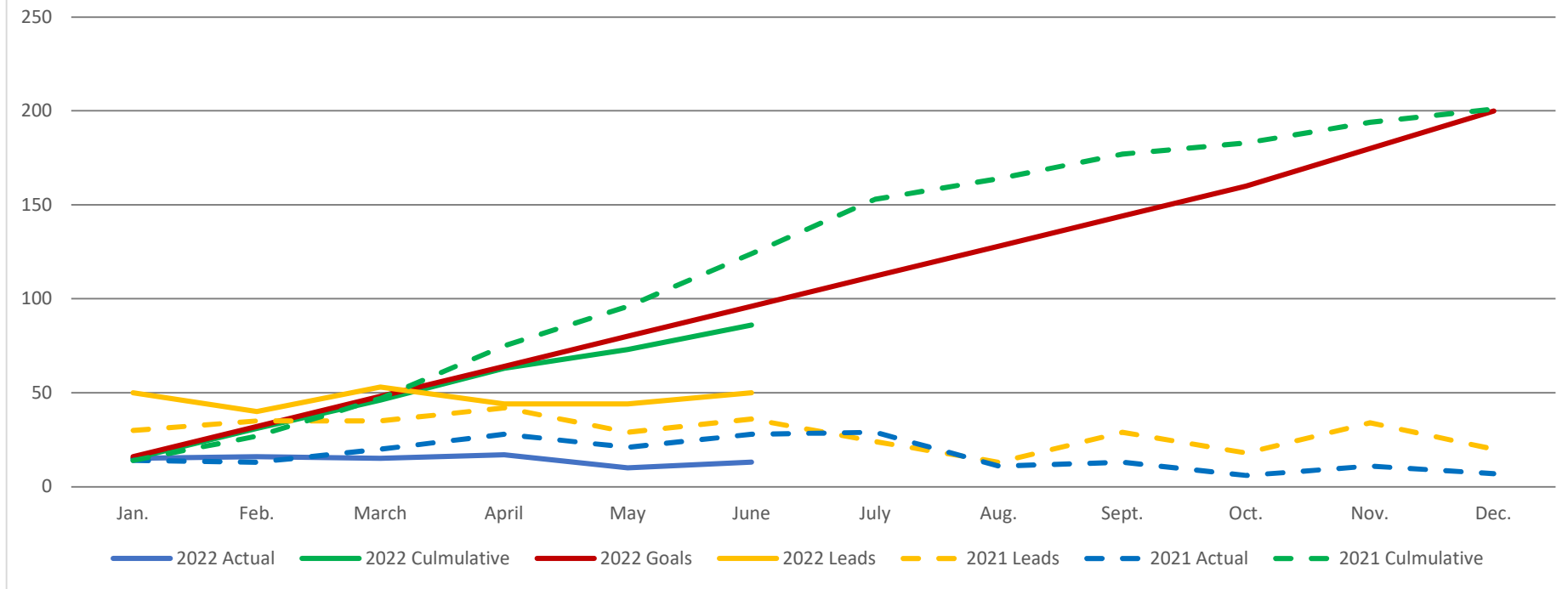


### HBE Production YTD 2021 & 2022

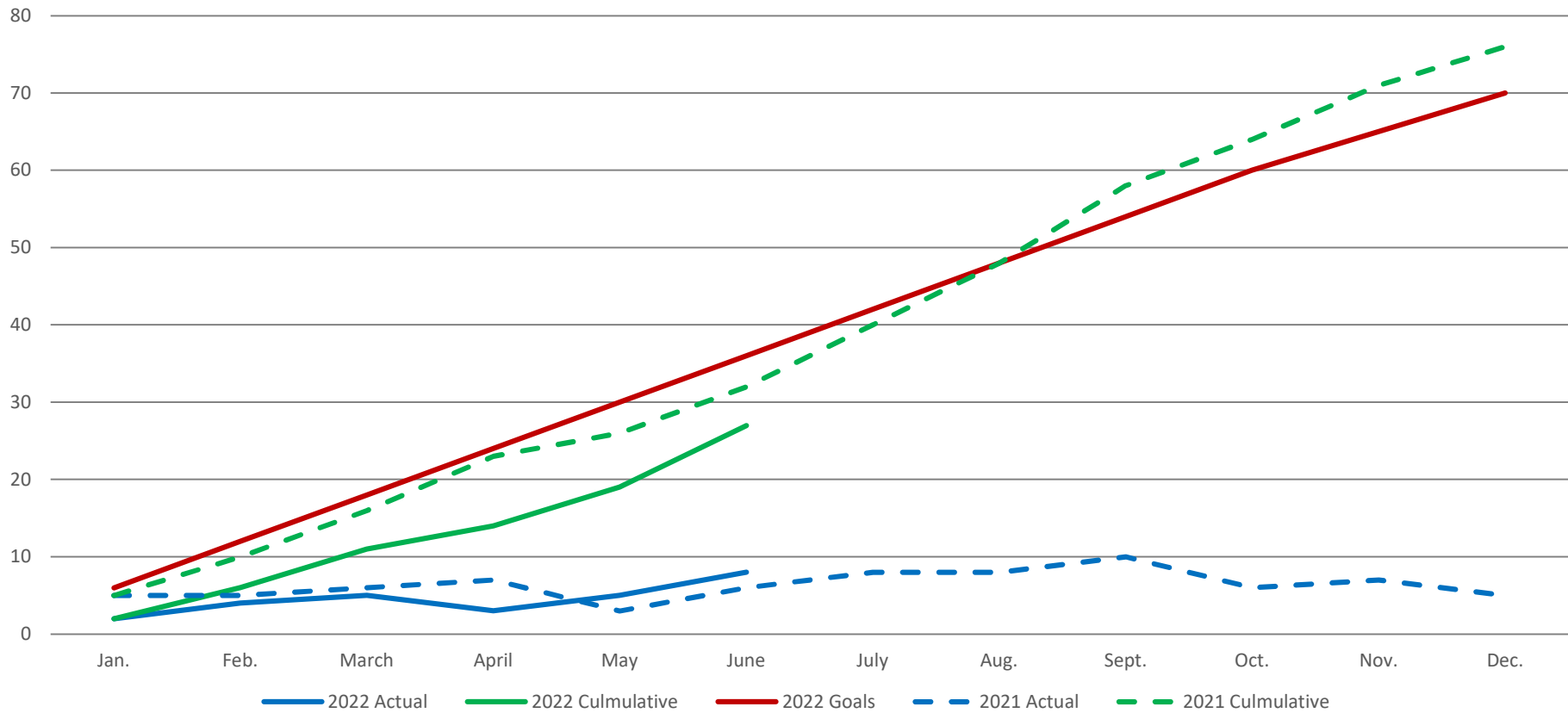


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	50	40	53	44	44	50							281
2022 Actual	15	16	15	17	10	13							
2022 Cumulative	15	31	46	63	73	86							
2022 Goals	16	32	48	64	80	96	112	128	144	160	180	200	
	<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	

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

ANALYSIS: This program is ON track to meet the 2022 goal.

