

April 15, 2025 House Energy & Digital Technology

# Efficiency Vermont's weatherization programs

Peter Walke, Managing Director  
Juliana Bortz, Program Manager



Weatherization: what it is &  
why we care about it

Program History

Program Overview

Supporting Customers

Results

Ongoing Customer Challenges

Growing the contractor base

# Agenda

# Weatherization: what it is & why we care about it



“My home is drafty and cold all winter. My heating bills are really high, too. What should I do?”





# Understanding weatherization



**Insulation**

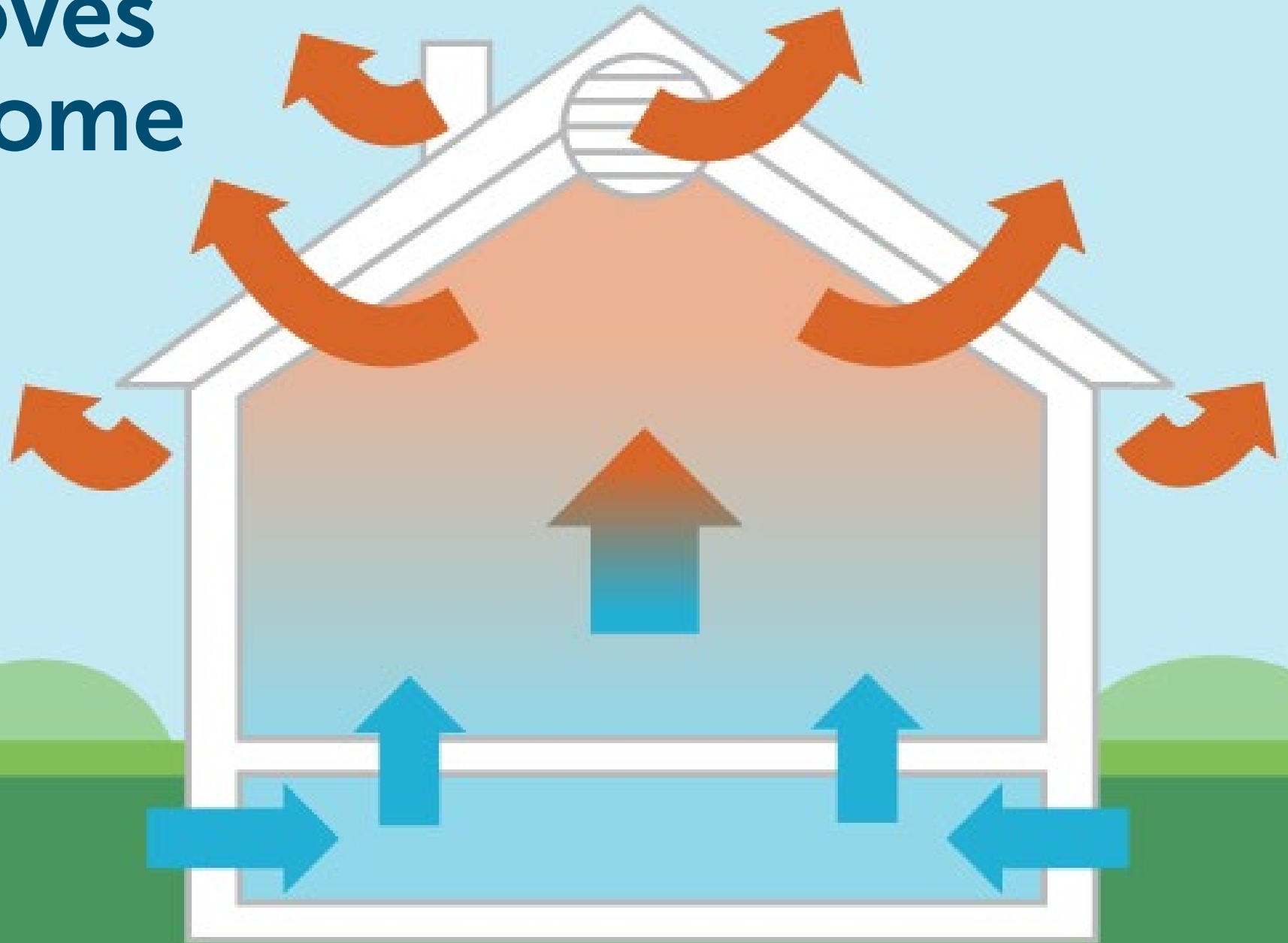
**Air Sealing**

**Comfort & Savings!**

# How air moves through a home

■ Warm Air

■ Cool Air



# How homes benefit from weatherization



Saves money



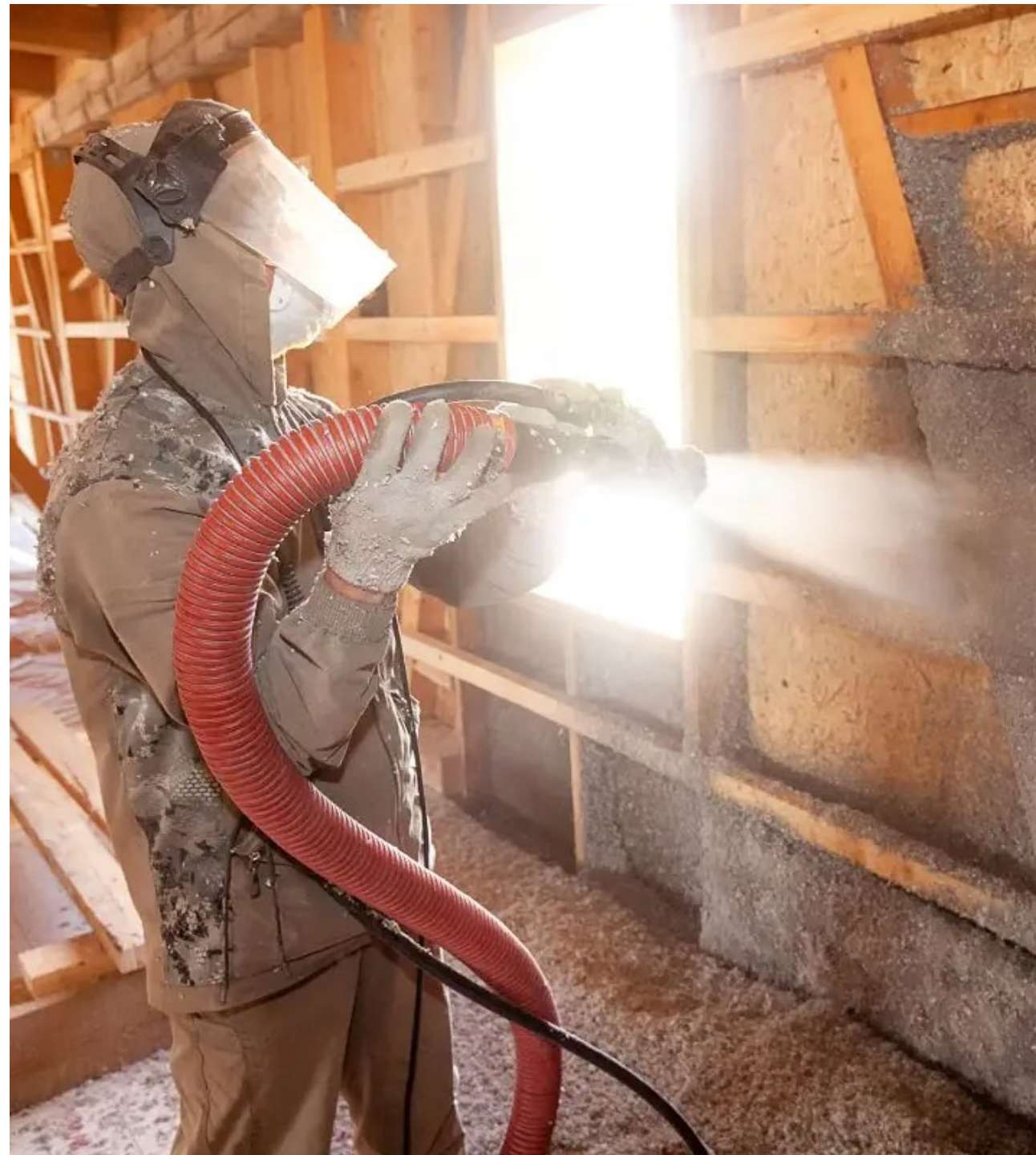
Saves energy



Increases comfort



Reduces emissions





# Efficiency Vermont weatherization program history

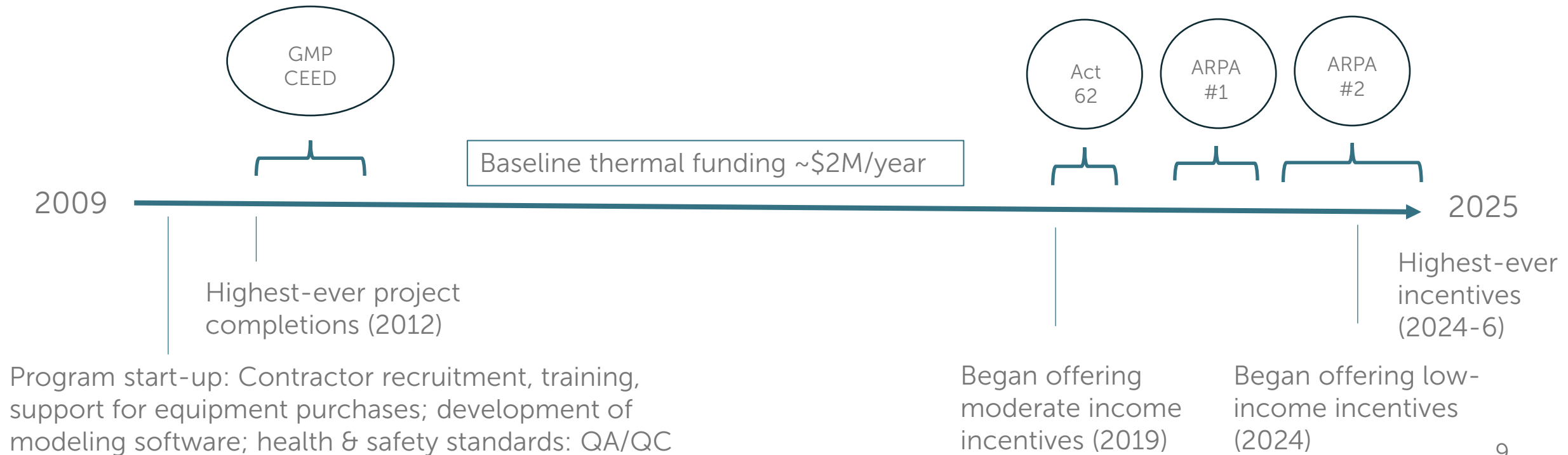
Efficiency  
Vermont





# Program Timeline

Building a market - and workforce - for weatherization



# Program Overview





# Our Home Performance with ENERGY STAR rebate

The rebate:

- Low-income households: 90% of project costs back, up to \$9,500
- Moderate-income households: 75% of costs back, up to \$9,500
- Higher income households: 75% of cost back, up to \$4,000

Connecting with a Contractor

- **Efficiency Excellence Network contractors** are specially certified for exclusive access to Home Performance rebates
- These contractors are listed on the searchable **"Find a Pro" tool** on our website

