

Residential Registered Vendor Monthly Newsletter December 8, 2021



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

1. Evergreen Home Performance
2. Horizon Residential Energy Services
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. Healthy Home Results

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

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

5) **Heat Pump Marketing Heats Up** – In response to strong funding in support of heat pump rebates, we're increasing our statewide marketing presence. In addition to aggressive Google search advertising, we'll be starting print advertising in January from Presque Isle to Kittery.

6) **Website Projects Now Eligible for Co-op Marketing Funds** – We recently updated our [Co-op Marketing Reimbursement Request](#) form to include website creation/development. Residential Registered Vendors may request reimbursement for 50% of website development costs up to an annual cap of \$5,000.

7) **Personnel Changes** – We are pleased to announce that Cari Tillson has moved to the Residential Registered Vendor Support Specialist position. She was replaced as the Quality Assurance Supervisor by Raymond Prebble.

8) **Tip from the Field** – When training homeowners on heat pump use, it's important to differentiate between the two "auto" settings. While auto **FAN** is a good initial choice, auto **MODE** may result in unintended heating on a cool summer night or cooling on a sunny winter afternoon.

9) **Rebate Processing Tip** – One of the top drivers of delayed rebates is incomplete installation dates. Please be sure to include the year as part of the date.

10) Tool of the Month – We regularly update our [Compare Home Heating Costs](#) web tool to reflect current heating costs for common fuels and equipment. This may be a helpful tool for you to use when proposing projects to homeowners during times like these when fuel costs vary widely from month to month. You'll find the tool [here](#).

11) Fact of the Month – According to the US Census, there are approximately 560,000 occupied homes in Maine. As of June 30, 2021, Efficiency Maine has rebated the weatherization of approximately 13,000 homes. Being a state with leaky old housing stock, cold weather, expensive heating fuels, and a strong Yankee savings ethic, there's no shortage of homes that need weatherizing.

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

Dates	Course Title	Location	Registration Information
1/3/2022 – 1/7/2022	Heat Pump Installer*	Kennebec Valley Community College	Click for course information
3/7/2022 – 3/11/2022	Heat Pump Installer*	Kennebec Valley Community College	Click for course information
3/21/2022 – 3/25/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information
5/2/2022 – 5/6/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information
7/18/2022 – 7/22/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information
8/8/2022 – 8/12/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information
9/26/2022 – 9/30/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information
12/26/2022 – 12/23/2022	Heat Pump Installer*	Maine Energy Marketer's Association	Click for course information

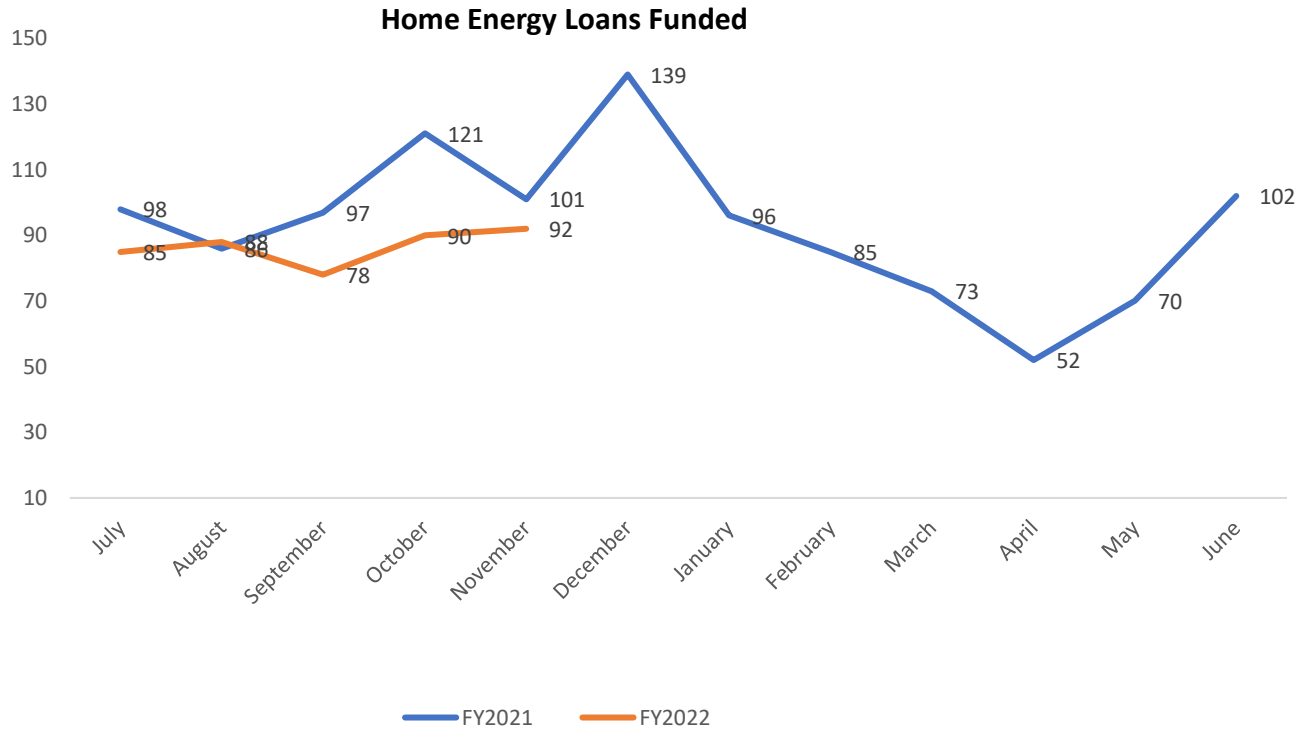
* Eligible for [Efficiency Maine scholarship](#) (50% up to \$500)

