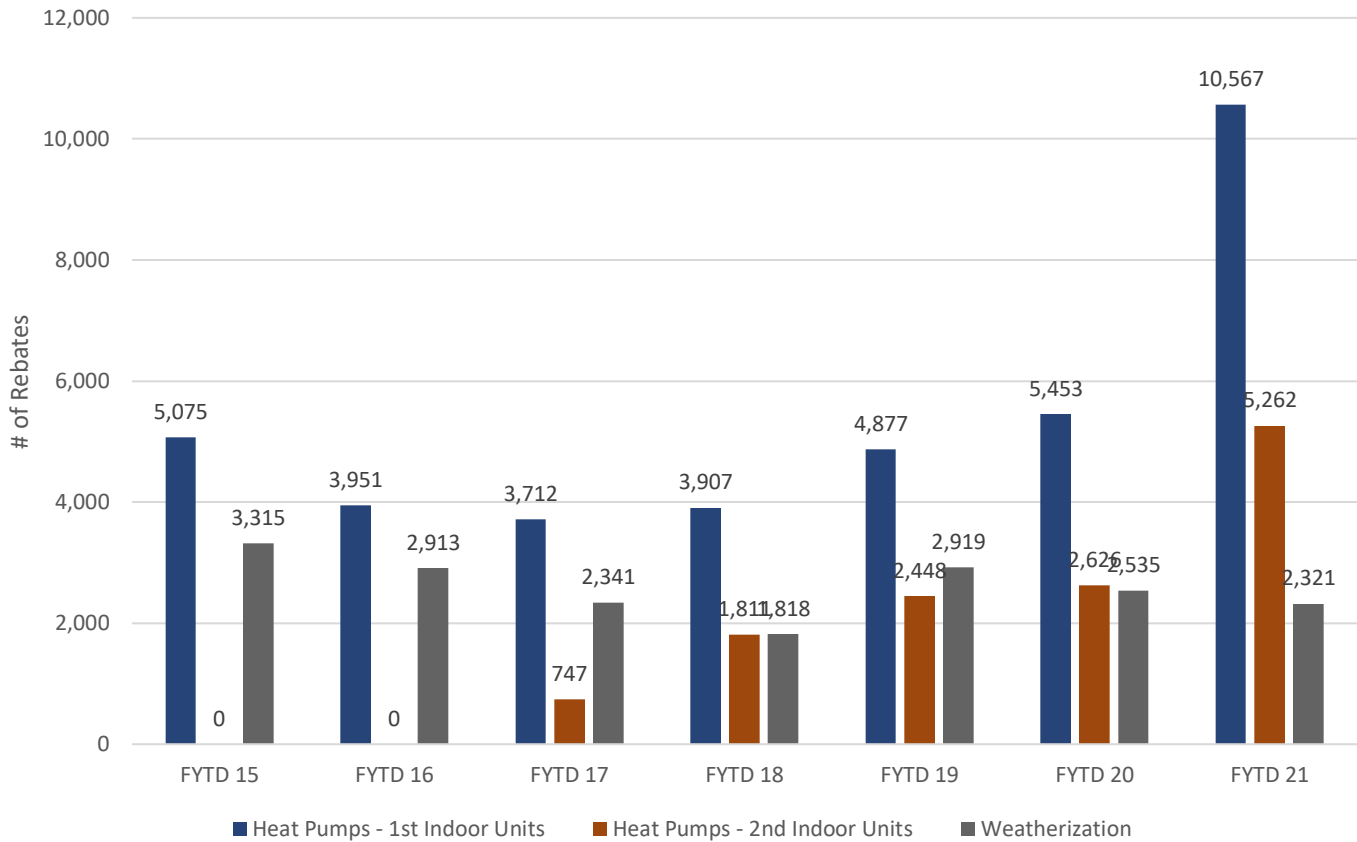
**HESP Number of Rebates - Last 12 Months**



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

#	HESP Rebate Type	2020										2021			Total
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar		
1	Heat Pumps - 1st Indoor Units	333	499	477	572	1,221	1,567	1,574	1,238	1,452	1,188	816	939	<b>11,876</b>	
2	Heat Pumps - 2nd Indoor Units	168	248	218	245	552	734	780	616	742	645	451	497	<b>5,896</b>	
3	Air Sealing	46	31	20	21	67	54	115	123	134	84	75	93	<b>863</b>	
4	Attic Insulation	49	33	26	17	54	65	91	104	124	95	67	100	<b>825</b>	
5	Basement Insulation	34	21	22	16	38	44	88	96	99	80	57	77	<b>672</b>	
6	Wall Insulation	22	13	11	9	23	17	30	34	49	30	18	33	<b>289</b>	
7	Geothermal HP	4	1	1	1	1	0	3	2	3	5	5	4	<b>30</b>	
8	Pellet Boiler	1	2	3	2	6	8	3	10	12	6	8	6	<b>67</b>	
<b>Total</b>		<b>657</b>	<b>848</b>	<b>778</b>	<b>883</b>	<b>1,962</b>	<b>2,489</b>	<b>2,684</b>	<b>2,223</b>	<b>2,615</b>	<b>2,133</b>	<b>1,497</b>	<b>1,749</b>	<b>20,518</b>	