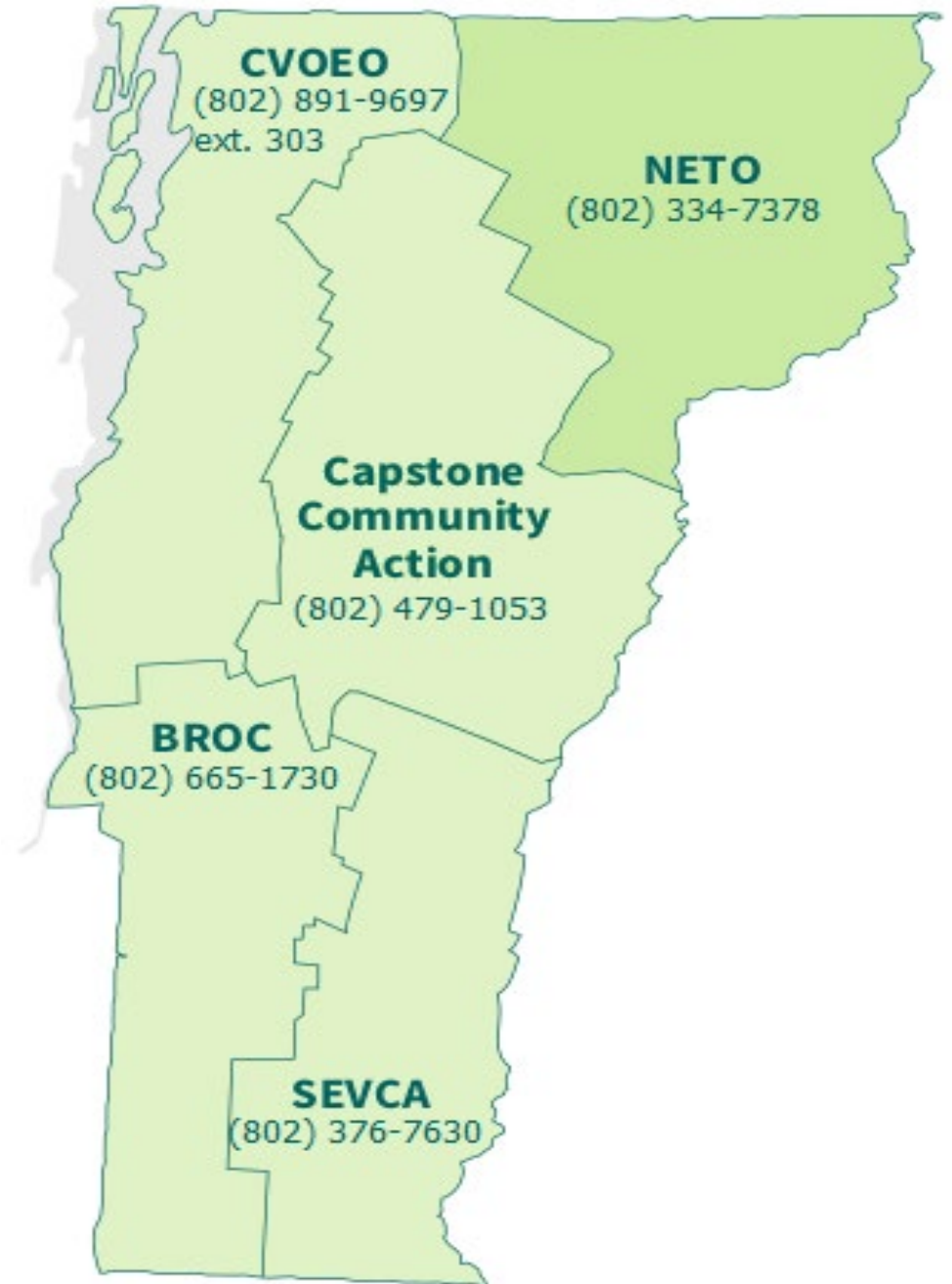




# Helping low-income households access free weatherization

## Partnering with the state's 5 WAPs (Weatherization Assistance Programs)

- WAPs offer free services for eligible low-income households (including manufactured homes)
- Longstanding partnership with 3E Thermal to allow them to go deeper with weatherization
- Customers connect to their local Community Action Agency and associated WAP
- EVT further supports WAP customers with rebates & programs to help reduce energy use





# Supporting Customers

Efficiency  
Vermont



# Customers can start with a free Virtual Home Energy visit

- Free 90-minute virtual tour of a home with an Efficiency Vermont Energy Consultant
- A 1:1 video conversation to understand a home's needs & customer goals
- Offers guidance on specific areas for improvement
- Customers receive a personalized list of next steps



# Removing barriers to weatherization

Our Home Repair program enabled weatherization in homes that otherwise wouldn't have been able to weatherize

- Launched Oct. 1, 2024 for low- and moderate-income households
  - \$2.25M in ARPA funding
- Offered up to \$15,000 per household for home repairs deemed necessary to move forward with a weatherization project
  - Eligible repairs: roofs, plumbing, foundations, asbestos/vermiculite/mold remediation & more
- EVT Funds fully allocated as of April 2025
  - Funding still available to support WAPs





# Financing weatherization projects

## Home Energy Loan

- 0% interest financing for low- or moderate-income households
- Low financing for other income levels on terms up to 15 years
- Finance 100% of a project, up to \$25,000

## Weatherization Repayment Assistance Program (WRAP)

- VT Housing Finance Agency partnership
- Also called “on-bill financing”
- No credit check required
- Pays for a weatherization project through a monthly charge on a customer’s utility bill