13) November Loans Down 9% Year-Over-Year and Year-to-Date Loans Were Down 14% – 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 follow on next page)

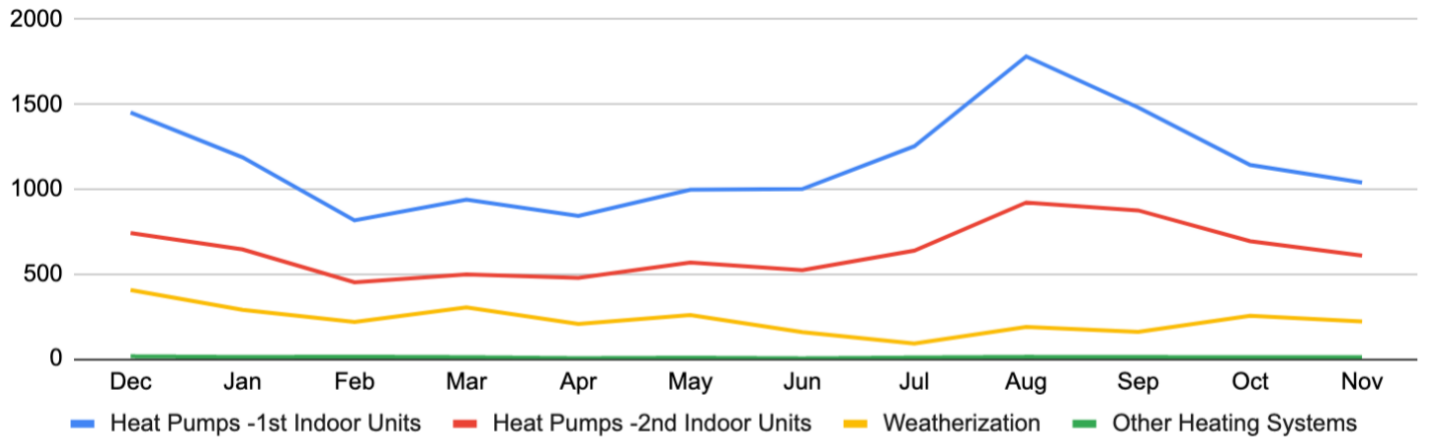
PROGRAM RESULTS

Energy Loans



Home Energy Savings Program (HESP)

