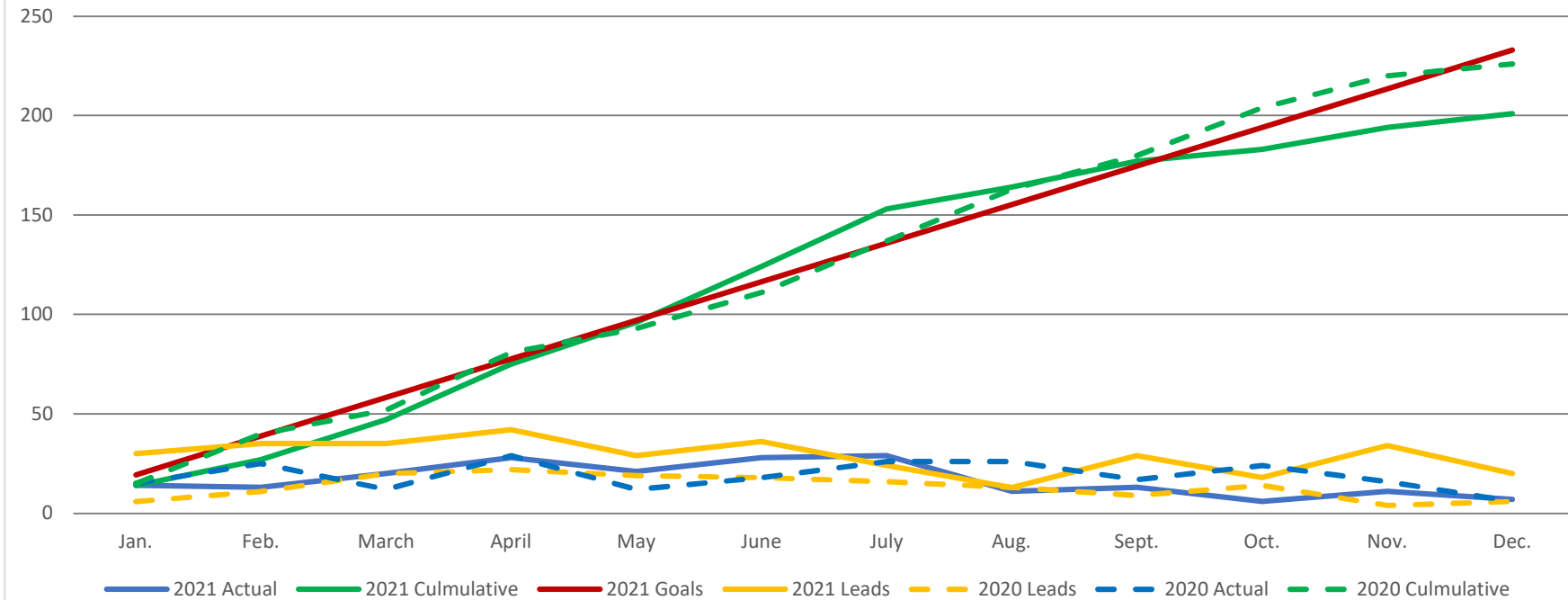


HBE Production YTD 2020 & 2021

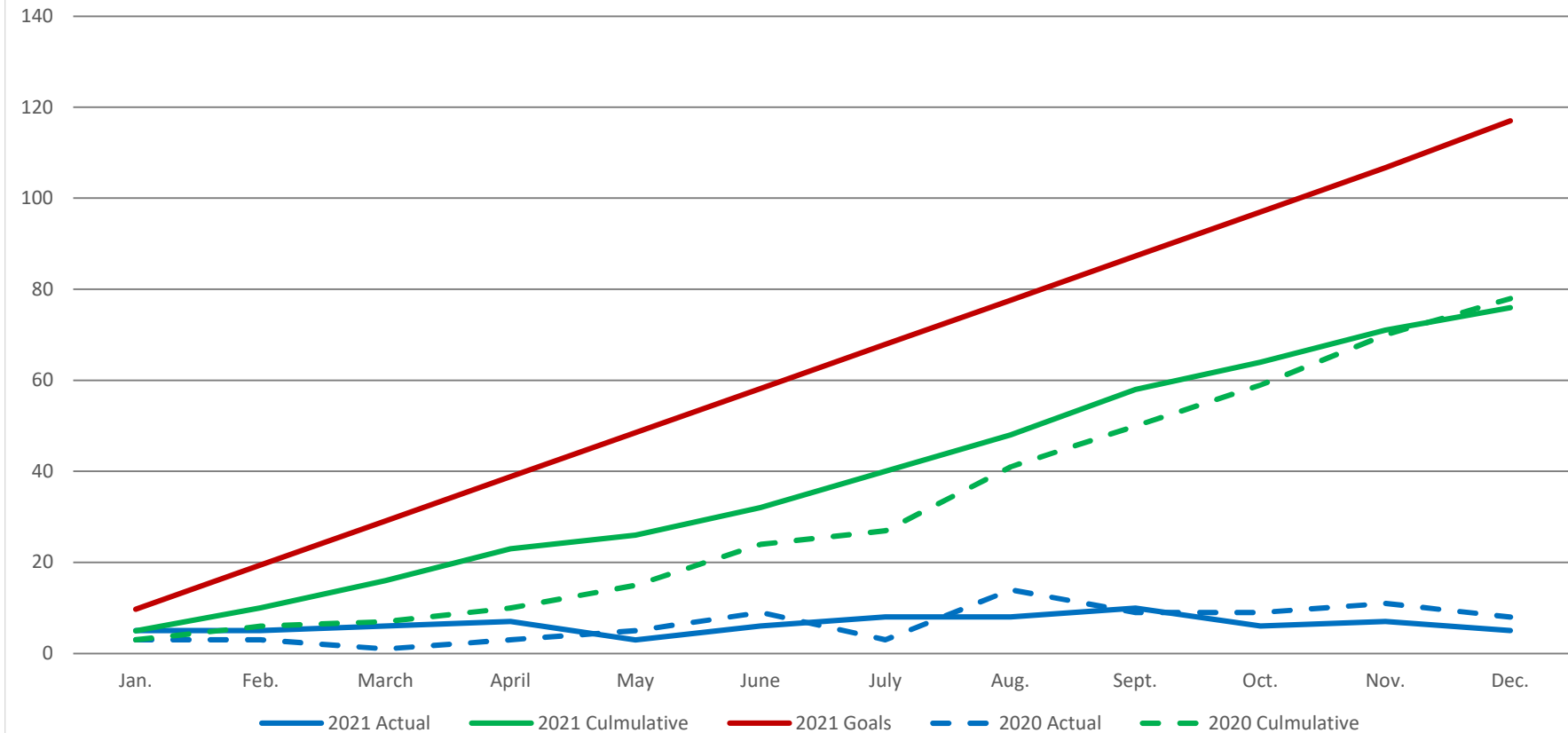


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2021 Leads	30	35	35	42	29	36	24	13	29	18	34	20	345
2021 Actual	14	13	20	28	21	28	29	11	13	6	11	7	
2021 Cumulative	14	27	47	75	96	124	153	164	177	183	194	201	
2021 Goals	19.4	38.8	58.2	77.6	97	116.4	135.8	155.2	174.6	194	213.4	233	
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2020 Leads	6	11	20	22	19	18	16	13	9	14	4	6	158
2020 Actual	15	25	12	29	12	18	26	26	17	24	16	6	
2020 Cumulative	15	40	52	81	93	111	137	163	180	204	220	226	