Homeowners Created YTD 2021 & 2022

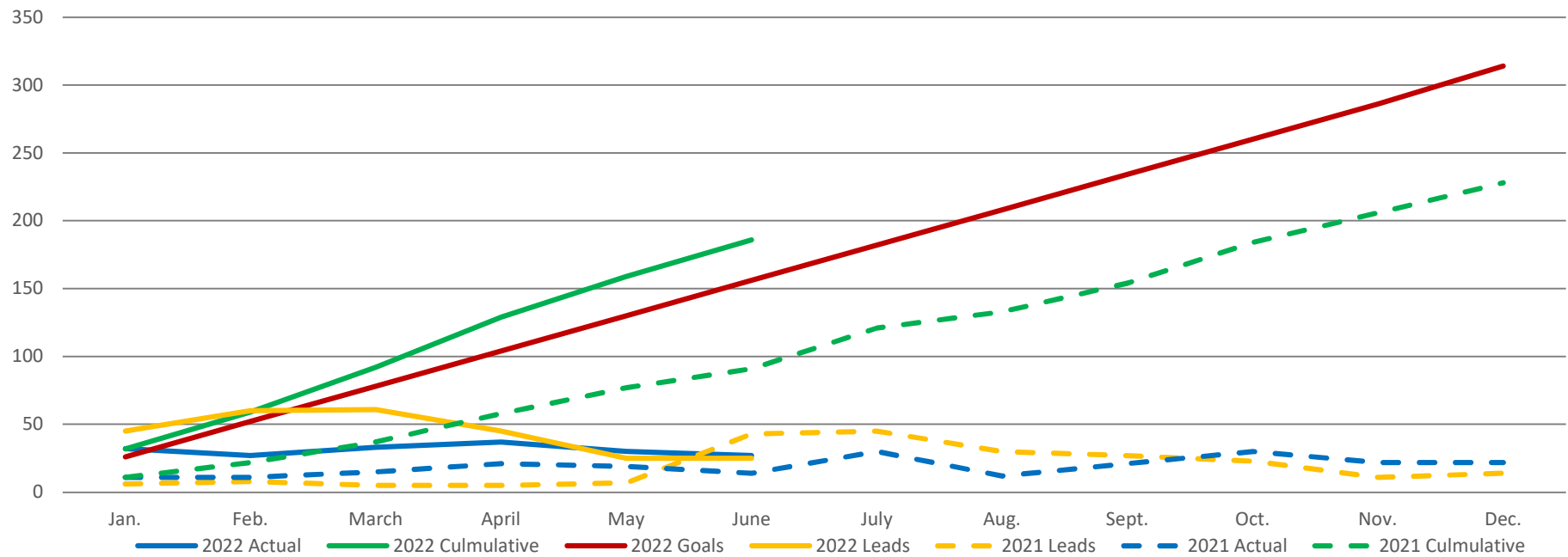


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2022 Actual	2	4	5	3	5	8						
2022 Cumulative	2	6	11	14	19	27						
2022 Goals	6	12	18	24	30	36	42	48	54	60	65	70
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</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 Cumulative	5	10	16	23	26	32	40	48	58	64	71	76

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 2022 goal. Due to lack of housing stock, high prices, aggressive market.

