

Residential Registered Vendor Monthly Newsletter September 8, 2021



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

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

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. Sealed Envelope
2. Maine Insulation Systems
3. Webb Insulation LLC dba Invictus Spray Foam

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

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

5) *Significant Changes to Weatherization Rebates* – Good news. We’re rolling out the following enhancements to our weatherization program:

#	For claims submitted prior to 9/3/2021	For claims submitted on or after 9/3/2021
1	Insulation rebates: <ul style="list-style-type: none"> • Low income: 80% up to \$2,000 per zone • Any income: 30% up to \$1,000 per zone 	Insulation rebates: <ul style="list-style-type: none"> • Low income: 90% up to \$9,000 per home • Any income: 30% up to \$3,000 per home
2	Air sealing rebates: <ul style="list-style-type: none"> • Low income: \$600 air seal/assessment • Any income: \$400 air seal/assessment (plus \$100 Next Step Bonus) 	Air sealing rebates: <ul style="list-style-type: none"> • Low income: \$600 air seal/assessment (no change) • Any income: \$500 air seal/assessment (Next Step Bonus discontinued)
3	Weatherization rebate lifetime limit: <ul style="list-style-type: none"> • Low income: 1 rebate/zone • Any income: 1 rebate/zone 	Weatherization rebate lifetime limit: <ul style="list-style-type: none"> • Low income: \$9,600 per building or townhouse • Any income: \$3,500 per building or townhouse
4	Building requirement: “Building is principal, year-round residence for occupants, not a seasonal, second, or vacation home.”	Building requirement: “Home is heated the entire heating season.”

5	Building requirement: “Installed in primary living area, not a garage or outbuilding.”	Building requirement: “Home is heated the entire heating season.”
6	Copy of invoice required.	All information collected on claim form (copy of invoice not required). <i>A sampling of projects will be selected for detailed information.</i>
7	Basement defined as “Basement or crawlspace ceiling.”	Basement defined as “Basement, crawlspace or other unconditioned space directly below a conditioned living area.”
8	Separate rebate claim forms for low income and any income.	One rebate claim form for low income and any income.
9	Co-op marketing funds of 50% up to \$5,000 per year for heat pumps only.	Co-op marketing funds of 50% up to \$5,000 per year for heat pumps and weatherization.
10	Scholarship of 50% of course/exam costs up to a maximum scholarship of \$500 per RRV employee for heat pump training only.	Scholarship of 50% of course/exam costs up to a maximum scholarship of \$500 per RRV employee for heat pump or BPI training.

We hope these changes help you to sell more weatherization jobs.

- 6) **Heat Pump Opportunity to Displace Propane Systems** – Our latest Residential New Construction Study found that 45% of new homes are heated with propane. Given that this is one of the most expensive ways to heat, promoting heat pumps to builders may help them offer homes that are less expensive to heat — and have air conditioning.
- 7) **Lily McVetty Joins Efficiency Maine Team** – Lily McVetty started August 16 as a Program Assistant supporting our residential programs. On a track to become a future Program Manager, Lily will observe all programs, learning best practices and building an understanding of Efficiency Maine's mission and processes. You may hear from Lily as she digs into her new role.
- 8) **Nemo Farshid Assumes Role as Technical Field Representative** – Nemo began as a Technical Field Representative as of August 9, supporting Quality Assurance inspections.
- 9) **Heat Pump Installation Training Opportunities** – The following courses are being offered by Efficiency Maine Registered Trainers.

Dates	Course Title	Location	Registration Information
10/18/2021 – 10/22/2021	Heat Pump Installer*	Maine Energy Marketers Association	Click for Course Information
11/8/2021 – 11/12/2021	Heat Pump Installer*	Maine Energy Marketers Association	Click for Course Information

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

10) Tip from the Field – Keeping basements dry: Contrary to popular belief, opening basement windows can actually increase basement relative humidity, and may cause condensation on cool surfaces, especially on warm days. Basement windows should be closed at all times.

11) Rebate Processing Tip – Legible entries in rebate claim forms ensure faster processing and rebate check delivery.

12) Tool of the Month – Our [Heat Pump User Tips brochure](#) is an excellent tool to help homeowners have the best experience possible with their heat pumps while optimizing energy savings. They're available for free to hand out to your customers. If you'd like a complimentary supply, just call our Call Center at **866-376-2463** and they'll get some in the mail to you. In the meantime, you can [download it here](#).

