

Residential Registered Vendor Monthly Newsletter January 13, 2021



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

1. Evergreen Home Performance
2. 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. Sealed Envelope

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

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

5) *Heat Pump Water Heater Instant Discount at Home Depot Reduced from \$850 to \$500 –*

Effective 1/1/2021 we've changed our instant discount on heat pump water heaters at Home Depot from \$850 to \$500. Our [\\$750 mail-in rebate](#) and [\\$750 instant discount at participating distributors](#) remain unchanged. As before, the instant discount at Home Depot cannot be combined with the mail-in rebate.

6) *PDF Version of Annual Heat Pump Basics Training Now Available Online –* We've added a PDF version of our Annual Heat Pump Basics training video to our website. We hope you find it to be a useful reference tool for your installers. [Click here](#) to download it.

Note, to get the Annual Heat Pump Basics certificate required to be a Residential Registered Vendor, you'll still need to view the [one-hour video](#). Please reference [this web page](#) for troubleshooting guidance if you are having difficulty accessing the training video.

7) Oil Boiler/Furnace Instant Discount Ending – Due to funding constraints, we are ending our instant discount on oil boilers/furnaces on 1/31/2021.

Instant discounts will continue to be available for:

- a. heat pump water heaters (\$500 through Home Depot and \$750 through participating distributors)
- b. ECM circulator pumps (\$75-\$250)
- c. natural gas on-demand water heaters (\$300), and
- d. natural gas combi boilers (\$300)

8) Efficiency Maine Issues Triennial Plan V Request for Information – The Trust is beginning the process of developing its next three-year plan (Triennial Plan V) for the period beginning July 1, 2022.

To make the best possible plan, we are asking interested parties to share their analysis and perspectives with us about the implementation strategies, priorities, and metrics. To this end, the Trust is issuing a Request for Information (RFI) asking for input on a wide range of topics related to the plan. Please click [here](#) to reach the link to the RFI questions and to find the online form for submitting your responses. The deadline to submit responses is April 9, 2021.

Trust staff will develop the plan giving consideration to all comments received. After the Trust has completed a draft of the plan, there will be another opportunity for stakeholders to comment. Interested parties will have until late July 2021 to submit final comments on the draft plan.

The Board of Trustees will review and approve a revised draft in the summer. The Trust aims to file the Triennial Plan at the Maine Public Utilities Commission in September of this year. Additional input on the plan may be provided through the process at the Commission.

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

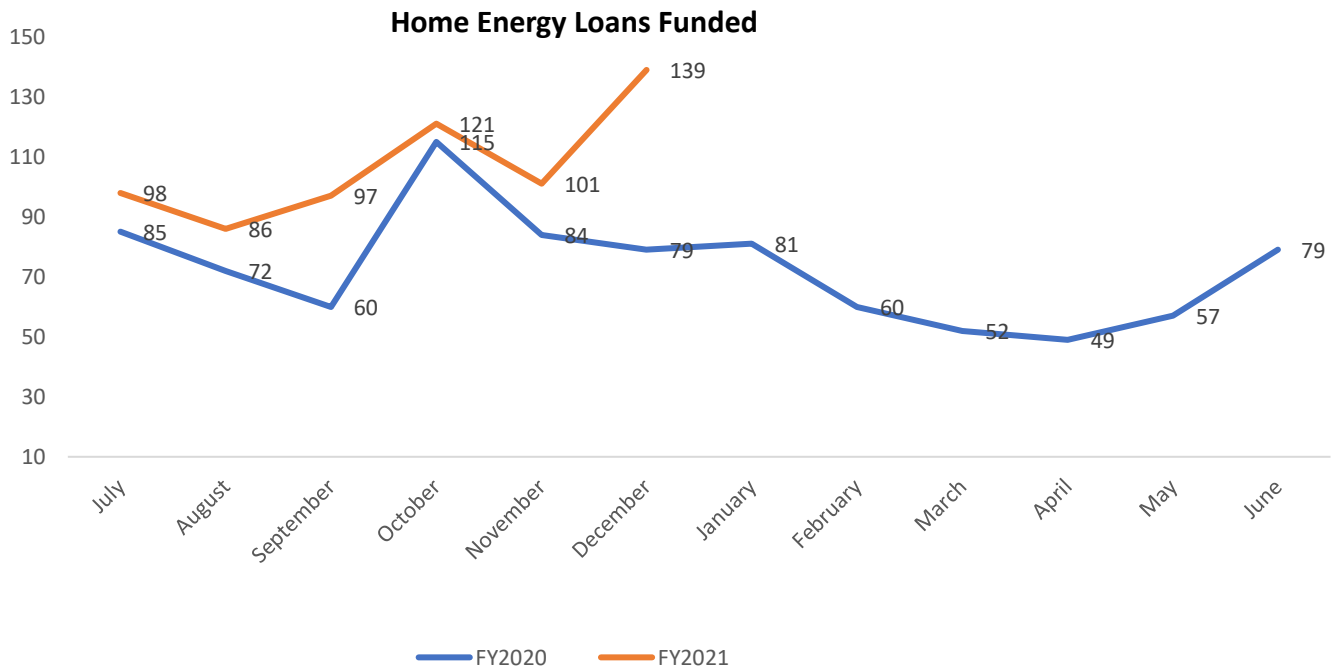
Dates	Course Title	Location	Registration Information
2/22/2021 – 2/26/2021	Heat Pump Installation	Maine Energy Marketers Association	Click for Course Information
3/1/2021 – 3/5/2021	Heat Pump Installation	Maine Energy Marketers Association	Click for Course Information
3/20/2021	EPS Section 308 Certification	UA Local 716	Click for Course Information
5/3/2021 – 5/7/2021	Heat Pump Installation	Maine Energy Marketers Association	Click for Course Information