### Homeownership Counseling & Financial Coaching (inc. HSP) YTD 2021 & 2022

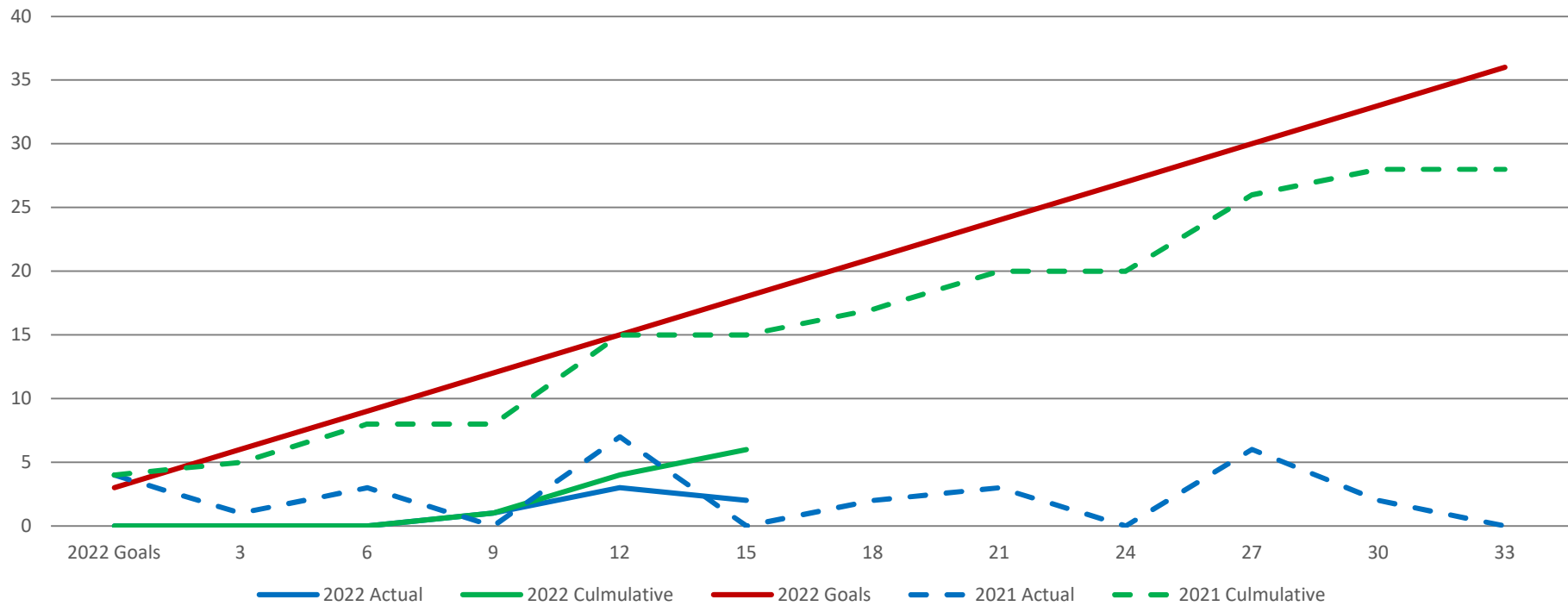


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	45	60	61	45	25	25							261
2022 Actual	32	27	33	37	30	27							
2022 Cumulative	32	59	92	129	159	186							
2022 Goals	26	52	78	104	130	156	182	208	234	260	286	314	
	<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	

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 up to 80%AMI who have been affected by COVID.

ANALYSIS: This program is ON track to meet the 2022 goal.

