

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



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

1. Evergreen Home Performance
2. Seal It Insulation Systems
3. Horizon Homes

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. Facility Management Group, Hole in Your Bucket Audits (tie)

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

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

5) *HSPF Change for Heat Pumps for Low- and Moderate-Income Households* – Effective Immediately: Due to significant supply constraints, Efficiency Maine is granting a waiver to allow for the installation of qualifying heat pump units with an HSPF as low as 12.5, rather than the requirement of 13 or greater, until 9/30/2021 for the Low- and Moderate-Income rebate of \$2,000. All other requirements remain unchanged.

6) *Kudos to Heat Pump Installers* – In May and June Efficiency Maine conducted three focus groups of heat pump rebate recipients (22 total participants) to learn about their experience with their heat pumps. During the focus groups, many participants offered unprompted praise for the installers they worked with. They were particularly grateful for the time installers spent teaching them how to use their heat pumps and maximize their savings by prioritizing the heat pumps over central heating systems. Kudos to all of you for providing such excellent service.

7) *Heat Pump Water Heater Rebate Increased to \$850* – Effective July 1, 2021 the heat pump water heater mail-in rebate and distributor instant discount have increased from \$750 to \$850. We hope this helps to keep heat pump water heaters competitive with electric resistance units as retail prices rise.

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

Dates	Course Title	Location	Registration Information
8/23/2021 – 8/27/2021	Heat Pump Installer*	Kennebec Valley Community College	Click for Course Information
8/28/2021	EPA 608 Test	Kennebec Valley Community College	Click for Course Information

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

9) **Tip from the Field** – It's acceptable if a homeowner wants to finish up aspects of a job, but a Residential Registered Vendor should not sign the rebate claim form until all requirements are met. For example, if a homeowner says they'll install the rain cap on a heat pump themselves, the form should be signed only after the cap is installed.

10) **Rebate Processing Tip** – Rebate checks are now disbursed directly from the bank to the customer for faster payments. In the past, rebates were transferred from the bank to Efficiency Maine, and then to the customer.

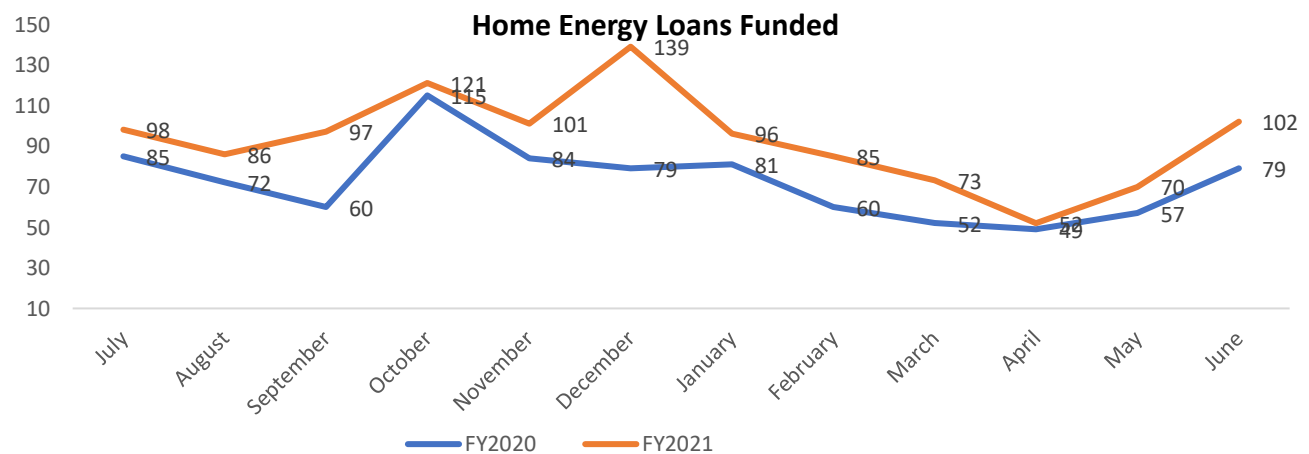
11) **Tool of the Month** – Many homeowners don't fully understand the benefits of weatherization and many misperceptions about weatherization also persist. Efficiency Maine's [Weatherization Myths and Facts](#) flyer can help to counteract the most common misperceptions about weatherization. If you'd like a free supply, please call our call center at 866-376-2463 and we'll send you as many as you need. You can also download it [here](#).

12) **Fact of the Month** – Good news: July 1 was the beginning of the new fiscal year, and our programs are funded at similar levels to last year.

13) **June Loans up 29% Year-Over-Year and Year-to-Date Loans were up 28%** – 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).