ABOUT: For Addison, Rutland, Bennington Counties, all incomes, help with homebuyer education online and in-person.

ANALYSIS: This program is not on track to meet the goal for 2021, due to lack of housing stock and high home prices caused a decline of HBE customers.

Homeowners Created YTD 2020 & 2021

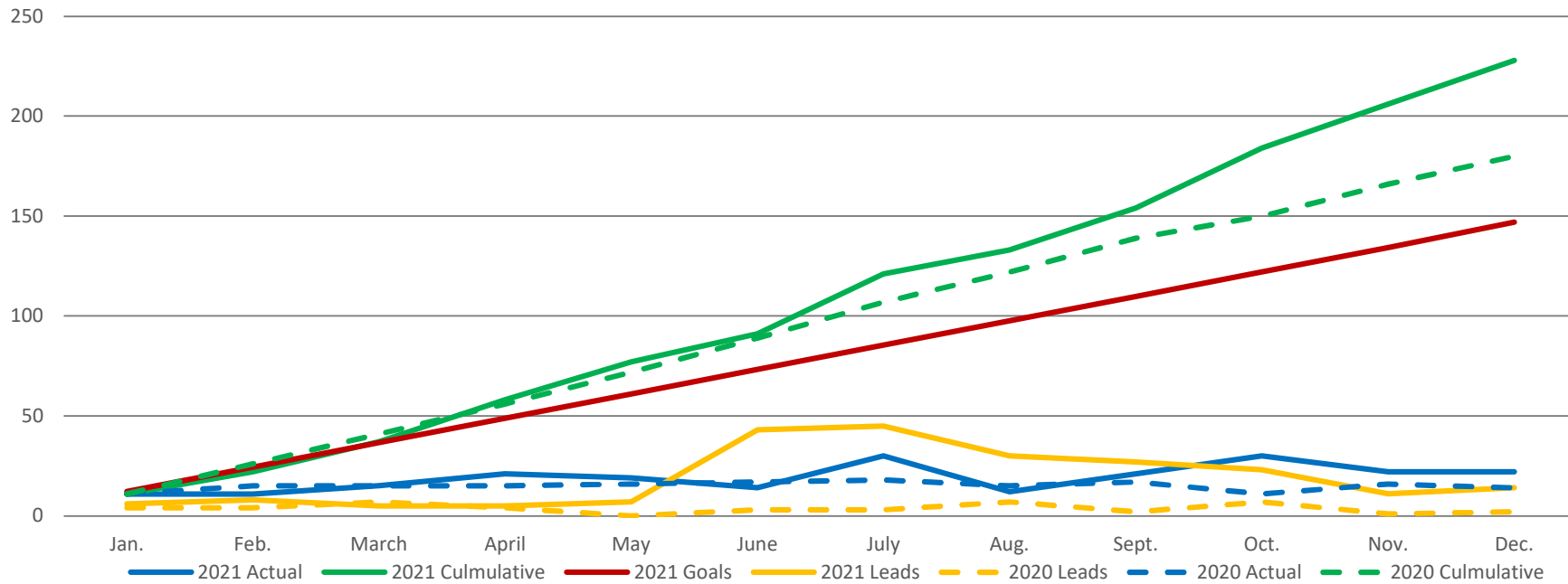


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2021 Actual	5	5	6	7	3	6	8	8	10	6	7	5
2021 Culmulative	5	10	16	23	26	32	40	48	58	64	71	76
2021 Goals	9.7	19.4	29.1	38.8	48.5	58.2	67.9	77.6	87.3	97	106.7	117
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2020 Actual	3	3	1	3	5	9	3	14	9	9	11	8
2020 Culmulative	3	6	7	10	15	24	27	41	50	59	70	78

ABOUT: For Addison, Rutland, Bennington Counties, all incomes, help HBE customers to purchase a home.

ANALYSIS: This program is not on track to meet the goal for 2021, due to the lack of housing stock to purchase, high prices, aggressive market.