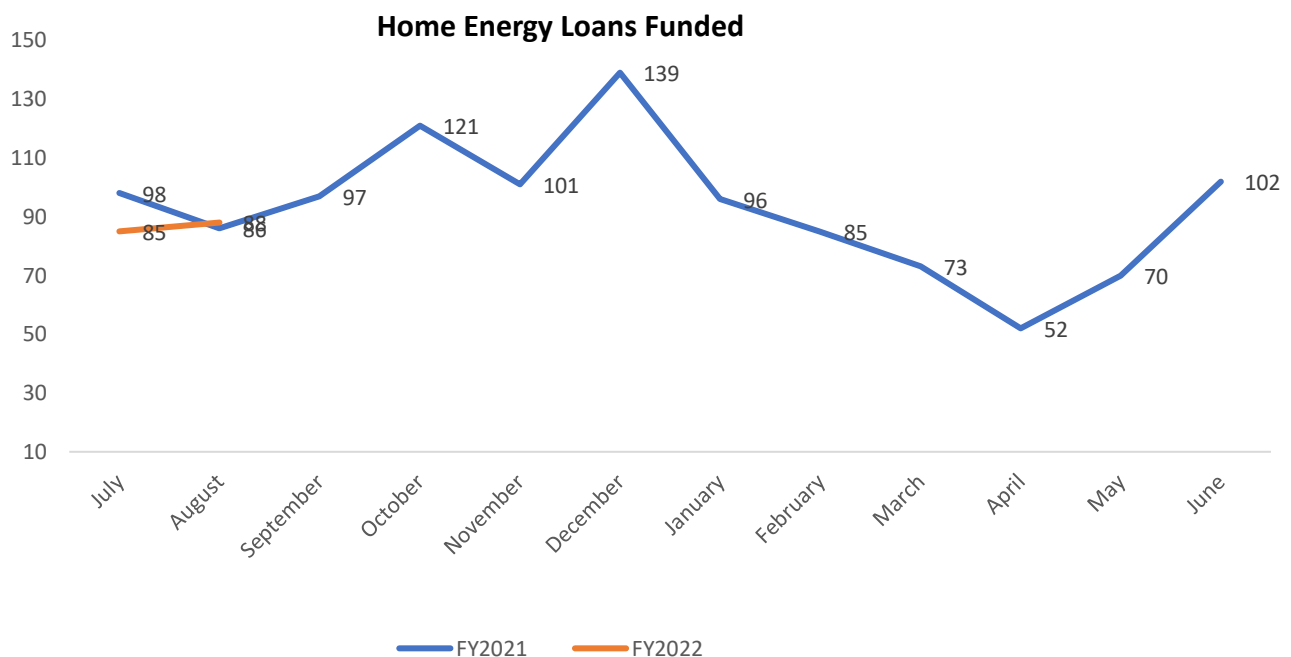
13) Fact of the Month – According to The Governor's Energy Office, heating oil prices have gone up 40% from August 2020 to August 2021.

14) July Loans up 2% Year-Over-Year and Year-to-Date Loans were down 6% – 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).

15) Promotional Opportunities – Efficiency Maine will be exhibiting at the **Maine Home Shows** (Bangor) on 10/9/2021 & 10/10/2021. We hope that you'll consider exhibiting too if you're able to. [Learn more here](#). The Common Ground Country Fair announced on September 1 that they've decided not to hold an in-person event this year.