## HOME Repair Program YTD 2021 & 2022 (under 80% AMI)

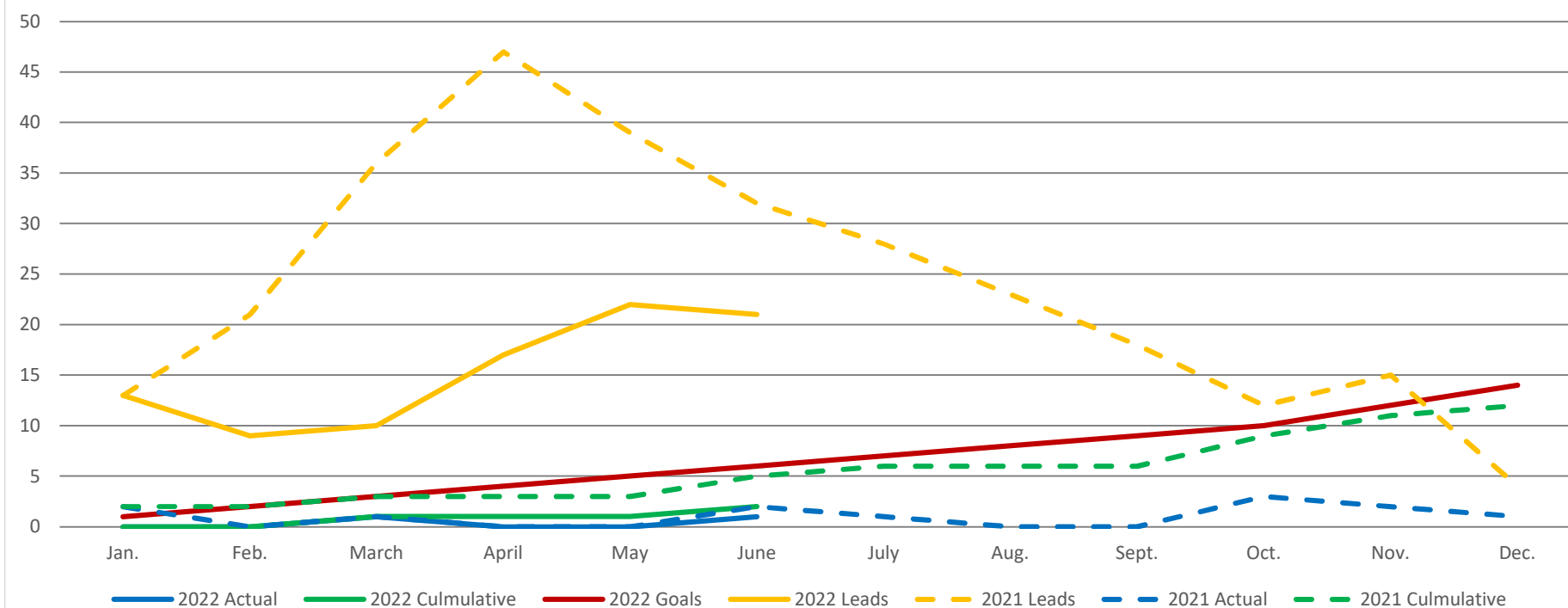


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2022 Actual	0	0	0	1	3	2						
2022 Cumulative	0	0	0	1	4	6						
2022 Goals	3	6	9	12	15	18	21	24	27	30	33	36
Projects In-Process	11	10	11	12	9	11						
	<u>Jan.</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

ABOUT: For Addison, Rutland, Bennington Counties, up to 80%AMI, help homes and 1-4 unit apts with repairs, weatherization, new wood/pellet stoves. 3-year (2020-2022) goal is 85 projects. As of Dec. 31, 2021 we have completed 49 projects towards our goal (incl. up to 80% AMI HEAT Squad, Energy Loan, VLITE, CEDF, HOME Repair Loan/Grants projects)

ANALYSIS: This program is NOT on track to meet the 2022 goal. Due to length of time to complete projects, high prices, supply chain issues.

# HOME Repair Loans & Grants YTD 2021 & 2022 (under 80% AMI)

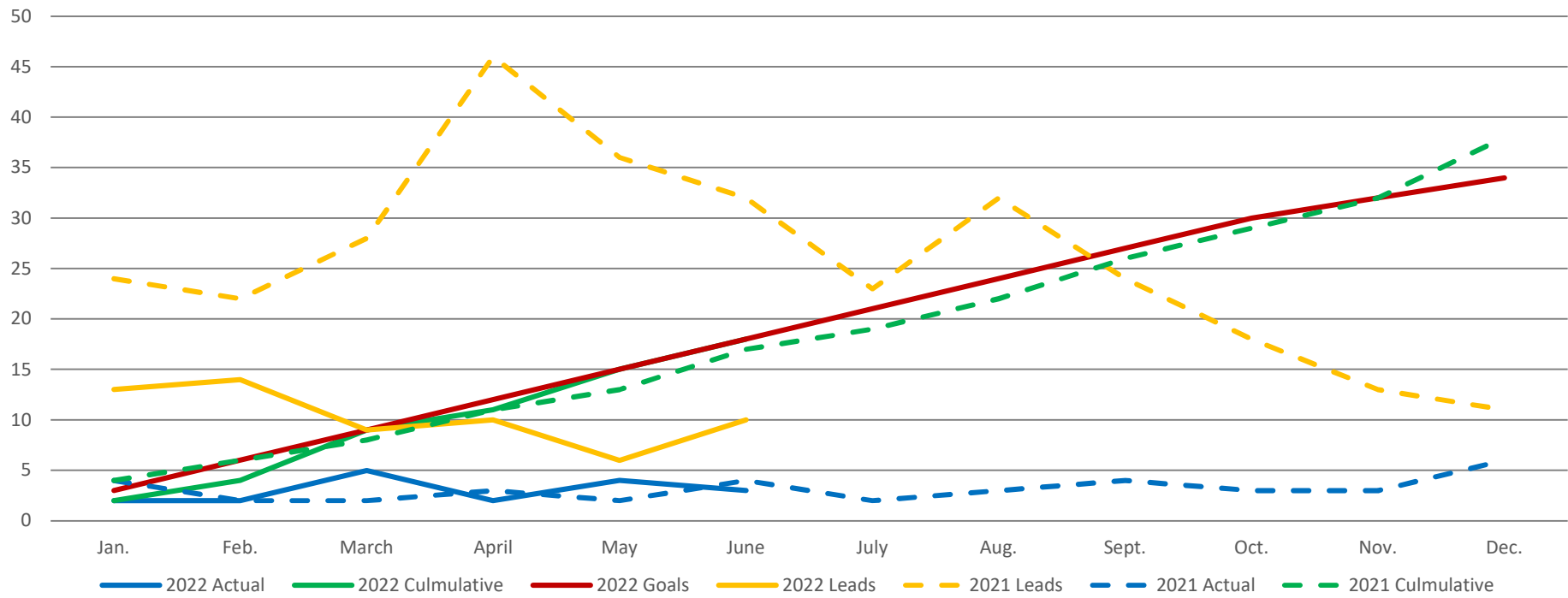


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	13	9	10	17	22	21							92
2022 Actual	0	0	1	0	0	1							
2022 Cumulative	0	0	1	1	1	2							
2022 Goals	1	2	3	4	5	6	7	8	9	10	12	14	
	<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	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	

ABOUT: For Addison, Rutland, Bennington Counties, up to 80%AMI, lending/grants to repair homes and 1-4 unit apts.

ANALYSIS: This program is NOT on track to meet the 2022 goal. Due to length of time to complete projects, high prices, supply chain issues.