Financial Counseling & Coaching (inc. HSP) YTD 2020 & 2021

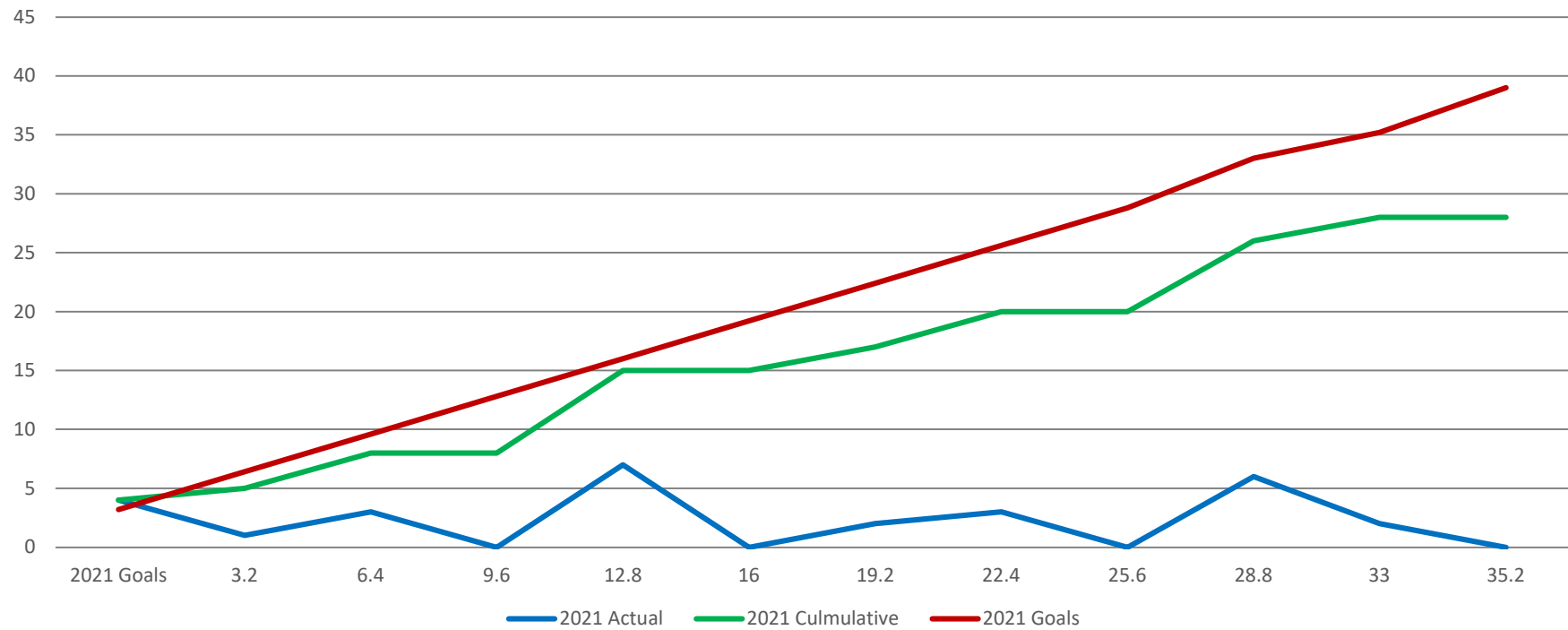


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2021 Leads	6	8	5	5	7	43	45	30	27	23	11	14	224
2021 Actual	11	11	15	21	19	14	30	12	21	30	22	22	
2021 Cumulative	11	22	37	58	77	91	121	133	154	184	206	228	
2021 Goals	12.2	24.4	36.6	48.8	61	73.2	85.4	97.6	109.8	122	134.2	147	
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2020 Leads	4	4	7	4	0	3	3	7	2	7	1	2	44
2020 Actual	11	15	15	15	16	17	18	15	17	11	16	14	
2020 Cumulative	11	26	41	56	72	89	107	122	139	150	166	180	

ABOUT: For Addison, Rutland, Bennington Counties, all incomes, help with managing individual finances, incl. Housing Stabilization Program (HSP) which provides counseling and grants to help with rent/mortgage/utility payments for low-income who have been affected by COVID.

ANALYSIS: This program is on track to meet the goal for 2021 due to the new HSP program.

HOME Repair Program YTD 2020 & 2021 (under 80% AMI)

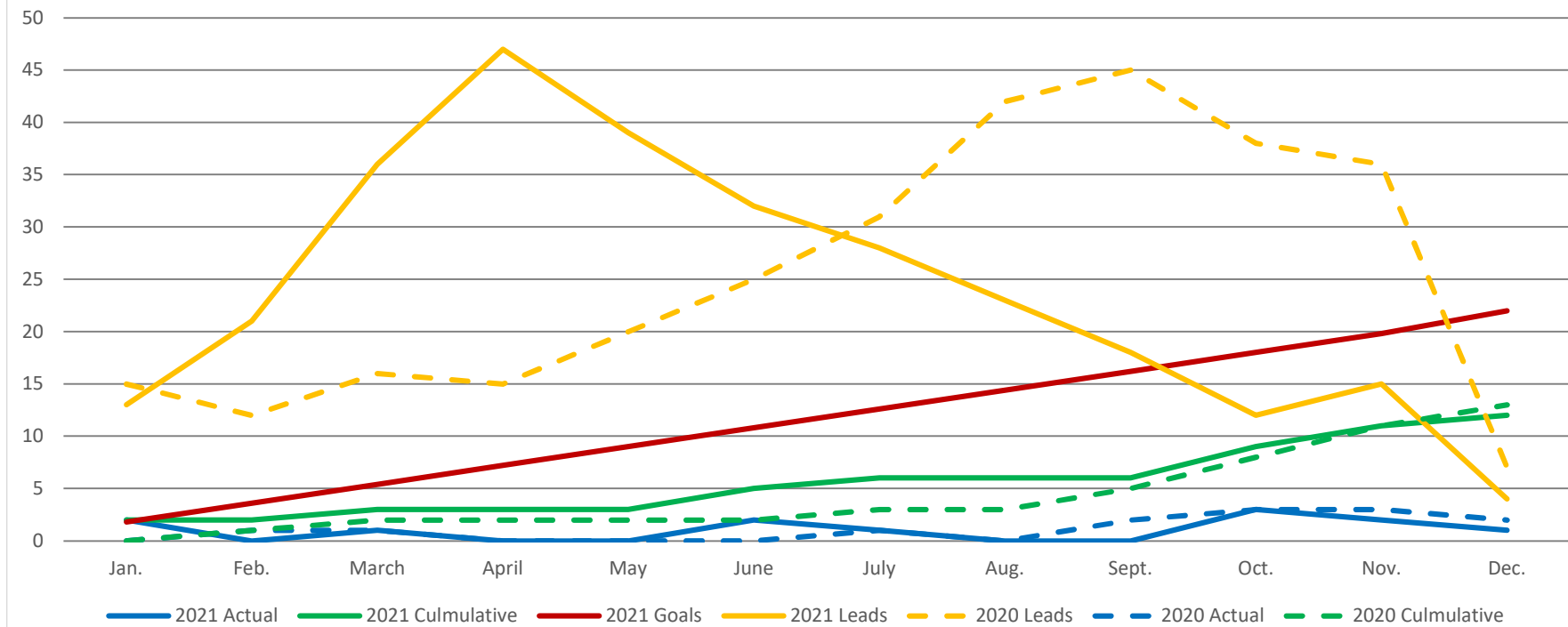


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2021 Actual	4	1	3	0	7	0	2	3	0	6	2	0
2021 Cumulative	4	5	8	8	15	15	17	20	20	26	28	28
2021 Goals	3.2	6.4	9.6	12.8	16	19.2	22.4	25.6	28.8	33	35.2	39
Projects In-Process							16	12	12	9	9	11

ABOUT: For Addison, Rutland, Bennington Counties, low income, help homes and 1-4 unit apts with repairs, weatherization, new wood/pellet stove.

ANALYSIS: This program is not on track to meet the goal for 2021 due to length of time to complete projects, supply chain issues. Continue in 2022.