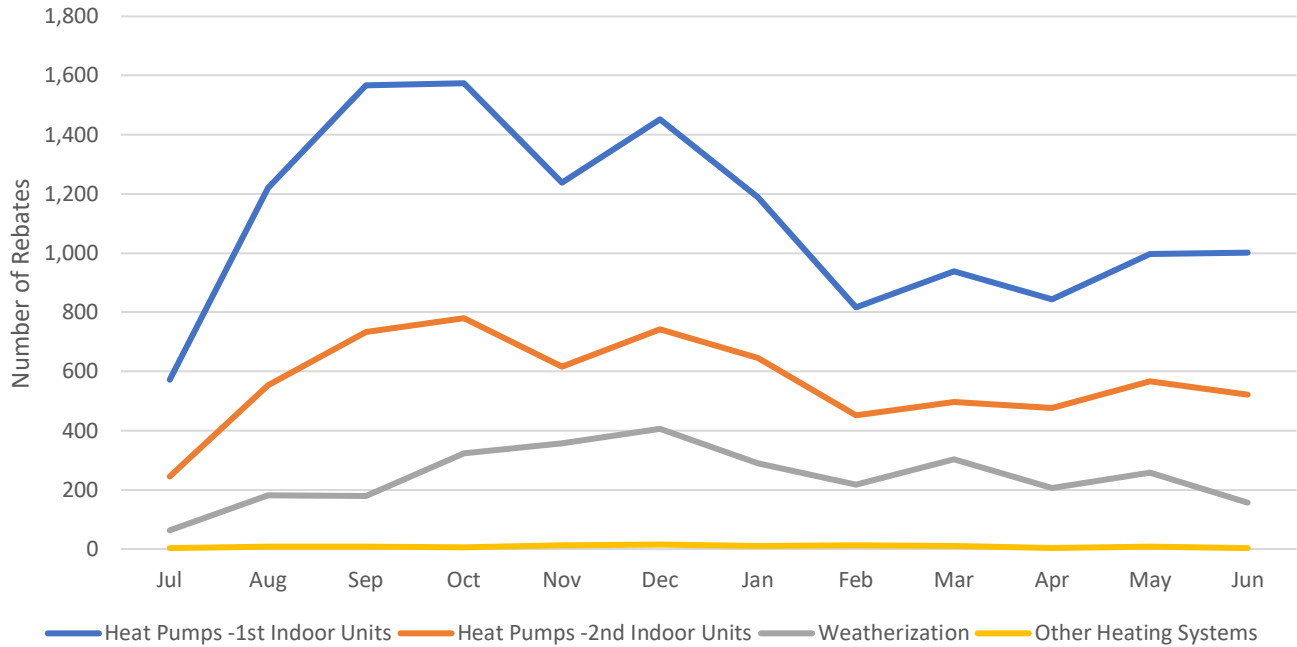
PROGRAM RESULTS

Energy Loans



Home Energy Savings Program (HESP)

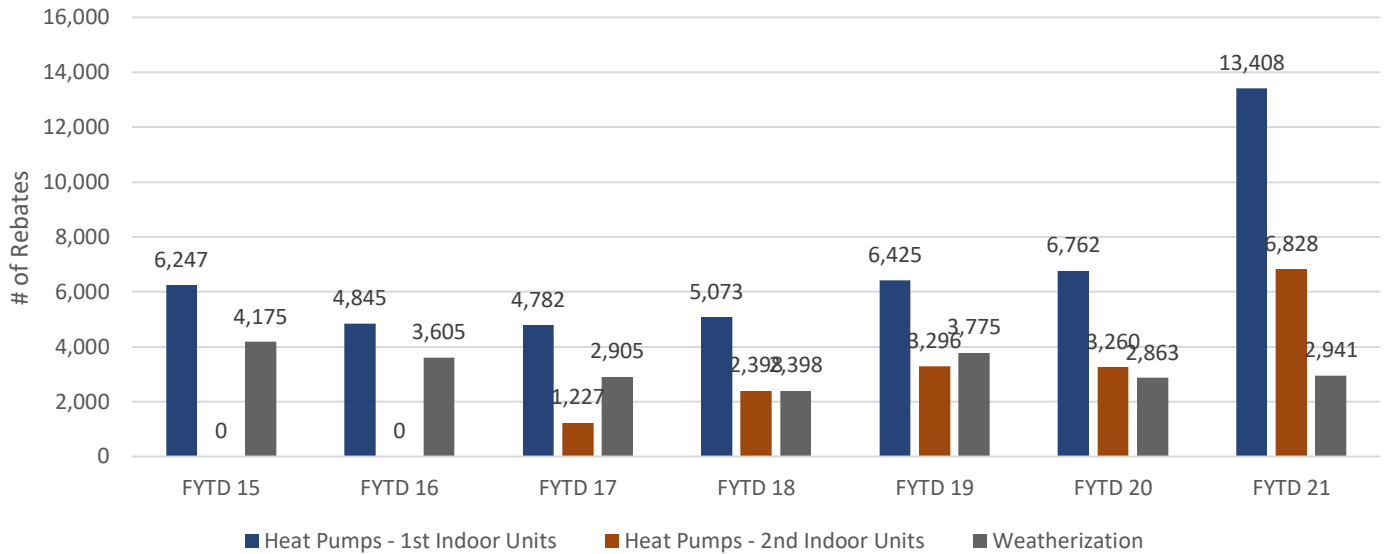
HESP Number of Rebates - Last 12 Months



HESP Number of Rebates – Last 12 Months (DETAILS)