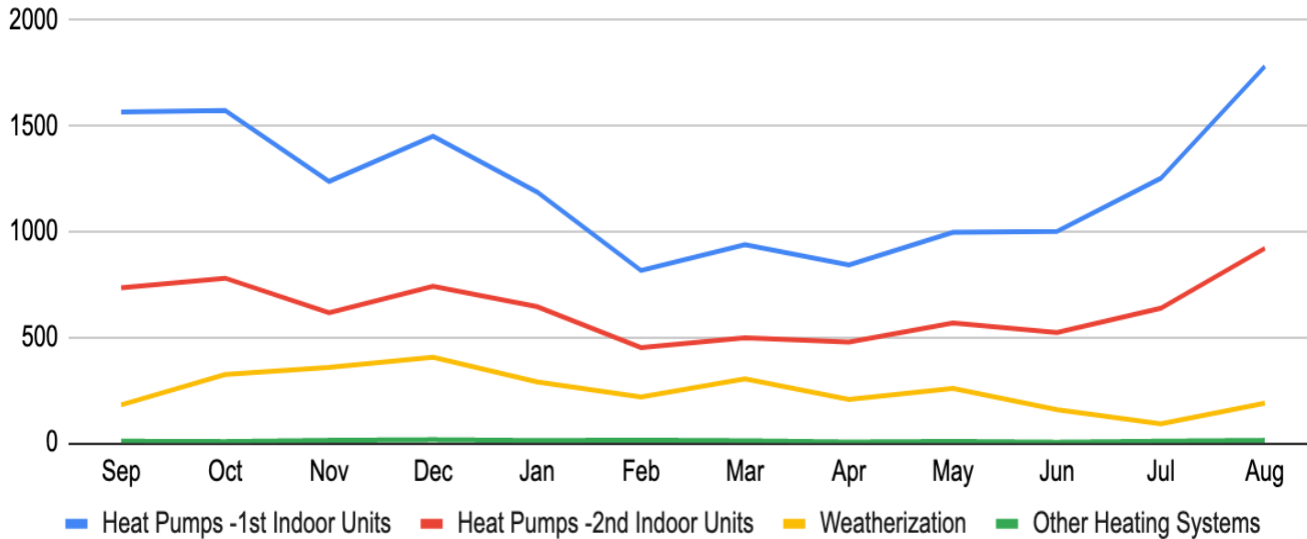
PROGRAM RESULTS

Energy Loans



Home Energy Savings Program (HESP)

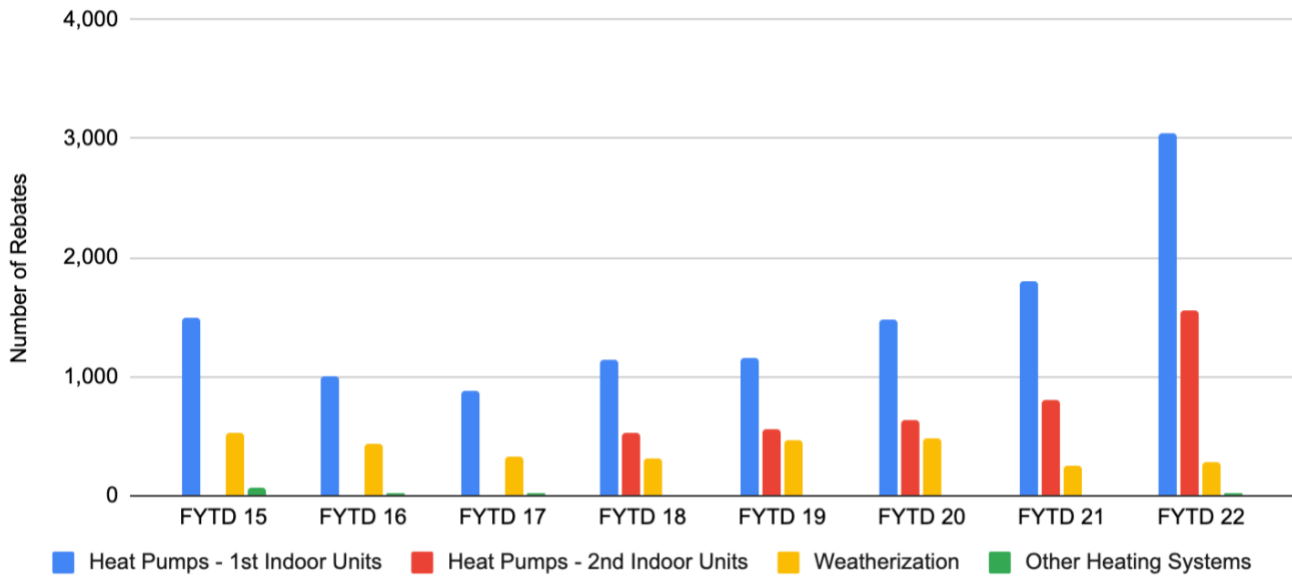
HESP Number of Rebates – Last 12 Months



HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2020				2021								Total
		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Jul	Aug	
1	Heat Pumps - 1st Indoor Units	1,567	1,574	1,238	1,452	1,188	816	939	843	997	1,001	1,253	1,783	14,651
2	Heat Pumps - 2nd Indoor Units	734	780	616	742	645	451	497	477	567	522	638	921	7,590
3	Air Sealing	54	115	123	134	84	75	93	71	89	45	28	58	969
4	Attic Insulation	65	91	104	124	95	67	100	63	92	45	28	65	939
5	Basement Insulation	44	88	96	99	80	57	77	50	54	50	25	47	767
6	Wall Insulation	17	30	34	49	30	18	33	21	23	17	9	18	299
7	Geothermal HP	0	3	2	3	5	5	4	0	1	0	3	2	28
8	Pellet Boiler	8	3	10	12	6	8	6	4	6	3	5	10	81
Total		2,489	2,684	2,223	2,615	2,133	1,497	1,749	1,529	1,829	1,683	1,989	2,904	25,324

