

# Energy Efficiency Helping Maine

## Evergreen Home Performance

Case Study

# 4

*“Maine faces some pretty significant energy problems because of our old, inefficient homes, most of which are still burning oil. But this is also a golden opportunity. Using energy efficiency, we can help Maine decrease our dependence on foreign oil while cutting household expenditures in these tough economic times.”*

– Richard Burbank, Owner,  
Evergreen Home Performance



A year ago, in December 2009, this 1980's raised ranch was the first home to qualify for an Efficiency Maine Home Energy Savings Program incentive of \$1,500 for completing an energy efficiency project estimated to save at least 25%. This Camden family is very happy with the work Evergreen Home Performance of Rockland did, and are saving money while being much more comfortable in their home. Here is their story.

For more case studies in this series, visit [www.nrcm.org](http://www.nrcm.org)



# Energy Efficiency Helping Homeowners



## At a glance

### Challenges

- Heat loss and ice damming
- Moisture in basement
- Mold in bathroom from spotty insulation
- Air leakage and drafts
- High energy bills

### Solutions

- Air seal attic
- Upgrade attic insulation to R-60
- Seal and insulate pull-down stairs
- Vent kitchen range exhaust to outside
- Insulate foundation
- Install programmable thermostat
- Install low flow showerhead

### Financial Analysis

- Project Cost: \$6,575
- Efficiency Maine Incentive: \$1,500
- Projected Savings: about \$900 per year (300 gallons of propane)
- Energy Reduction: 36% of heating and hot water usage (and air leakage dropped by 37%)

## A Home in Mid-coast Maine

Built in the 1980s, this home in Camden was in need of weatherization. A direct vent wall furnace burned over 850 gallons of propane annually and early inspection found numerous opportunities to reduce drafts and prevent heat from escaping. Warm air leaked into the cold attic through gaps in insulation, and poor moisture management led to a moldy spot above the bathroom and on the underside of the roof in the attic.



## What They Did

The attic was air sealed and the insulation upgraded to R-60, the pull-down stairs to the attic were sealed and insulated, and the kitchen range exhaust was vented to the outside. Additional improvements included insulating the basement foundation walls and installing a programmable thermostat and a low flow shower head.

## Results

Sealing up air leaks eliminated the mold, increased indoor air quality, and reduced heating costs. After the project was complete, air leakage was measured again and had dropped by more than a third! With significant potential savings, the family qualified for the Efficiency Maine Home Energy Savings Program and \$1,500 cash back. In 2010, they enjoyed their first year in their newly weatherized home. They saved about \$900 on their heating bill and found the house much more comfortable to live in. Thanks to the work of Evergreen Home Performance, the propane company lowered the family's budget plan for 2010-2011 by a quarter, yet they are still running a substantial credit for this season! The family is saving 36% on their heating and hot water usage—or roughly 300 gallons of propane each year. That's a savings of around \$900 each year!

*"The Efficiency Maine program helped make these necessary energy efficiency improvements affordable and I am very pleased with the work Evergreen Home Performance completed. I feel much more comfortable in my home and am already saving money on my energy bills!"*

- Homeowner in Camden

# Energy Efficiency Creating Jobs



## Evergreen Home Performance, Rockland

Evergreen Home Performance provides home energy evaluations and upgrades, including insulation, air sealing, and moisture and indoor air quality improvements. Since 2006, they have grown from a one-man operation to 15 employees working to evaluate and improve the energy efficiency of Maine homes.

## Saving Homeowners Money

As one of Maine's first Home Performance contractors, Evergreen is recognized statewide as an expert in evaluating and improving homes. The company is helping to reduce energy bills for Maine homeowners one house at a time. Their work can cut energy bills in half, and typically saves homeowners more than \$1,000 a year. In addition to significantly reducing oil consumption and lowering energy bills, Evergreen makes homes safer, more comfortable, and more valuable.

*"We cut our heating oil bills in half the first year! And my electricity bill is down by a third, as well. What more is there to say?"*

- a satisfied customer from Gardiner

## Recipe for Success

Even with the current economic downturn, especially in the construction industry, Evergreen has been hiring new workers, recently including three who were previously unemployed. Founder Richard Burbank has even offered training courses himself in order to help develop a workforce for Evergreen in this rapidly growing sector of Maine's economy. Evergreen's recipe for success is based on customer satisfaction, high quality equipment and workforce, and dedication to performance. The company sees Efficiency Maine as a critical partner, which is essential to fostering the long-term stability of the residential efficiency market. The program that is helping homeowners save so much energy and money runs out of funding in 2011. Evergreen will grow or shrink depending on whether this program can continue, with sustained funding.