### Fiscal Year To Date Rebate Comparisons

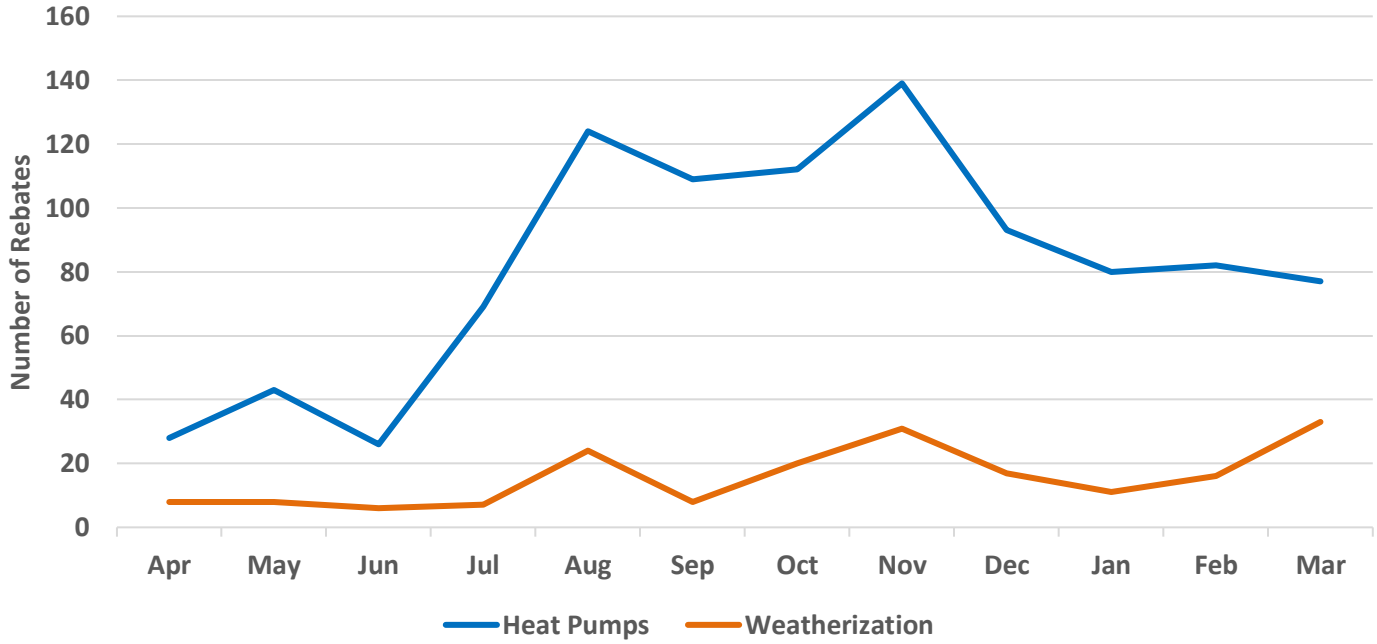


### Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	5,075	3,951	3,712	3,907	4,877	5,453	10,567
2	Heat Pumps - 2nd Indoor Units	0	0	747	1,811	2,448	2,626	5,262
3	Air Sealing	1,738	1,361	1,045	817	1,068	922	766
4	Attic Insulation	796	866	698	552	877	775	717
5	Basement Insulation	622	487	402	304	676	607	595
6	Wall Insulation	159	199	196	145	298	231	243
7	Geothermal HP	76	50	69	15	21	28	24
8	Pellet Boiler	254	65	69	48	40	50	61
<b>Total Measures Installed</b>		<b>8,720</b>	<b>6,979</b>	<b>6,938</b>	<b>7,599</b>	<b>10,305</b>	<b>10,692</b>	<b>18,235</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)**

Low- and Moderate-Income Rebate Type	2020									2021			12-Month Totals
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Total Heat Pumps (\$2,000)	28	43	26	69	124	109	112	139	93	80	82	77	<b>982</b>
Total Weatherization	8	8	6	7	24	8	20	31	17	11	16	33	<b>189</b>
<b>Total LMI Measures</b>	<b>36</b>	<b>51</b>	<b>32</b>	<b>76</b>	<b>148</b>	<b>117</b>	<b>132</b>	<b>170</b>	<b>110</b>	<b>91</b>	<b>98</b>	<b>110</b>	<b>1,171</b>