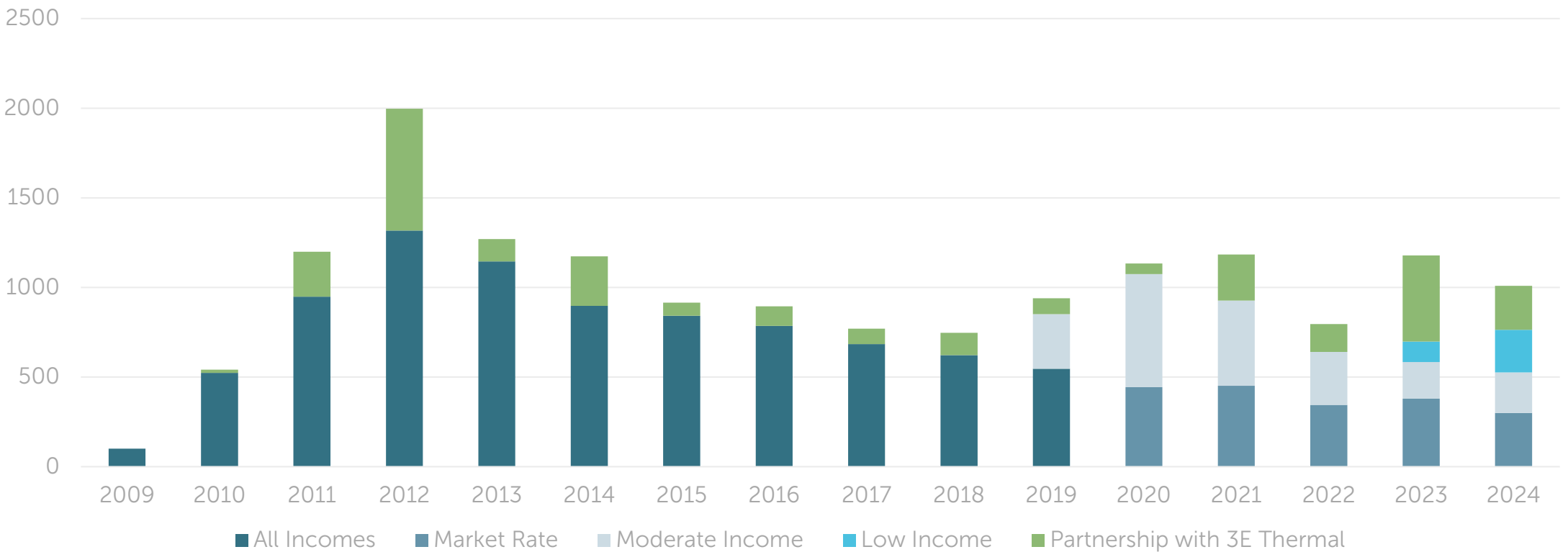
# Results





# Annual Housing Units Served

By income



- Ongoing need for costly home repairs before weatherization can take place
- Upfront cost barriers
- Manufactured/mobile homes face unique barriers to weatherization
- Geographic equity

# Ongoing Customer Challenges

# Growing the Contractor base

Efficiency  
Vermont





# (Re)building the workforce

Recruit more contractors who can sustain & grow their Wx businesses

Strategy

**Motivate adjacent trades businesses to expand into weatherization**

**Encourage current EEN contractors to expand their capacity**

**Support creation of the Wx Workforce Training Center, and ensure it is a strong resource for EEN contractors**

Overview

Encourage new entrants to join the EEN/HPwES network & current members to take on more projects.

Provide direct (technical and financial) support to contractors in expanding their businesses to serve more customers.

Ongoing partnership with VT Sustainable Jobs Fund “Tools of the Trade” contractor business training program.

Wrote business plan and RFP for OEO & pledged financial support to the center.

Will serve as a longstanding sponsor of the center, ensuring it is structured to meet the unique recruitment, training, and placement needs of private contractors; help build long term stability.

69



52

*HPwES contractor EEN membership trend since 2020*

# Questions?

**Peter Walke**

Managing Director

**E** [pwalke@efficiencyvermont.com](mailto:pwalke@efficiencyvermont.com)

**D** (802) 540-7710

**Juliana Bortz**

Program Manager

**E** [jbortz@efficiencyvermont.com](mailto:jbortz@efficiencyvermont.com)

**D** (802) 540-7889

20 Winooski Falls Way, 5<sup>th</sup> Floor

Winooski, VT 05404

[efficiencyvermont.com](http://efficiencyvermont.com)