HOME Repair Loans YTD 2020 & 2021 (under 80% AMI)

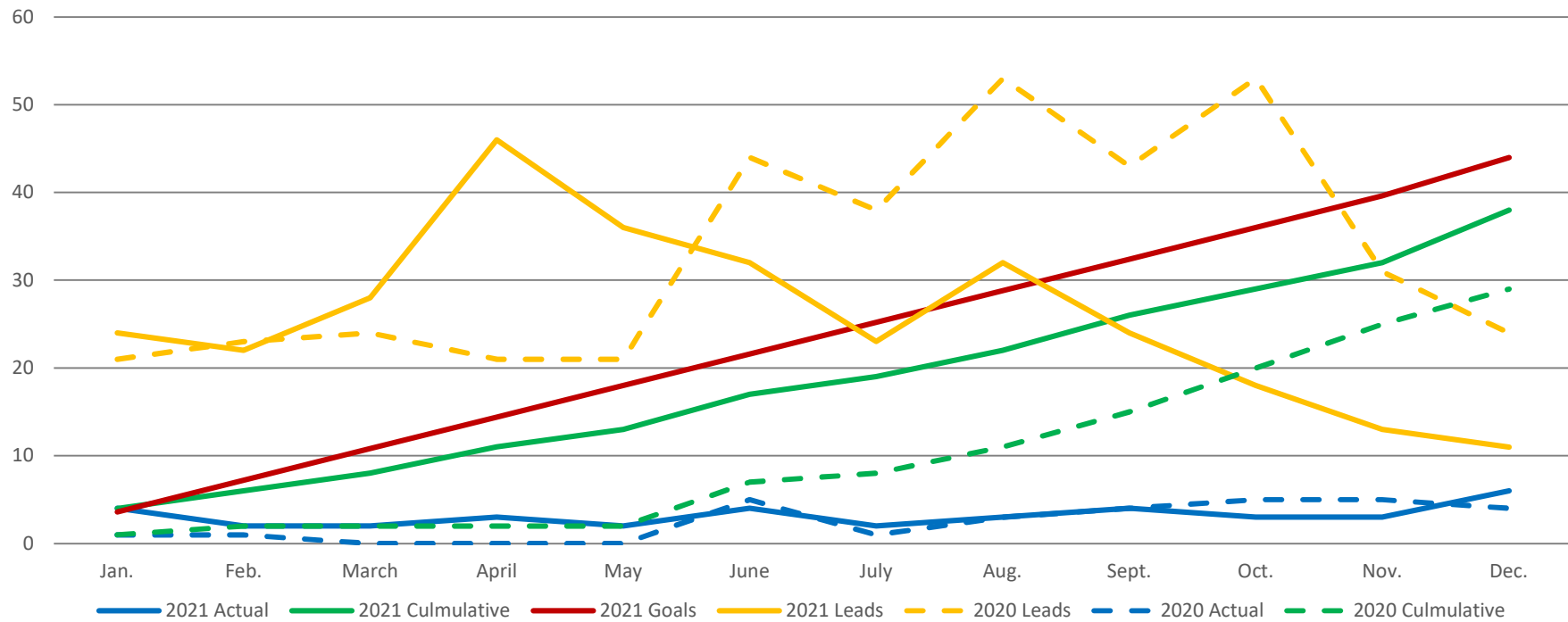


	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2021 Leads	13	21	36	47	39	32	28	23	18	12	15	4	288
2021 Actual	2	0	1	0	0	2	1	0	0	3	2	1	
2021 Cumulative	2	2	3	3	3	5	6	6	6	9	11	12	
2021 Goals	1.8	3.6	5.4	7.2	9	10.8	12.6	14.4	16.2	18	19.8	22	
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2020 Leads	15	12	16	15	20	25	31	42	45	38	36	7	302
2020 Actual	0	1	1	0	0	0	1	0	2	3	3	2	
2020 Cumulative	0	1	2	2	2	2	3	3	5	8	11	13	

ABOUT: For Addison, Rutland, Bennington Counties, low income, lending/grants to repair homes and 1-4 unit apts.

ANALYSIS: This program is not on track to meet the goal for 2021 due to lack of contractor capacity and timeliness, impact of COVID on supply chain/pricing, increase of other attractive financing options.