*"Instead of sending their money out of the state or country to buy oil, my customers are helping me employ workers right here, making their homes more comfortable and efficient while keeping money in Maine's economy where it belongs."*

- **Richard Burbank**

Evergreen Home Performance  
owner and certified building  
performance specialist

## Location:

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[www.evergreenyourhome.com](http://www.evergreenyourhome.com)  
1 (877) 538-2244  
[info@evergreenyourhome.com](mailto:info@evergreenyourhome.com)

## Services:

- Home energy evaluation
- Energy improvements
- Insulation
- Air Sealing
- Indoor Air Quality

## Employees:

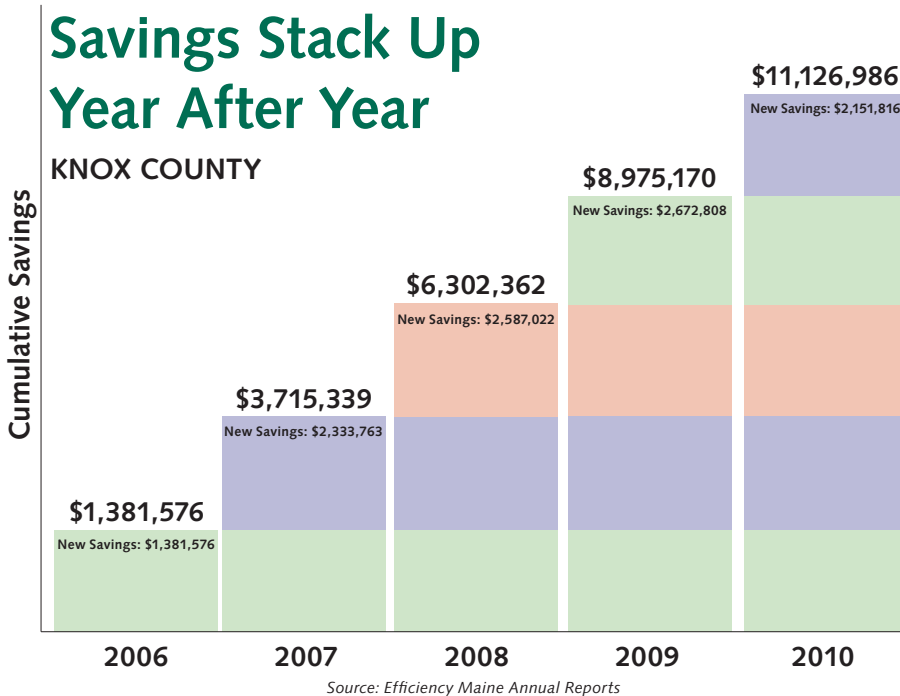
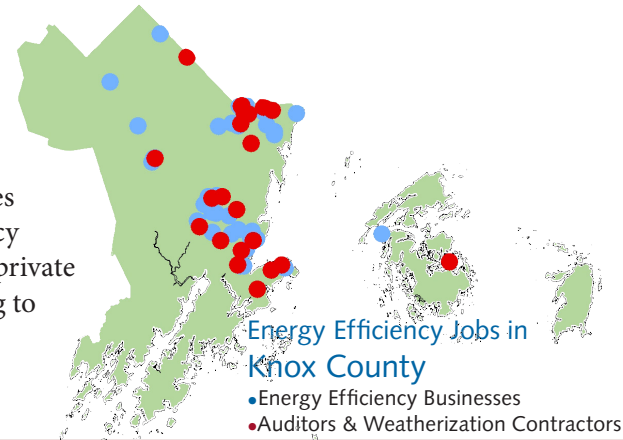
- 10 full-time and 5 part-time employees



# Efficiency Maine Saving Energy & Money

## ..in Knox County

Efficiency Maine programs are helping Knox County save energy and money while providing work to the existing energy efficiency sector. Efficiency Maine's three largest on-going programs are saving Knox County businesses and families more than \$11 million from projects completed since 2006. \$500,000 of Efficiency Maine incentives leveraged more than four times that amount (\$2.1 million) in private investment—which was redistributed throughout the Maine economy, including to other Knox County businesses.



## Knox County Businesses Saving Money

Since 2006, more than 230 energy improvement projects have been completed by Knox County businesses. These businesses have received nearly \$595,000 in financial incentives and are saving more than \$4.6 million over the life of the projects. These businesses are across Knox County, and include:

Knox Machine (Warren)

Dragon Cement (Thomaston)

North End Composites (Rockland)

Hope Community Bible Church (Hope)

Penobscot YMCA (Rockport)

Birchwood Motel (Camden)

## ..in Maine

Efficiency Maine is the state's initiative to save energy and money through energy efficiency. Since 2004, Efficiency Maine has saved Maine people and businesses more than \$487 million on their energy bills and leveraged more than \$86 million in private sector investments. By 2009, Efficiency Maine had saved as much total electricity as all Maine households use in a year. The programs help homeowners, businesses, towns, schools, hospitals, and others make wise, cost-effective investments in energy efficiency. Efficiency Maine programs save energy at a price of about 4 cents/kWh—less than half the cost of electricity, and include technical assistance, financial incentives, training, and quality assurance. In 2010, Efficiency Maine developed a three-year plan, with greater emphasis on heating fuels, which will save Mainers \$840 million and increase the state's GDP by \$1 billion. Efficiency Maine's efforts are one of the reasons why Maine's clean energy sector now employs over 4,000 people, and is growing more than seven times faster than the state's overall job growth.

### For more information:

1. To save money in your home or business with energy efficiency, contact **Efficiency Maine**, at [www.energymaine.com](http://www.energymaine.com) or call toll-free 1 (866) 376-2463.
2. Learn more about energy efficiency opportunities and benefits, clean energy jobs, or additional case studies by visiting the **Natural Resources Council of Maine (NRCM) online** at [www.nrcm.org](http://www.nrcm.org).
3. Please help support strong energy efficiency policies and programs in Maine. Stay informed by joining **NRCM's Action Network**: visit [www.nrcm.org](http://www.nrcm.org) or contact Emmie Theberge at [emmie@nrcm.org](mailto:emmie@nrcm.org) or (207) 430-0105.

  
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