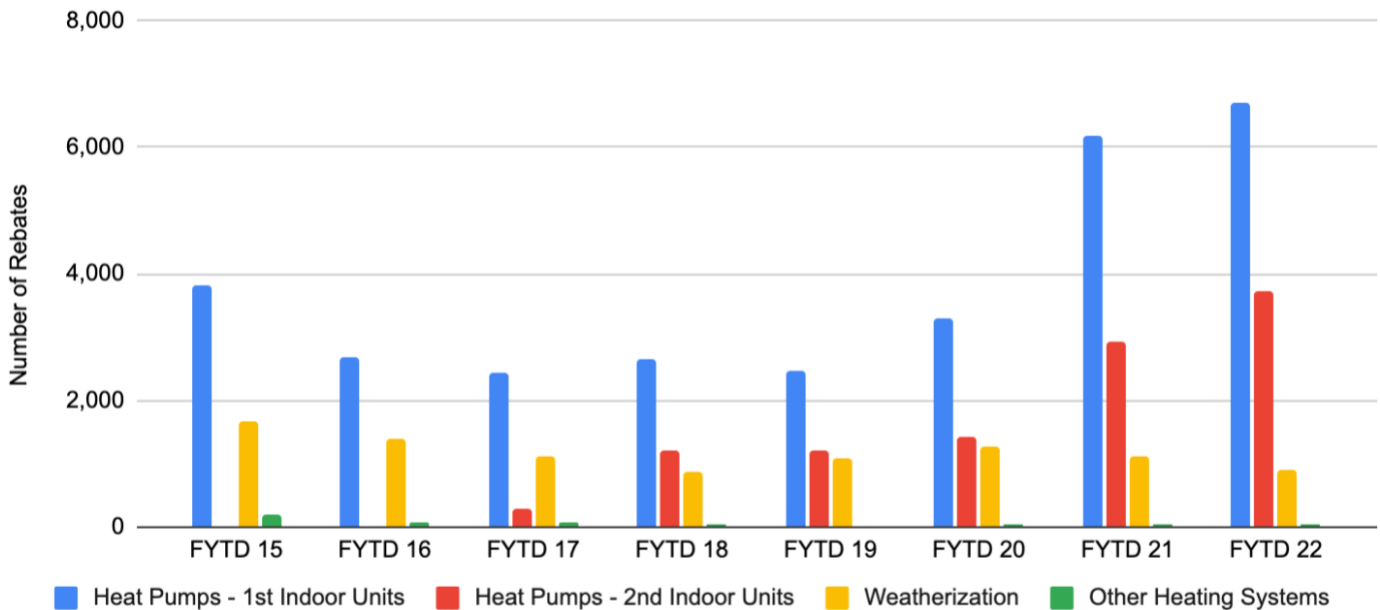
HESP Number of Rebates – Last 12 Months



HESP Number of Rebates – Last 12 Months (DETAILS)

HESP Rebate Type	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	June 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	TOTAL
1 Heat Pumps - 1st Indoor Units	1,452	1,188	816	939	843	997	1,001	1,253	1,783	1,482	1,143	1,040	13,937
2 Heat Pumps - 2nd Indoor Units	742	645	451	497	477	567	522	638	921	875	693	609	7,637
3 Air Sealing	134	84	75	93	71	89	45	28	58	48	70	53	848
4 Attic Insulation	124	95	67	100	63	92	45	28	65	50	85	80	894
5 Basement Insulation	99	80	57	77	50	54	50	25	47	41	72	59	711
6 Wall Insulation	49	30	18	33	21	23	17	9	18	20	27	28	293
7 Geothermal HP	3	5	5	4	0	1	0	3	2	1	2	1	27
8 Pellet Boiler	12	6	8	6	4	6	3	5	10	10	7	9	86
TOTAL	2,615	2,133	1,497	1,749	1,529	1,829	1,683	1,989	2,904	2,527	2,099	1,879	24,433

