

**Efficiency Maine  
Small Business Initiative  
RFP# EM-010-2019  
Responses to Questions**

1. Which regions will be covered by the program for each of the three upcoming years? Are there any regions that are not being considered? If so, why?

***Answer: Regions for FY's 2020 through 2022 have not yet be determined. The program has historically targeted rural and more remote areas of the State; the Trust anticipates expanding the program to more densely populated areas during the Triennial Plan IV period. The program may accelerate inclusion of an area served to meet Non-Transmission Alternative needs or reduce grid constraints. In those cases, the Trust may apply additional measures or larger business-size criteria.***

2. Once launched, do implementation regions stay open with no further marketing efforts OR do they close? If yes, will the program marketing efforts continue in these areas?

***Answer: Marketing efforts in all Regions continue throughout the customer recruiting phase.***

3. Which regions offer on-electricity-bill financing?

***Answer: Regions within the Emera's service territory may include on-bill financing.***

4. The RFP specifies that the delivery team is involved in selecting the product supplier. How are lighting/electrical installation contractors procured/selected for the program? What will be the delivery team's role in this process?

***Answer: Lighting installation contractors are a subset of the Efficiency Maine's Qualified Partner network and the delivery team's role is to procure, train and support them.***

5. The RFP outlines marketing strategies and activities for the program. Who is responsible for executing these: the delivery team or the Trust?

***Answer: Both the Trust and the delivery team execute the marketing and outreach activities.***

6. Is the breakdown of current year expenses (85% incentives, 14% administrative costs, 1% marketing) specific to this program or to the Trust's full portfolio? If the latter, can you provide a breakdown specific to this program?

***Answer: The current Small Business Initiative breakdown of expenses through January 31, 2019 is 84% incentives, 14% administrative cost (delivery) and 2% marketing.***

7. How many upgrades were completed for participants under 25 kW in each year of Triennial plan period III?

***Answer:***

Small Business Initiative Completed Projects		
FY2017	FY2018	FY2019 <sup>1</sup>
266	257	220
<sup>1</sup> Through 01/31/2019		

- a. Of these upgrades, how many of each measure have been installed through the program each year?

**Answer:**

Small Business Initiative Measures	Installed Quantity		
	FY2017	FY2018	FY2019 <sup>1</sup>
L60 Controls for LED Systems	5	24	0
L70 Occupancy Sensors for LED Systems	5	0	0
L71 Vacancy Sensors for LED Systems	21	0	0
S110 LED Replacement Lamps	1,349	2,377	1,022
S11R Outdoor Pole-Mounted LED Streetlight or Parking Fixture	63	100	64
S13R Outdoor Wall-Mounted & LED Area Fixture (Wallpack)	218	415	197
S17R LED Canopy or Parking Garage Fixtures	5	31	2
S21R Recessed/Surface/Pendant-Mounted LED Downlight	119	110	84
S23R LED Flood and Spot Lights	75	132	71
S30 Refrigerated Case LED Light Fixture	120	36	8
S32 Refrigerated Case LED Horizontal Light Fixture	2	10	0
S40 Screw-In LED Lamps	1,126	988	888
S51R Space Lighting Design with New Luminaires	2,106	1,400	1,197
S52 LED Retrofit Kits for Interior Luminaires	1,044	1,882	2,217
S6 Outdoor LED Mogul Screw-Base Replacement Lamps for	55	30	57
S61R High/Low Bay Design with New Fixtures	259	513	327
S64 LED High/Low Bay Mogul Screw-Base Replacement	4	33	25
S8 LED Retrofit Kits for Streetlights/Parking Lot Lights/Fuel	15	29	0
S81R Space Lighting Design with New Ambient Luminaires	4,435	4,030	1,802
S62 LED Retrofit Kits for High/Low Bays	0	16	0

<sup>1</sup>Through 01/31/19

8. Are the baseline/scoping assessments done by the same contractor as the installations or by a separate contractor?  
**Answer: In most cases the contractor performing the lighting assessment will also install the lighting measures defined in the scope of work.**
9. Does EMT have new territories already selected for the plan cycle? If so, where are they?  
**Answer: See the answer to question #1.**
10. Will the Trust conduct the initial marketing campaign in each region?  
**Answer: The Trust typically conducts the initial marketing campaign.**
11. Could you state who the existing implementer of the SBI program is? Have they been implementing the program since the 2013 pilot?  
**Answer: Since July 1, 2016 GDS Associates, Inc. has been the SBI Initiative's delivery team.**
12. Have the previous SBI programs achieve their saving goals?  
**Answer: Metric's such as energy savings targets and program budgets can be found [here](#). Annual program results can be found [here](#).**

13. May bidders offer non-lighting measures (Refrigeration, DCV Fan Control, Water Heater Temp Reset Controllers, etc.)?

**Answer: Bidders should focus on cost-effective LED lamps and fixtures (including controls) for interior and exterior applications. In years 2 and 3 of the proposed Tri-plan IV, the Trust will explore offering retrofit ductless heat pump measures using Regional Greenhouse Gas Initiative (RGGI funds).**

14. On page 6 of the RFP, Section 2.1, 1<sup>st</sup> bullet states that “The Trust prefers market-based program where customers select their own prescriptive measures and installer...” This statement appears to contradict the statement under Section 2.3, Program Design, on top of page 9: “Customers are not required to identify opportunities or identify contractors, simplifying the process and allowing customers without in-house project management to participate.” Please clarify this contradiction.

**Answer: The SBI Initiative is delivered through turn-key approach utilizing Maine-based installation contractors (market-based). Customers may choose from the list of these contractors (self-selected). A free, no obligation lighting assessment is performed by the selected contractor who will provide a scope of work. From that scope of work, the customer may choose which measures they wish to proceed with installation. This process allows for customers without in-house project management an opportunity to participate.**

15. Who is the existing call center contractor?

**Answer: Savi-Links based in Brunswick Maine currently serves as the Efficiency Maine call center contractor.**

16. May we use our own in-house call center?

**Answer: As stated in the RFP, (Section 3 – Task 5) “the winning bidder must work cooperatively with the Trust’s call center .....”**

17. May we leverage our existing national relationships with material suppliers or does the Trust require a "Request for Pricing" process?

**Answer: The Trust’s preference is to leverage Maine-based distributors for procurement of the LED lighting products.**

18. Would the Trust be open to other billing arrangement besides Time and Materials (Fixed Unit Pricing, for example)?

**Answer: Bidders may propose other billing arrangements however the Trust intends to structure the contracts on a Time and Materials bases with a not-to exceed maximum budget.**

19. Regarding the budget and goals table in section 1.6 of the RFP, please confirm the total implementation budget in FY2020 is \$2,682,000 and the corresponding electric energy savings goal is only 1,872 MWh. This would amount to \$1.43/kWh (are you really paying

that much?). It seems there may be an order of magnitude error in cell I11 on the 'Performance Metrics Source' worksheet in Appendix B of the Triennial Plan IV filing.

***Answer: Defined in the Trust's Tri-plan IV Appendix B, the SBI proposed budget for FY2020 is \$2,682,000 and the savings metric is 1,872 MWh. The cost per kWh over the lifetime of the installed measure's is \$0.11/kWh.***

20. Does the \$2,682,000 annual budget include any copay assumptions?

***Answer: Customer co-pays are not included in the annual budgets.***