Down Payment Assistance Loans YTD 2020 & 2021

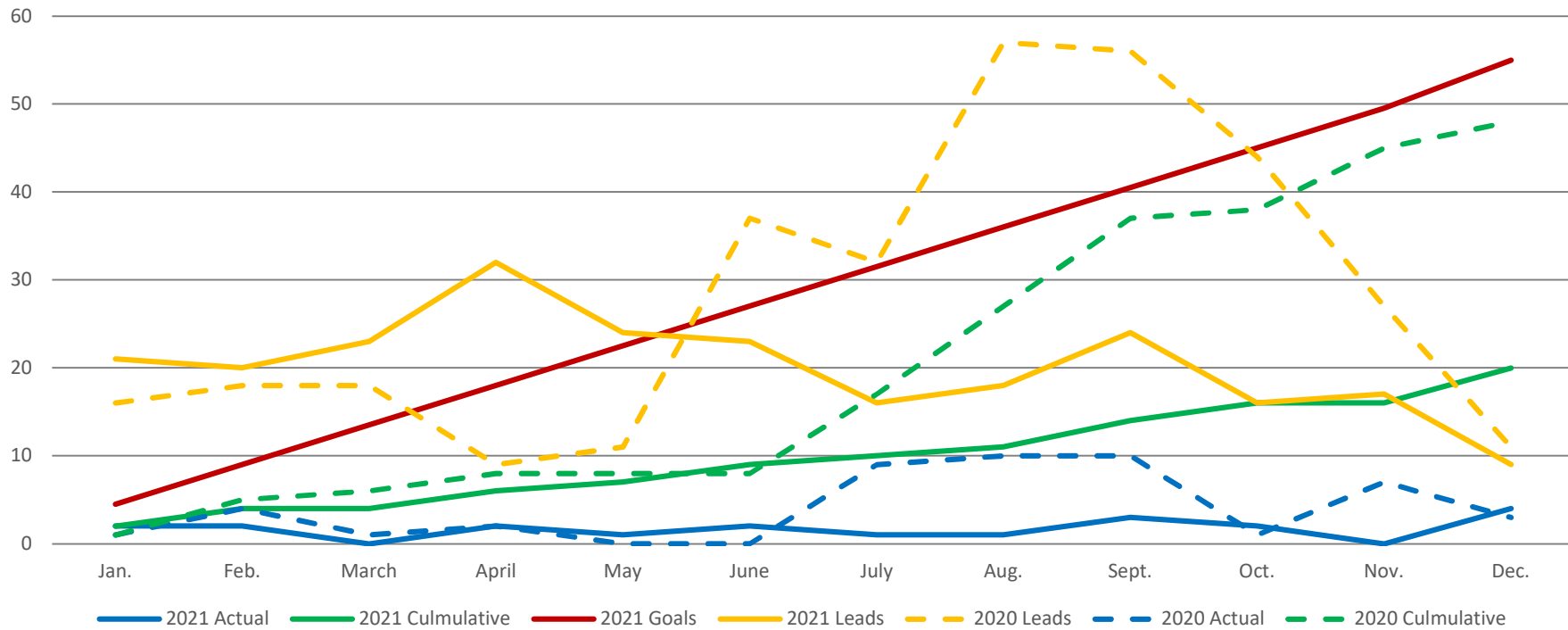


	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2021 Leads	24	22	28	46	36	32	23	32	24	18	13	11	309
2021 Actual	4	2	2	3	2	4	2	3	4	3	3	6	
2021 Cumulative	4	6	8	11	13	17	19	22	26	29	32	38	
2021 Goals	3.6	7.2	10.8	14.4	18	21.6	25.2	28.8	32.4	36	39.6	44	
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2020 Leads	21	23	24	21	21	44	38	53	43	53	31	24	396
2020 Actual	1	1	0	0	0	5	1	3	4	5	5	4	
2020 Cumulative	1	2	2	2	2	7	8	11	15	20	25	29	

ABOUT: For statewide, all incomes, lending for downpayment assistance.

ANALYSIS: This program is not on track to meet the goal for 2021, due to lack of affordable housing stock.

Energy Loan Production YTD 2020 & 2021

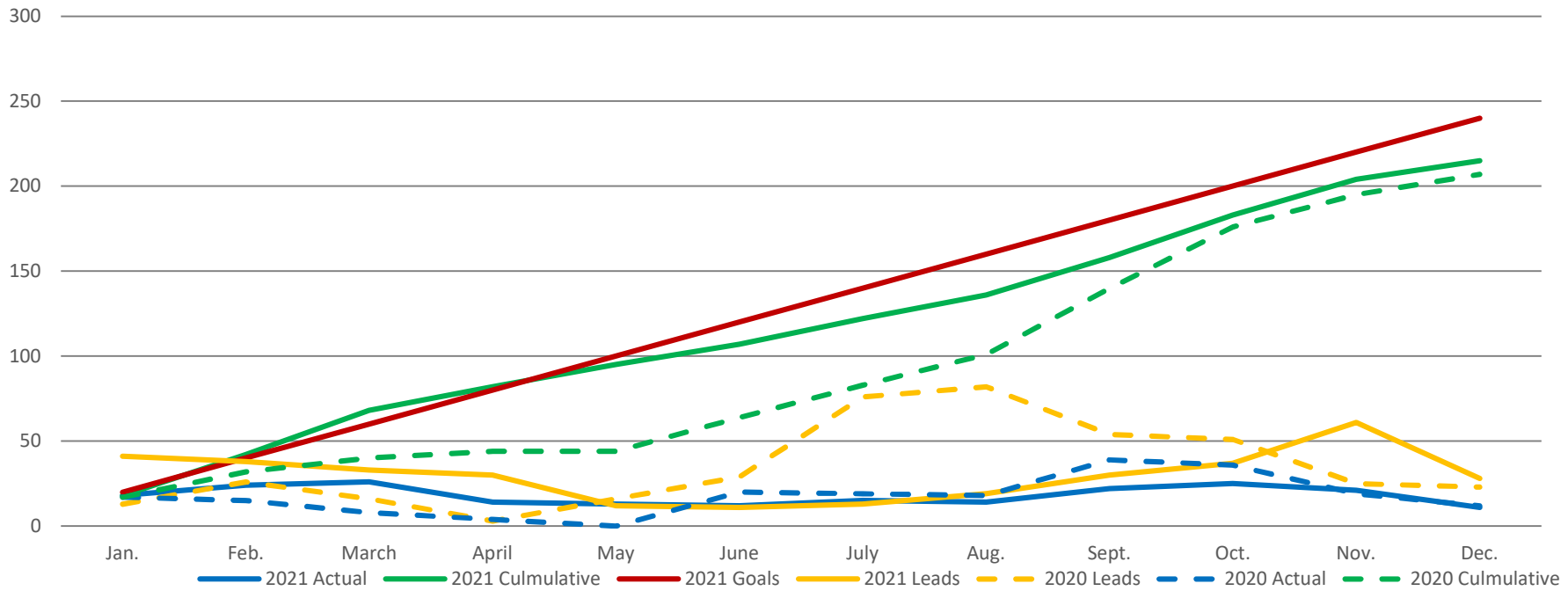


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2021 Leads	21	20	23	32	24	23	16	18	24	16	17	9	243
2021 Actual	2	2	0	2	1	2	1	1	3	2	0	4	
2021 Cumulative	2	4	4	6	7	9	10	11	14	16	16	20	
2021 Goals	4.5	9	13.5	18	22.5	27	31.5	36	40.5	45	49.5	55	
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2020 Leads	16	18	18	9	11	37	32	57	56	44	27	11	336
2020 Actual	1	4	1	2	0	0	9	10	10	1	7	3	
2020 Cumulative	1	5	6	8	8	8	17	27	37	38	45	48	

ABOUT: For statewide, all incomes, lending for weatherization and efficiency upgrades, incl. Efficiency VT Home Energy Loan.

ANALYSIS: This program is not on track to meet the goal for 2021 due to other attractive financing options, lowered rebates, lack of contractor capacity,

