

- Hello my name is Sally Ayers
- I am a Certified Energy Auditor and Advisor for the HEAT Squad here in the NEK.

- **HEAT Squad works in partnership** with Efficiency Vermont to offer low-cost home energy audits and help customers of all income levels navigate home performance and weatherization projects.
Just this past Summer, we expanded our program to include Caledonia, Orleans and Essex Counties -- a region of the State that I am proud to call home.
- **Since that time**, I have performed 76 Comprehensive Home Energy Audits for NEK households. 62% of those households are currently moving forward with Home Performance work and Weatherization retrofits. Our HEAT Squad Headquarters in Rutland receives calls daily from people looking to schedule audits. Come Spring, I am likely to be performing 6 audits per week. By November 2019, it is projected that I will have conducted 200+ Home Energy Audits in the Northeast Kingdom in addition to those already listed above. At our current conversion rate, that means 126 more homes will be weatherized to Vermont Energy Code standards.
- **Much of this work** will be contracted **out** to local tradespeople-- some large truck operations -- Heating Ventilation AC, Renewable Energy Consultants/ Installers – some small truck ops. – Electricians, Plumbers, Carpenters, Weatherization Contractors, Basement and Foundation experts, many of whom are now working in partnership with HEAT Squad in our **preferred contractor referral network**.

- **Job creation** happens alongside weatherization and home performance work.

- **My counterparts @ HEAT Squad Rutland** have generated more than **\$13 million dollars in contractor revenue by way of HEAT Squad Services**. I look ahead to achieving that same level (proportionately) of generated contractor revenue here in the NEK.
- In order to do that and to continue, we will need, and are therefore requesting \$1.25 million in one-time funding or \$250k per year for 5 years. This will allow HEAT Squad to continue in our existing territories and expand into the remaining VT counties.

- Thank you, Vermont House and Senate Committees on Appropriations for your work, and for giving me this opportunity and thank you for holding this hearing and for listening to me and my fellow Vermonters.

Sally Ayers

HEAT Squad NEK

HEAT Squad Impact:

- \$2,240,000 in EVT Incentives and Rebates for Customers
- \$1,500,000 Energy Savings
- 8,000,000 Lbs. of CO₂ Saved Each Year