

**From:** Springer, Darren [Darren.Springer@state.vt.us]  
**Sent:** Monday, March 16, 2015 3:58 PM  
**To:** Hopkins, Asa  
**Subject:** Fwd: Questions

Let's discuss tomorrow

Sent from my iPhone

Begin forwarded message:

**From:** Mark Whitworth <[mark@energizevermont.org](mailto:mark@energizevermont.org)>  
**Date:** March 16, 2015 at 3:42:54 PM EDT  
**To:** <[Asa.Hopkins@state.vt.us](mailto:Asa.Hopkins@state.vt.us)>  
**Cc:** <[Darren.Springer@state.vt.us](mailto:Darren.Springer@state.vt.us)>  
**Subject:** Questions

Sorry we weren't able to connect by phone.

Here are a few of my questions. They all relate to "Scratch." (This is where the \$275M savings appears. Since that number has been announced on the House floor and thrown around in the press, I'm assuming that "Scratch" is official and "Scratch HPWx" is not.)

1. The model appears to recognize Tier 3 savings as soon as a Tier 3 measure is taken. So, it looks like you get \$5,000 of savings the same year that you install a heat pump. Have I got that right? Is there a reason for that?
2. You adjust costs for inflation, but you don't adjust savings for inflation. Is there a reason?
3. How did you come up with the distribution of Tier 3 measures? You're installing 67,240 heat pumps, but you're weatherizing only 19,745 homes. Are you putting heat pumps in uninsulated homes? Or is there a stash of weatherized homes that I don't know about? (The report on the effort to weatherize 80,000 homes is rather dismal, so you're probably not counting on them.) I saw that "Scratch HPWx" included a Tier 3 option to weatherize AND install a heat pump. Seemed like a good idea. What happened?
4. You suggest that 75% of the heat pumps are going to be leased. What's the lease program like? Am I right when I guess that the \$5,000 savings is net of any lease payments?
5. Do you include cost of installing the heat pump in your cost estimate? What is the cost? I assume that I'd need a site evaluation, a carpenter, an electrician, and somebody from the utility to bless the installation. (I recall from "Beyond" that you estimated the cost to be \$4,000. How many BTUs can I get for that?)
6. I've never been able to figure out who bears the costs and who benefits from the savings. Do you know?

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