HEAT Squad 5-Counties Energy Audits YTD 2020 & 2021

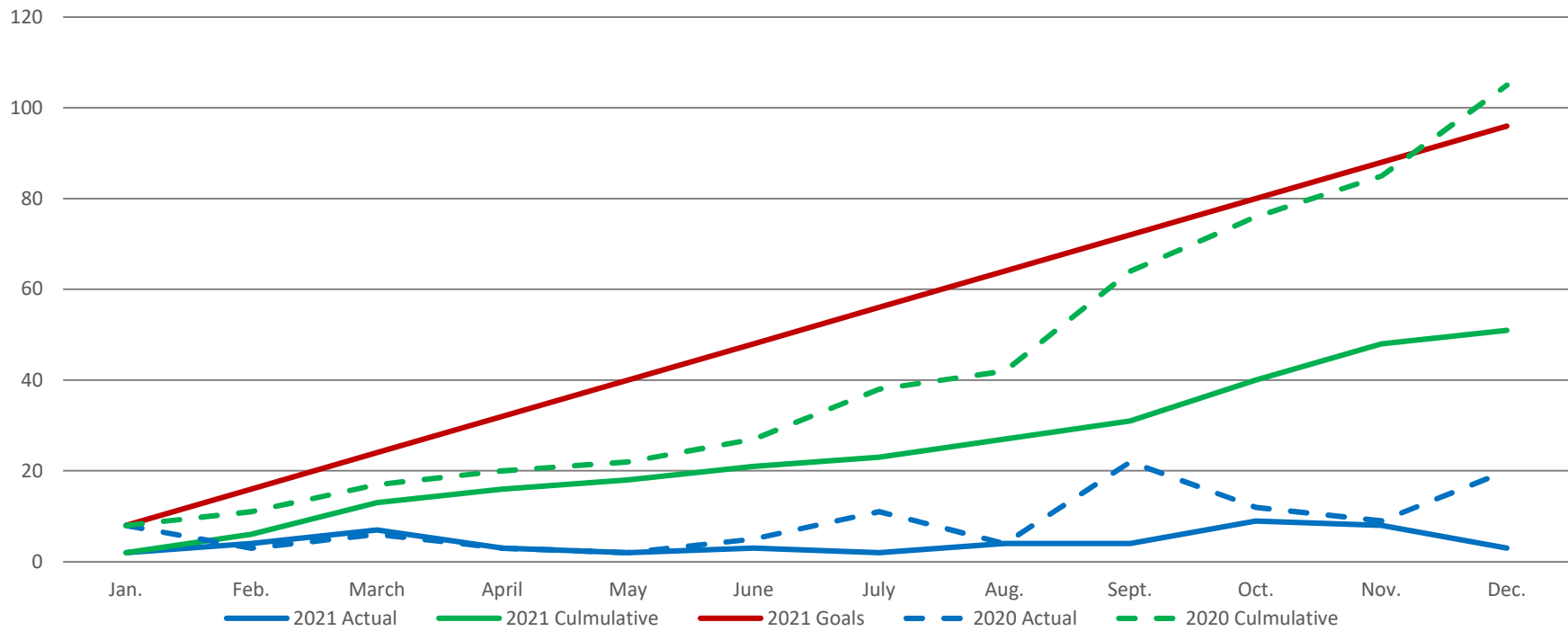


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2021 Leads	41	38	33	30	12	11	13	19	30	37	61	28	353
2021 Actual	18	24	26	14	13	12	15	14	22	25	21	11	
2021 Culmulative	18	42	68	82	95	107	122	136	158	183	204	215	
2021 Goals	20	40	60	80	100	120	140	160	180	200	220	240	
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2020 Leads	13	26	16	3	16	29	76	82	54	51	25	23	414
2020 Actual	17	15	8	4	0	20	19	18	39	36	19	12	
2020 Culmulative	17	32	40	44	44	64	83	101	140	176	195	207	

ABOUT: For Addison, Rutland, Bennington, Windham, Windsor Counties, all incomes, energy audits on homes and 1-4 unit apts.

ANALYSIS: This program is not on track to meet the goal for 2021, due to contractor capacity and rising prices.

HEAT Squad 5-Counties Energy Projects YTD 2020 & 2021



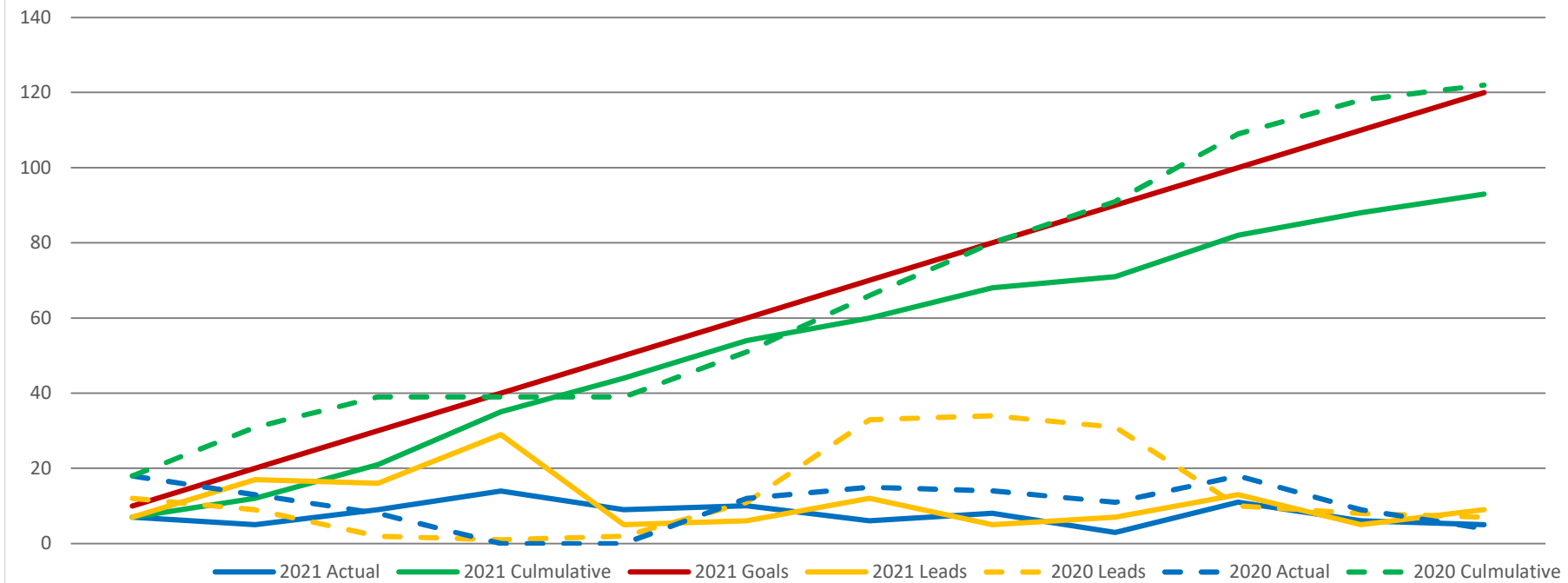
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2021 Actual	2	4	7	3	2	3	2	4	4	9	8	3
2021 Cumulative	2	6	13	16	18	21	23	27	31	40	48	51
2021 Goals	8	16	24	32	40	48	56	64	72	80	88	96

	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2020 Actual	8	3	6	3	2	5	11	4	22	12	9	20
2020 Cumulative	8	11	17	20	22	27	38	42	64	76	85	105

ABOUT: For Addison, Rutland, Bennington, Windham, Windsor Counties, all incomes, help to weatherize homes and 1-4 unit apts.