Fiscal Year-to-Date Rebate Comparisons

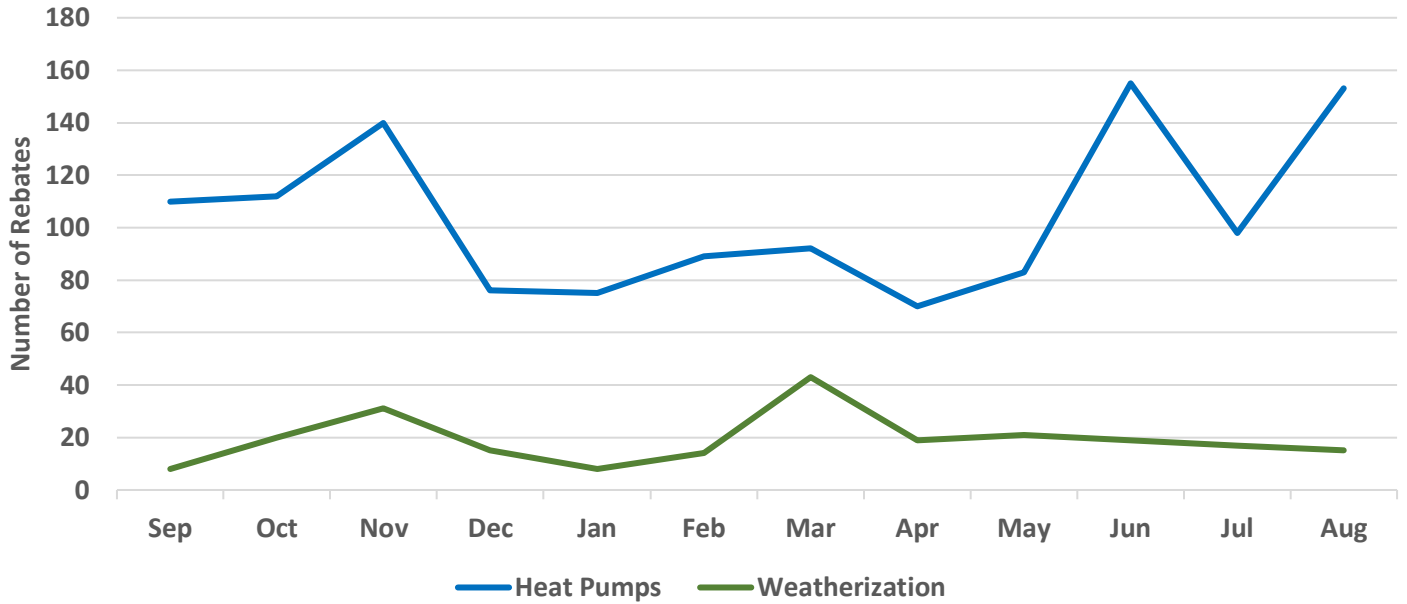


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21	FYTD 22
1	Heat Pumps - 1st Indoor Units	1,488	998	880	1,146	1,162	1,481	1,793	3,036
2	Heat Pumps - 2nd Indoor Units	0	0	0	532	552	632	797	1,559
3	Air Sealing	270	218	148	144	181	175	88	86
4	Attic Insulation	121	126	91	97	134	143	71	93
5	Basement Insulation	110	68	51	44	100	128	54	72
6	Wall Insulation	23	20	37	27	49	34	32	27
7	Geothermal HP	12	13	8	3	3	3	2	5
8	Pellet Boiler	61	10	6	2	4	6	8	15
Total Measures Installed		2,085	1,453	1,221	1,995	2,185	2,602	2,845	4,893

Low Income Program

12 Months of Rebates for Low- and Moderate-Income Mainers



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

Low- and Moderate-Income Rebate Type	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	June 2021	July 2021	Aug 2021	12 Month Totals
Heat Pumps	110	112	140	76	75	89	92	70	83	155	98	153	1,253
Weatherization	8	20	31	15	8	14	43	19	21	19	17	15	230
Total LMI Measures	118	132	171	91	83	103	135	89	104	174	115	168	1,483