Down Payment Assistance Loans YTD 2021 & 2022

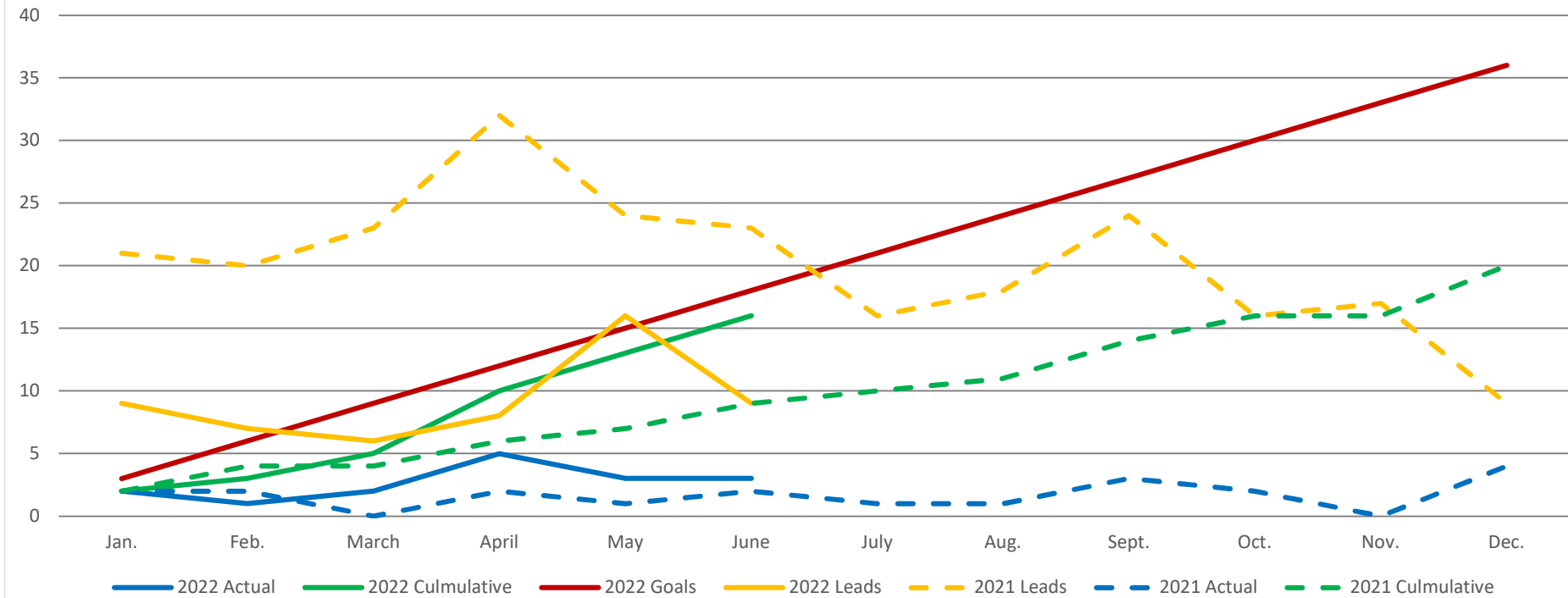


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	13	14	9	10	6	10							62
2022 Actual	2	2	5	2	4	3							
2022 Cumulative	2	4	9	11	15	18							
2022 Goals	3	6	9	12	15	18	21	24	27	30	32	34	
	<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	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	

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

ANALYSIS: This program is ON track to meet the 2022 goal.