ANALYSIS: This program is not track to meet the goal for 2021 due to lack of contractor capacity and impact on supply chain/pricing.

HEAT Squad NEK Energy Audits YTD 2020 & 2021



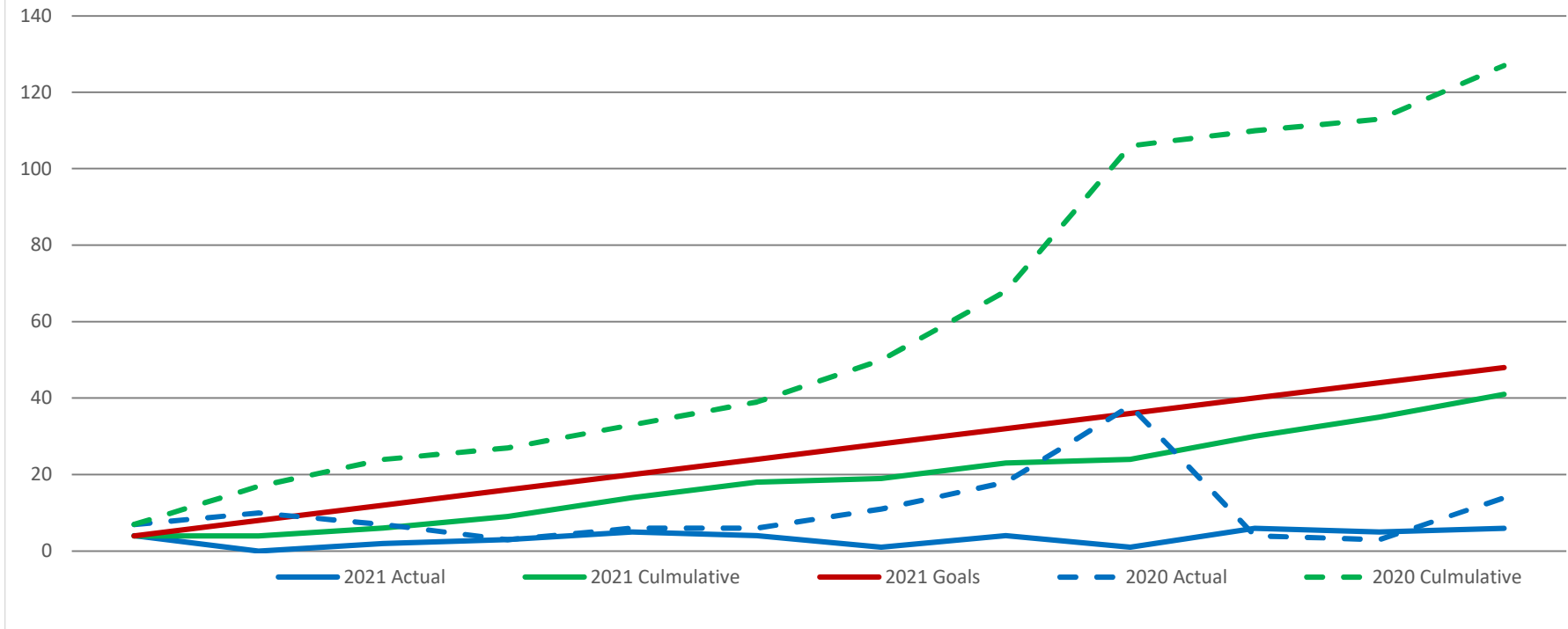
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2021 Leads	7	17	16	29	5	6	12	5	7	13	5	9	131
2021 Actual	7	5	9	14	9	10	6	8	3	11	6	5	
2021 Cumulative	7	12	21	35	44	54	60	68	71	82	88	93	
2021 Goals	10	20	30	40	50	60	70	80	90	100	110	120	

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
2020 Leads	12	9	2	1	2	11	33	34	31	10	8	7	160
2020 Actual	18	13	8	0	0	12	15	14	11	18	9	4	
2020 Cumulative	18	31	39	39	39	51	66	80	91	109	118	122	

ABOUT: For Orleans, Essex, Caledonia Counties, all incomes, energy audits on homes and 1-4 unit apts.

ANALYSIS: This program is not on track to meet the goal for 2021 due to lack of contractor capacity and rising prices.

HEAT Squad NEK Energy Projects YTD 2020 & 2021



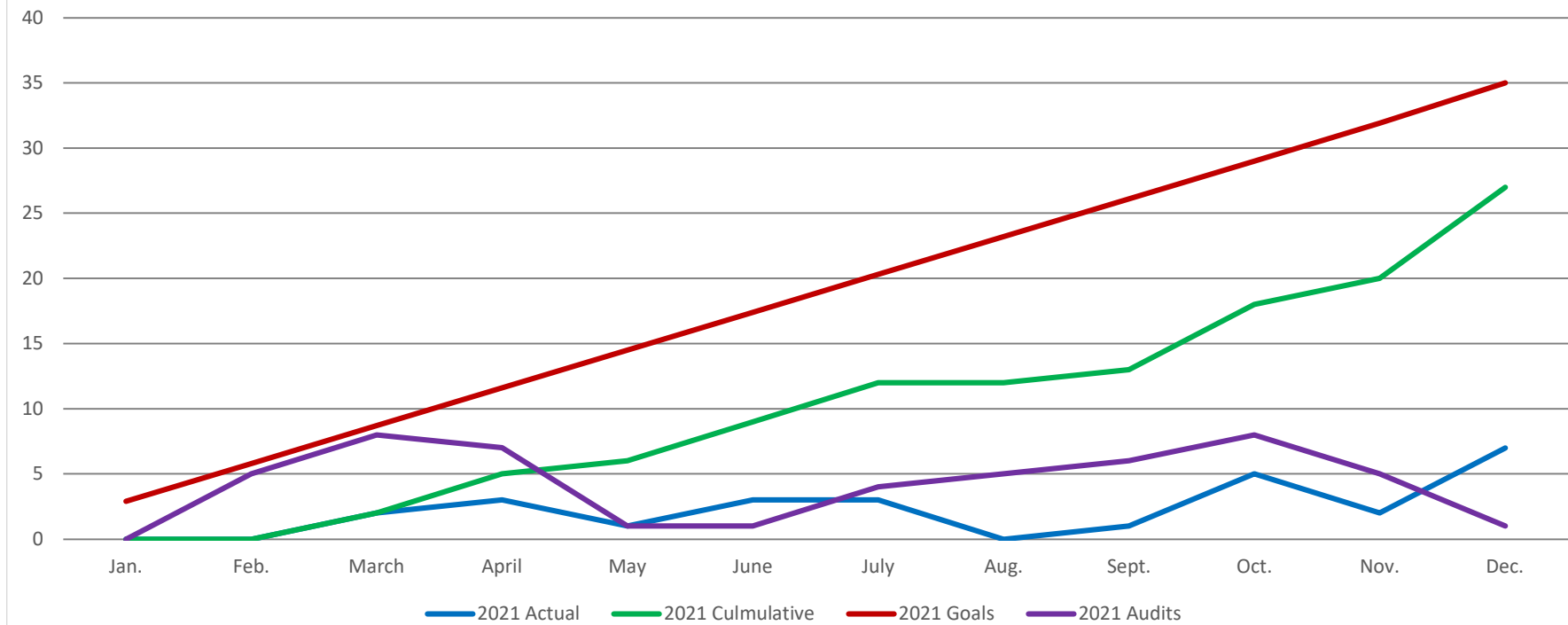
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2021 Actual	4	0	2	3	5	4	1	4	1	6	5	6
2021 Cumulative	4	4	6	9	14	18	19	23	24	30	35	41
2021 Goals	4	8	12	16	20	24	28	32	36	40	44	48