Fiscal Year-to-Date Rebate Comparisons

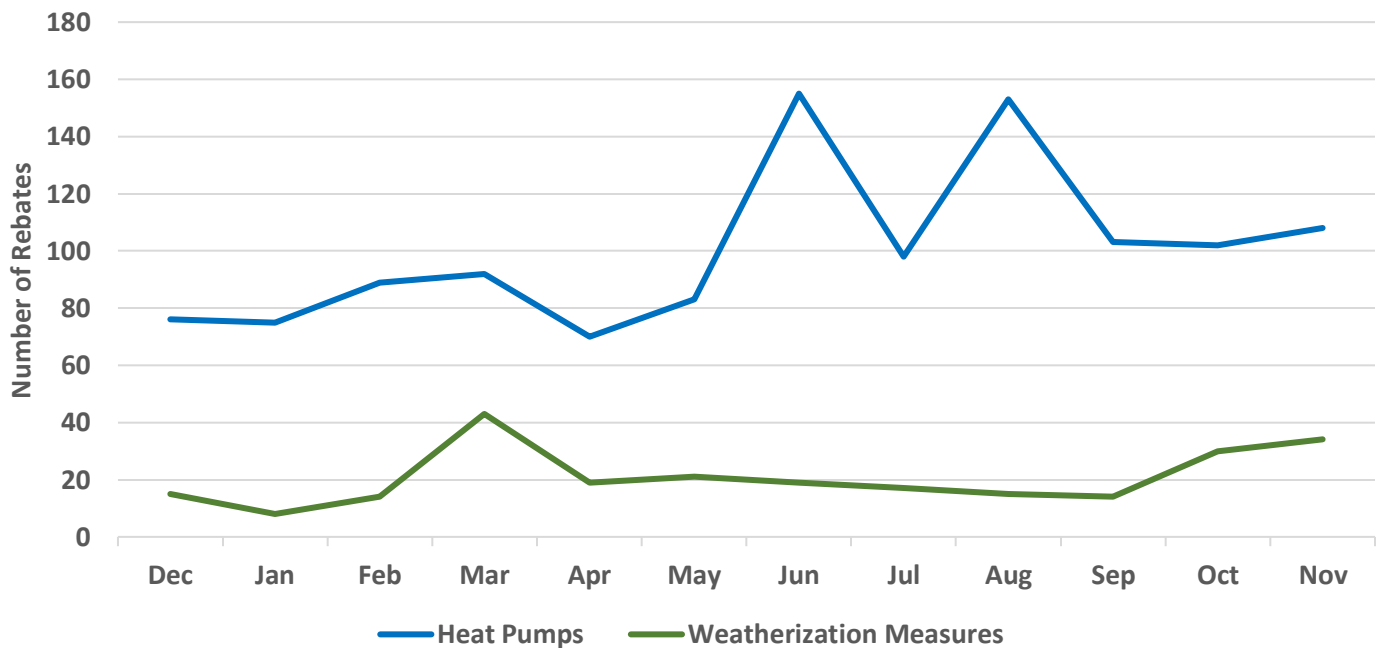


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	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	3,813	2,677	2,442	2,641	2,473	3,300	6,172	6,701
2	Heat Pumps - 2nd Indoor Units	0	0	279	1,204	1,198	1,430	2,927	3,736
3	Air Sealing	895	683	495	386	418	449	380	257
4	Attic Insulation	380	389	350	265	306	378	331	308
5	Basement Insulation	306	218	176	144	222	315	282	244
6	Wall Insulation	77	86	100	73	126	130	113	102
7	Geothermal HP	34	26	28	8	6	9	7	9
8	Pellet Boiler	172	42	35	32	19	23	29	41
Total Measures Installed		5,677	4,121	3,905	4,753	4,768	6,034	10,241	11,398

Low Income Program

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



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

Low- and Moderate-Income Rebate Type	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	June 2021	July 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	12 Month Totals
Heat Pumps	76	75	89	92	70	83	155	98	153	103	102	108	1,204
LMI Air Sealing w/Assessment (currently \$600)	7	4	6	27	13	11	9	7	9	6	16	22	137
LMI Attic Insulation (currently 90% up to \$9,000)	3	4	3	9	2	7	7	5	3	2	7	6	58
LMI Basement Insulation (currently 90% up to \$9,000)	3	0	4	6	4	1	3	4	3	4	6	4	42
LMI Wall Insulation (currently 90% up to \$9,000)	2	0	1	1	0	2	0	1	0	2	1	2	12
Weatherization Measures	15	8	14	43	19	21	19	17	15	14	30	34	249
Total LMI Measures	91	83	103	135	89	104	174	115	168	117	132	142	1,453