Energy Loan Production YTD 2021 & 2022

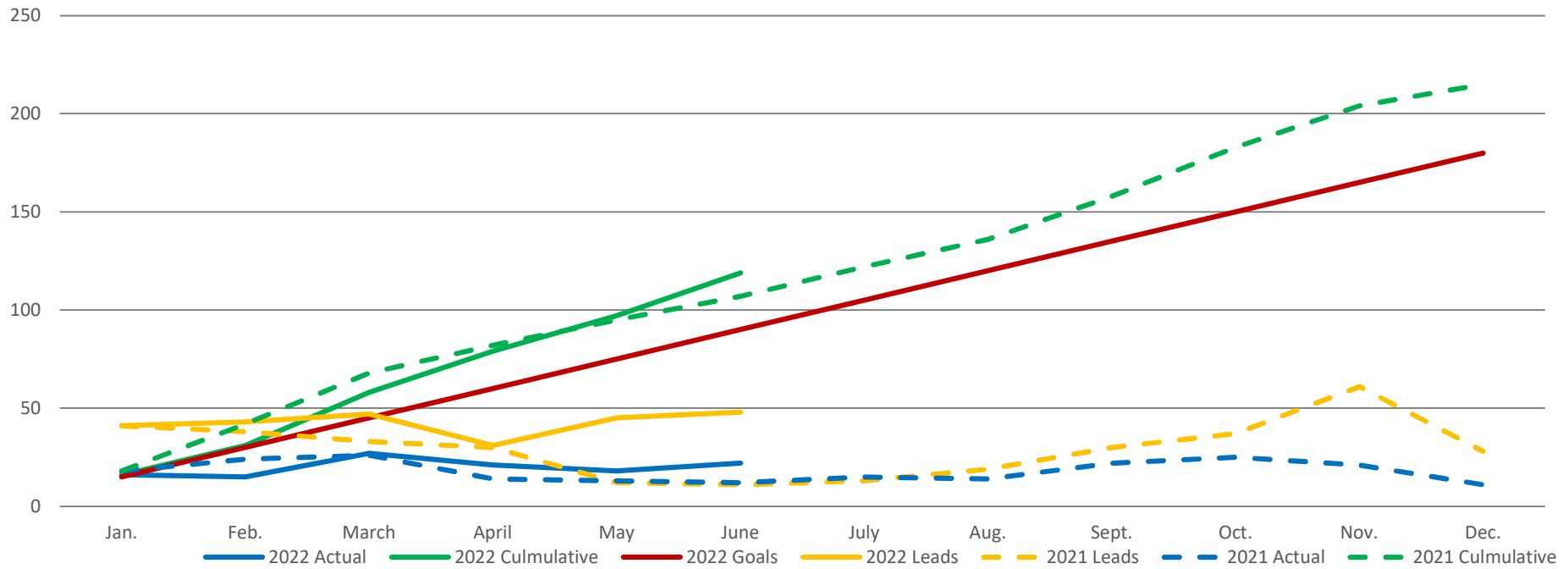


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	9	7	6	8	16	9							55
2022 Actual	2	1	2	5	3	3							
2022 Cumulative	2	3	5	10	13	16							
2022 Goals	3	6	9	12	15	18	21	24	27	30	33	36	
	<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	

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

ANALYSIS: This program is ON track to meet the 2022 goal.

# HEAT Squad 5-Counties Energy Audits YTD 2021 & 2022



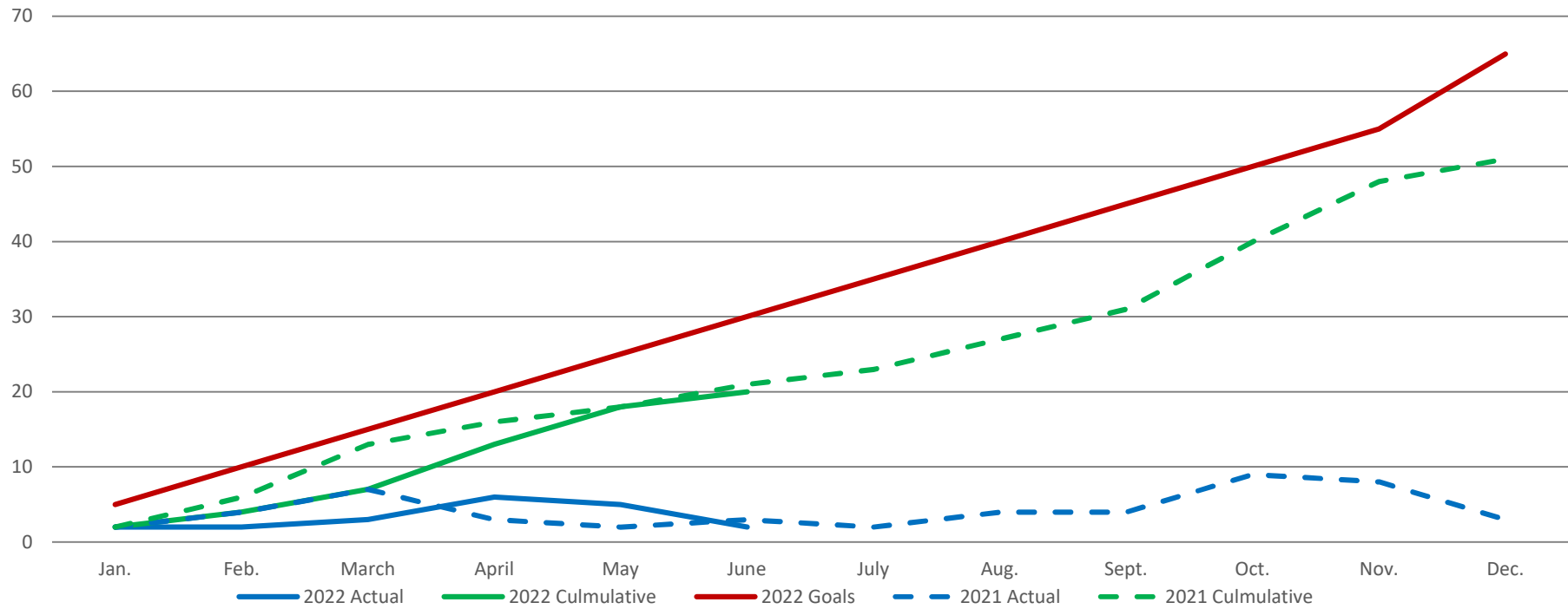
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	41	43	47	31	45	48							255
2022 Actual	16	15	27	21	18	22							
2022 Cumulative	16	31	58	79	97	119							
2022 Goals	15	30	45	60	75	90	105	120	135	150	165	180	
	<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 Cumulative	18	42	68	82	95	107	122	136	158	183	204	215	

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

ANALYSIS: This program is ON track to meet the 2022 goal.