	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2020 Actual	7	10	7	3	6	6	11	18	38	4	3	14
2020 Cumulative	7	17	24	27	33	39	50	68	106	110	113	127

ABOUT: For Orleans, Essex, Caledonia Counties, all incomes, help to weatherize homes and 1-4 unit apts.

ANALYSIS: This program is not on track to meet the goal for 2021 due to contractor capacity and supply chain issues.

VLITE Projects YTD 2021

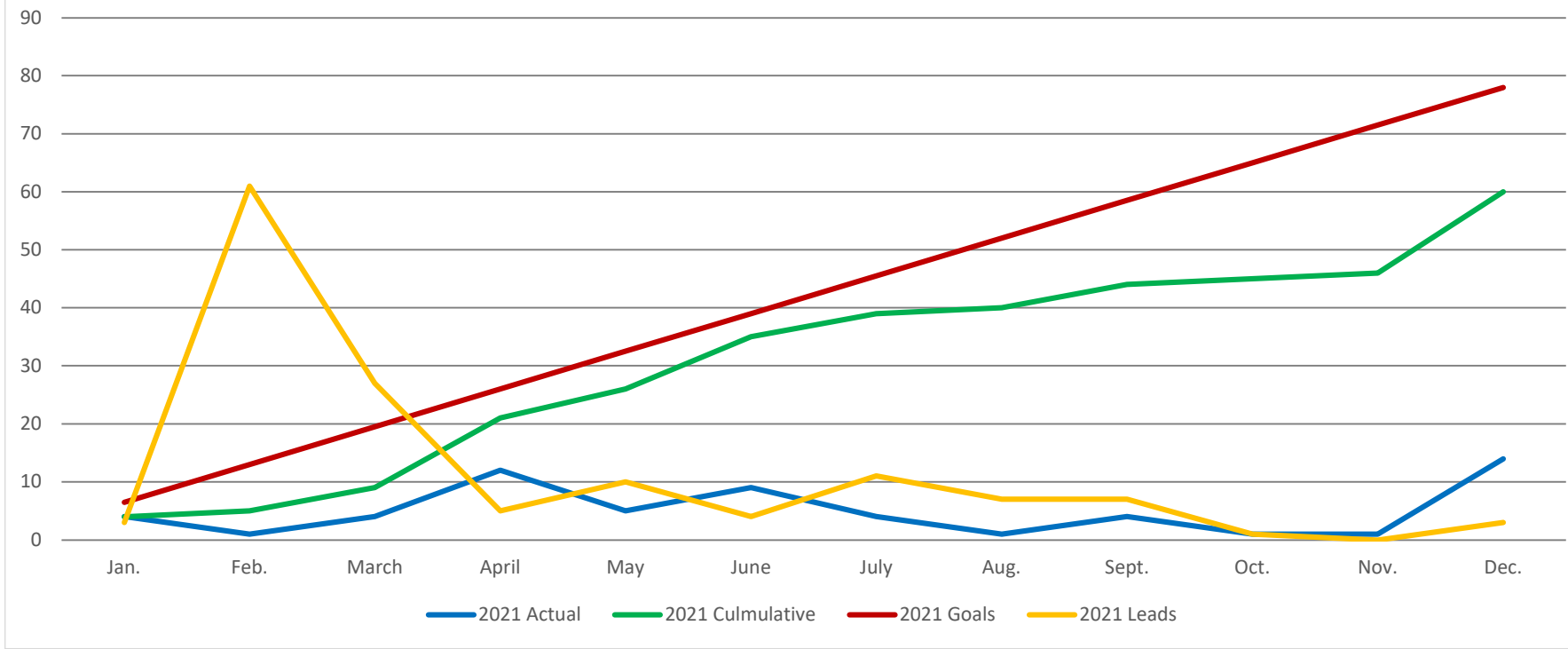


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	
2021 Actual	0	0	2	3	1	3	3	0	1	5	2	7	
2021 Culmulative	0	0	2	5	6	9	12	12	13	18	20	27	
2021 Goals	2.9	5.8	8.7	11.6	14.5	17.4	20.3	23.2	26.1	29	31.9	35	
Projects In-Process							24	24	25	22	20	15	
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2021 Audits	0	5	8	7	1	1	4	5	6	8	5	1	51

ABOUT: For NEK & Bennington County, low-moderate income households, 60 audits/35 projects, extra rebates and help to weatherize.

ANALYSIS: This program is not on track to meet the goal for 2021 due to supply chain/lack of contractors, extension to 4/30/2022.

CEDF Stove Program YTD 2021



	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2021 Leads	3	61	27	5	10	4	11	7	7	1	0	3	139
2021 Actual	4	1	4	12	5	9	4	1	4	1	1	14	
2021 Cumulative	4	5	9	21	26	35	39	40	44	45	46	60	
2021 Goals	6.5	13	19.5	26	32.5	39	45.5	52	58.5	65	71.5	78	
Projects In-Process							28	30	30	28	27	13	

ABOUT: For NEK, Rutland & Bennington County, low-moderate income households, rebates for old stove replacement or new wood/pellet stove install along with free audits and rebates for weatherization.

ANALYSIS: This program is not on track to meet the goal for 2021 due to supply chain issues, extension to 6/30/2022.