10) Tip from the Field – We've heard from customers that they appreciate when Residential Registered Vendors arrive at their house with their COVID-19 masks on.

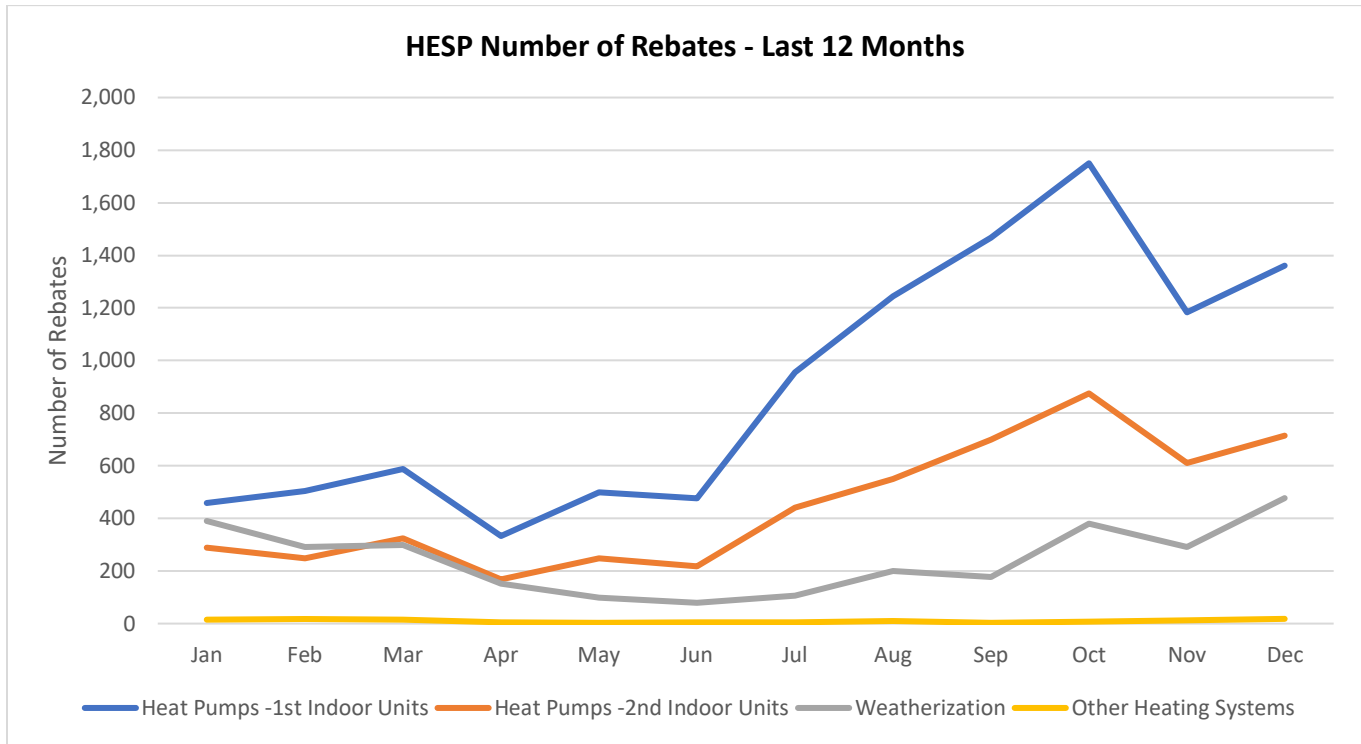
- 11) Rebate Processing Tip** – If a home is served by natural gas in any way, the homeowner is not eligible for Tier 2 heat pump rebates. This includes those homes that have a natural gas account but do not use natural gas for heating. Those homes are eligible for Tier 1 heat pump rebates.
- 12) Tool of the Month** – We have received valuable feedback on our Heat Pump Myths and Facts brochure and have incorporated it into the latest version. [Click here](#) to download it. If you'd like a free supply of printed copies, please call 866-376-2463 and we'll send some to you.
- 13) Fact of the Month** – Efficiency Maine Residential Registered Vendors are installing some of the most efficient heat pumps in the country. Approximately half of all rebated heat pumps have an HSPF of 12.5 or higher. By comparison, the minimum HSPF for ENERGY STAR® heat pumps is only 8.5.
- 14) December Loans up 76% Year-Over-Year and Year-to-Date Loans are 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