### HEAT Squad 5-Counties Energy Projects YTD 2021 & 2022

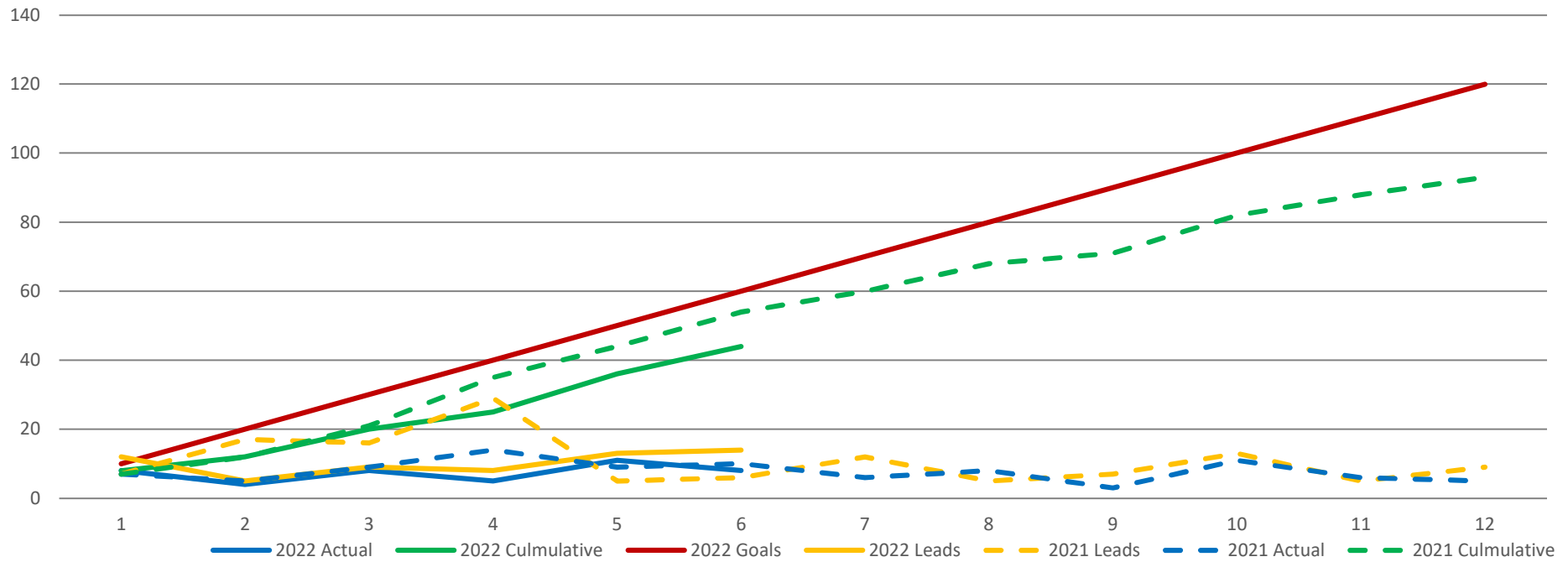


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2022 Actual	2	2	3	6	5	2						
2022 Culmulative	2	4	7	13	18	20						
2022 Goals	5	10	15	20	25	30	35	40	45	50	55	65
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</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 Culmulative	2	6	13	16	18	21	23	27	31	40	48	51

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

ANALYSIS: This program is NOT on track to meet the 2022 goal. Due to lack of contractors, high prices, supply chain issues, not attractive rebates.