#	HESP Rebate Type	2020						2021						Total
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
1	Heat Pumps - 1st Indoor Units	572	1,221	1,567	1,574	1,238	1,452	1,188	816	939	843	997	1,001	13,408
2	Heat Pumps - 2nd Indoor Units	245	552	734	780	616	742	645	451	497	477	567	522	6,828
3	Air Sealing	21	67	54	115	123	134	84	75	93	71	89	45	971
4	Attic Insulation	17	54	65	91	104	124	95	67	100	63	92	45	917
5	Basement Insulation	16	38	44	88	96	99	80	57	77	50	54	50	749
6	Wall Insulation	9	23	17	30	34	49	30	18	33	21	23	17	304
7	Geothermal HP	1	1	0	3	2	3	5	5	4	0	1	0	25
8	Pellet Boiler	2	6	8	3	10	12	6	8	6	4	6	3	74
Total		883	1,962	2,489	2,684	2,223	2,615	2,133	1,497	1,749	1,529	1,829	1,683	23,276

Fiscal Year To Date Rebate Comparisons

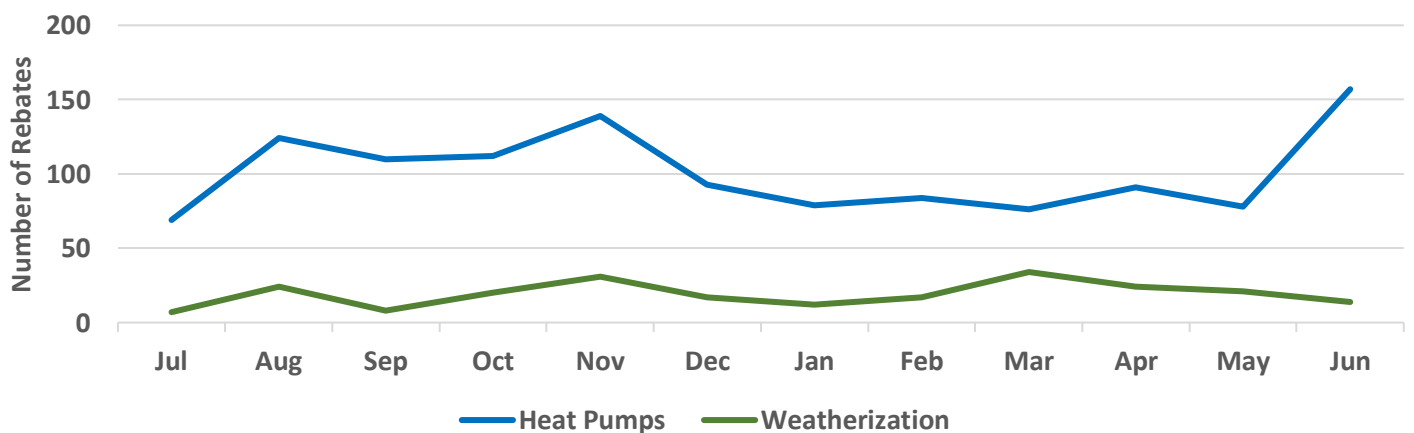


Fiscal Year-to-Date Rebate Comparisons (DETAILS)

#	HESP Rebate Type	FYTD 15	FYTD 16	FYTD 17	FYTD 18	FYTD 19	FYTD 20	FYTD 21
1	Heat Pumps - 1st Indoor Units	6,247	4,845	4,782	5,073	6,425	6,762	13,408
2	Heat Pumps - 2nd Indoor Units	0	0	1,227	2,398	3,296	3,260	6,828
3	Air Sealing	2,153	1,662	1,288	1,061	1,382	1,019	971
4	Attic Insulation	1,056	1,085	871	726	1,124	883	917
5	Basement Insulation	757	601	496	424	883	684	749
6	Wall Insulation	209	257	250	187	386	277	304
7	Geothermal HP	98	67	79	18	24	34	25
8	Pellet Boiler	287	76	86	55	42	56	74
Total Measures Installed		10,807	8,593	9,079	9,942	13,562	12,975	23,276

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	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	June 2021	12 Month Totals
Heat Pumps	69	124	110	112	139	93	79	84	76	91	78	157	1,212
Weatherization	7	24	8	20	31	17	12	17	34	24	21	14	229
Total LMI Measures	76	148	118	132	170	110	91	101	110	115	99	171	1,441