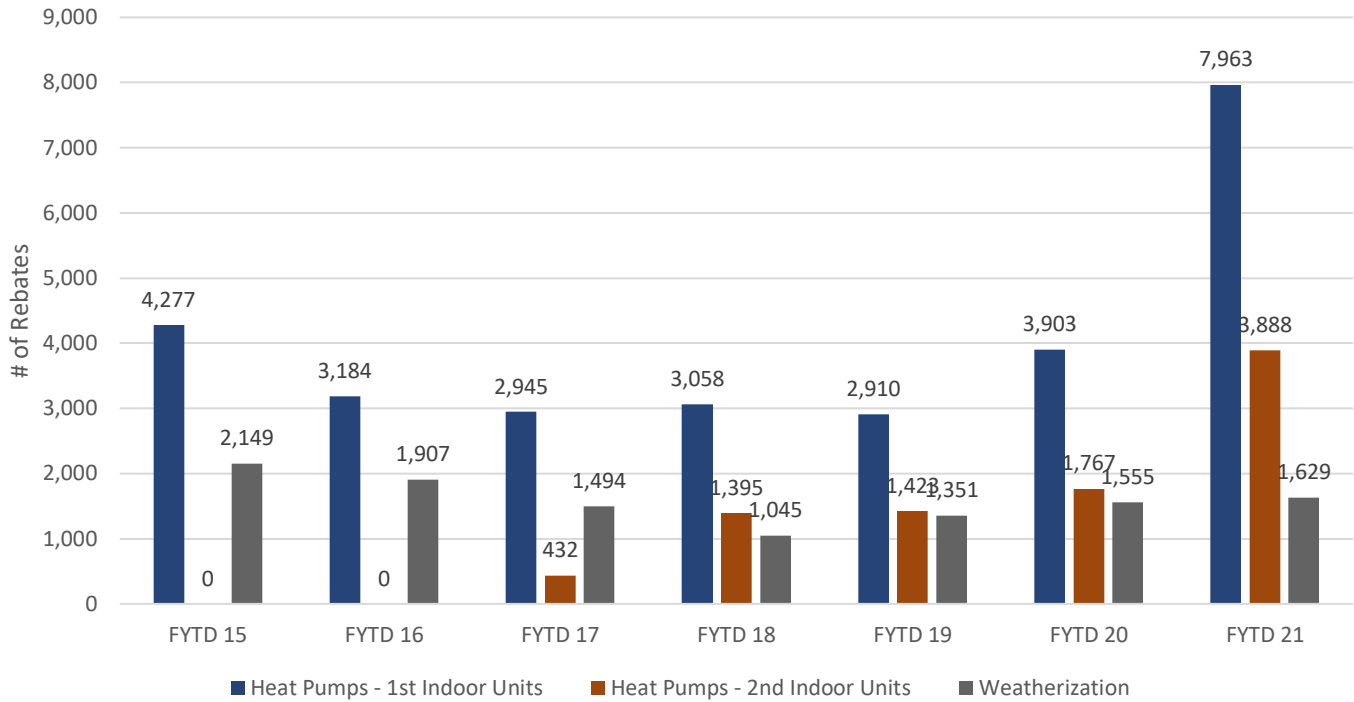
Home Energy Savings Program (HESP)



HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2020												Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
1	Heat Pumps - 1st Indoor Units	458	504	588	333	499	477	956	1,244	1,468	1,750	1,184	1,361	10,822
2	Heat Pumps - 2nd Indoor Units	289	247	323	168	248	218	440	550	698	875	610	715	5,381
3	Air Sealing	137	109	113	46	31	20	38	67	58	129	107	150	1,005
4	Attic Insulation	125	92	94	49	33	26	29	67	57	112	83	144	911
5	Basement Insulation	103	62	64	34	21	22	24	41	45	101	78	126	721
6	Wall Insulation	26	27	28	22	13	11	14	24	17	38	23	57	300
7	Geothermal HP	5	5	7	4	1	1	1	1	0	4	1	4	34
8	Pellet Boiler	6	7	2	1	2	3	5	8	3	4	11	14	66
Total		1,149	1,053	1,219	657	848	778	1,507	2,002	2,346	3,013	2,097	2,571	19,240