### HEAT Squad NEK Energy Audits YTD 2021 & 2022

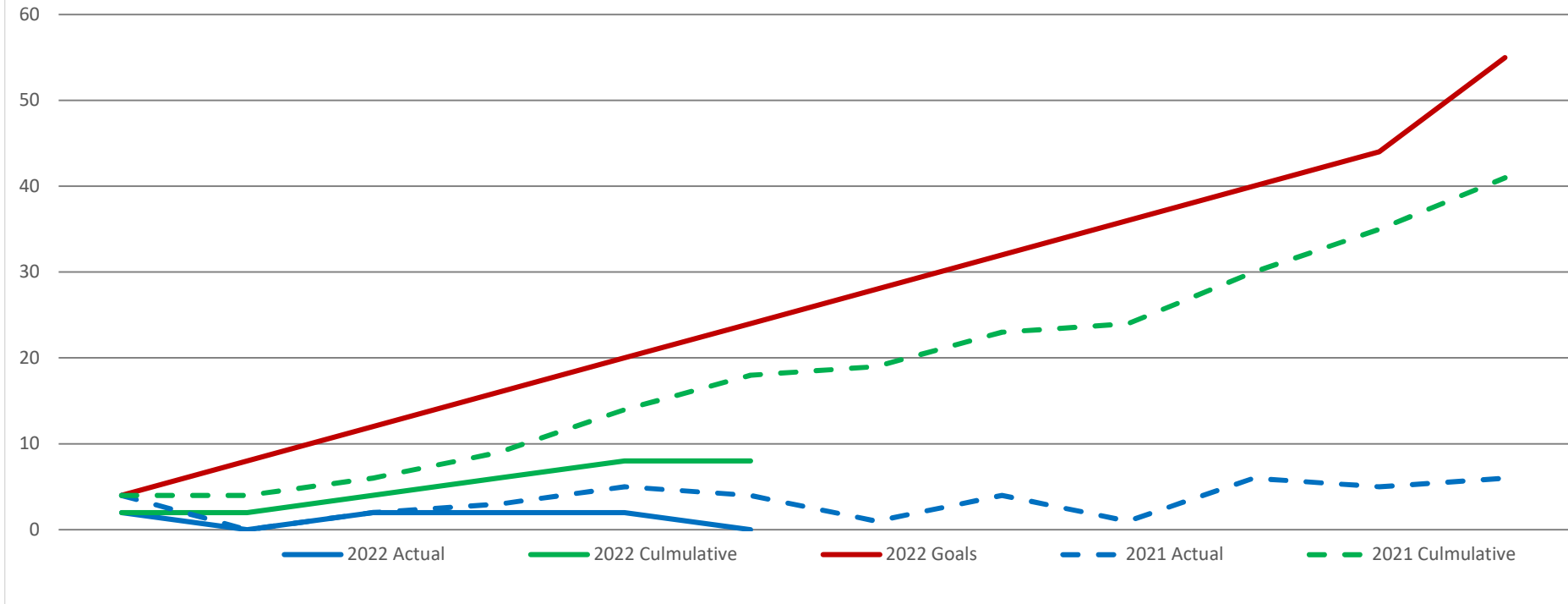


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>	<u>Total</u>
2022 Leads	12	5	9	8	13	14							61
2022 Actual	8	4	8	5	11	8							
2022 Cumulative	8	12	20	25	36	44							
2022 Goals	10	20	30	40	50	60	70	80	90	100	110	120	
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	

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

ANALYSIS: This program is ON track to meet the 2022 goal.

### HEAT Squad NEK Energy Projects YTD 2021 & 2022

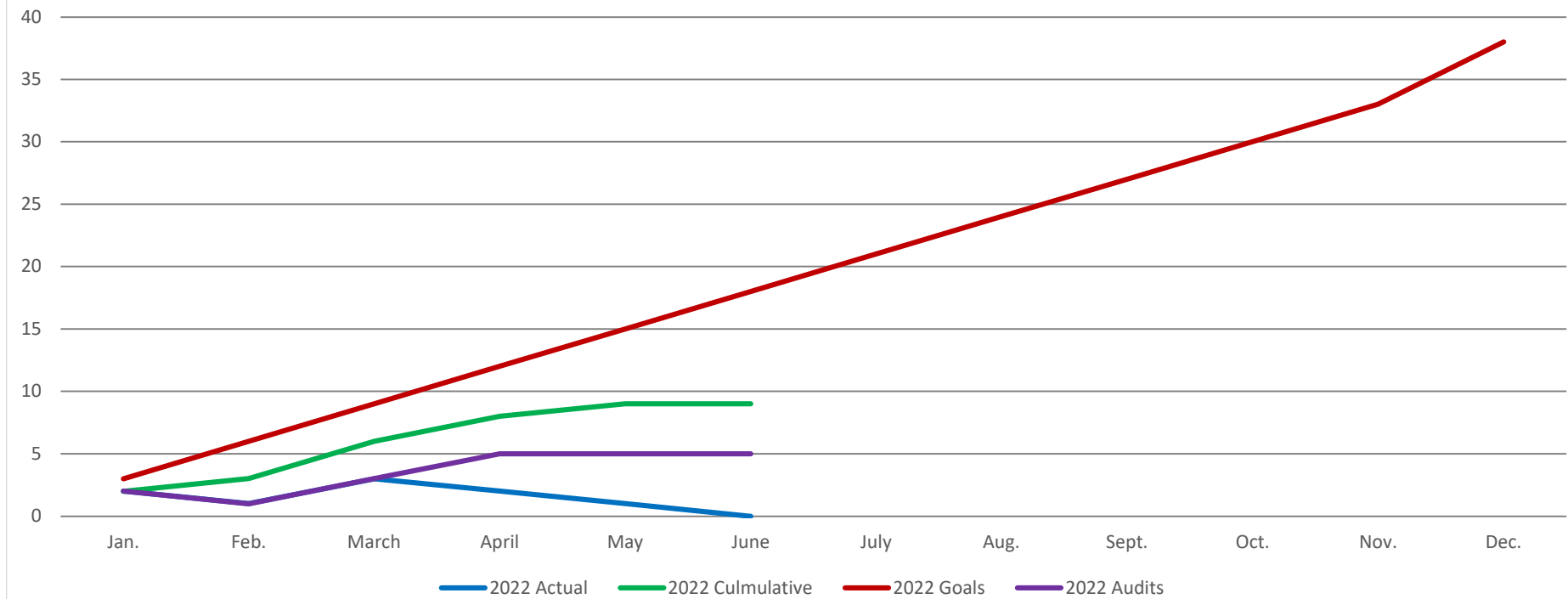


	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>Aug.</u>	<u>Sept.</u>	<u>Oct.</u>	<u>Nov.</u>	<u>Dec.</u>
2022 Actual	2	0	2	2	2	0						
2022 Cumulative	2	2	4	6	8	8						
2022 Goals	4	8	12	16	20	24	28	32	36	40	44	55
	<u>Jan.</u>	<u>Feb.</u>	<u>March</u>	<u>April</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>
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

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 2022 goal. Due to lack of contractors, high prices, supply chain issues, not attractive rebates.

VLITE Projects YTD 2022



	<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>	
2022 Actual	2	1	3	2	1	0							
2022 Culmulative	2	3	6	8	9	9							
2022 Goals	3	6	9	12	15	18	21	24	27	30	33	38	
Projects In-Process	8	10	6	7	10	11							
	<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>
2022 Audits	2	1	3	5	5	5							21

ABOUT: For NEK & Bennington County, up to 120%AMI households, 80 audits/45 projects with 20 install heat pumps, extra rebates and help to weatherize over 18 months. 8 projects are for VLITE 2021 program (completed 4/30/2022) and 30 projects are for VLITE 2022 program (13 HP). 2022 Audit Goal=50  
 ANALYSIS: This program is ON track to meet the 2022 goal.