Fiscal Year To Date Rebate Comparisons

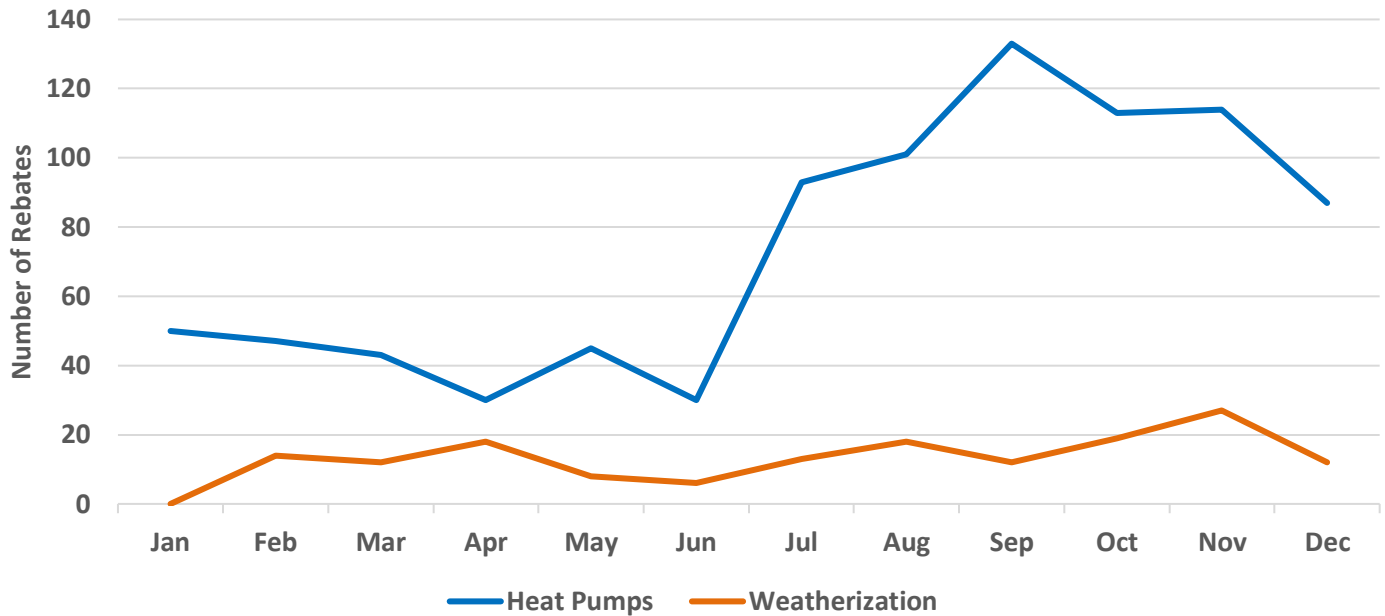


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	4,277	3,184	2,945	3,058	2,910	3,903	7,963
2	Heat Pumps - 2nd Indoor Units	0	0	432	1,395	1,423	1,767	3,888
3	Air Sealing	1,143	925	655	465	513	563	549
4	Attic Insulation	506	555	452	318	387	464	492
5	Basement Insulation	403	309	257	173	298	378	415
6	Wall Insulation	97	118	130	89	153	150	173
7	Geothermal HP	39	29	41	9	6	11	11
8	Pellet Boiler	201	50	48	37	22	35	45
Total Measures Installed		6,666	5,170	4,960	5,544	5,712	7,271	13,536

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												Program Totals
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Assessed Value Heat Pump (\$1,500-\$2,000)	38	38	34	24	34	25	76	91	117	99	99	74	749
LIHEAP/DHHS Qualified Heat Pump (\$2,000)	12	9	9	6	11	5	17	10	16	14	15	13	137
Heat Pumps	50	47	43	30	45	30	93	101	133	113	114	87	886
Low Income Air Sealing w/Assessment (\$600)	0	14	12	8	4	5	9	13	7	11	18	6	107
Low Income Attic Insulation (80% up to \$2,000)	0	0	0	5	3	1	2	1	1	4	3	3	23
Low Income Basement Insulation (80% up to \$2,000)	0	0	0	5	1	0	2	3	3	3	5	2	24
Low Income Wall Insulation (80% up to \$2,000)	0	0	0	0	0	0	0	1	1	1	1	1	5
Weatherization	0	14	12	18	8	6	13	18	12	19	27	12	159
Total AHI LMI Measures	50	61	55	48	53	36	106	119	145	132	141	99	1,045