



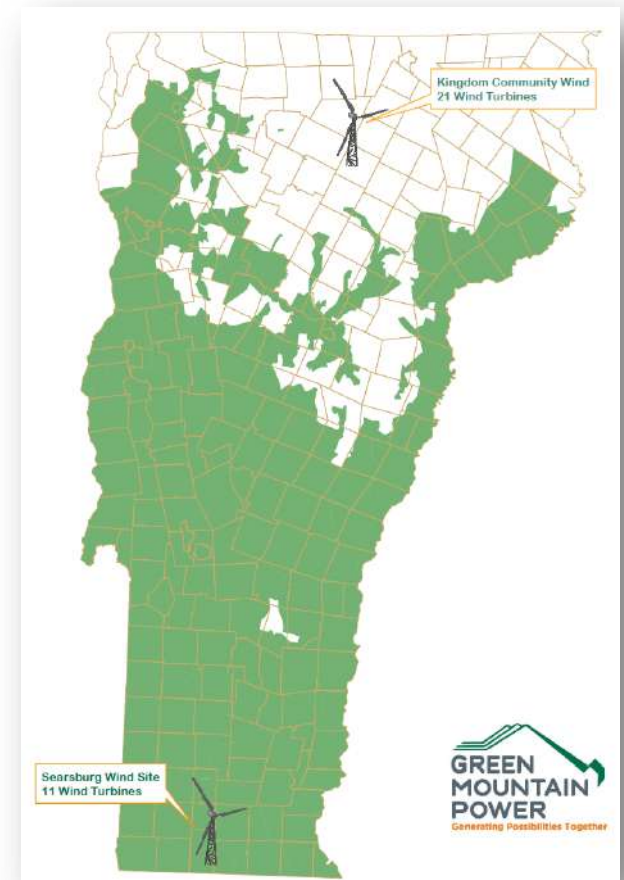
Energy Transformation: Cutting Carbon and Costs for Customers



QUICK LOOK:

- ✓ We serve 263,080 customers in 202 towns in 7,500 square miles of service territory
- ✓ Portfolio is 60% renewable, **90% carbon-free**
- ✓ We operate:
 - 48 hydro plants
 - 12 solar projects
 - 2 wind farms
 - 1 joint-owned biomass plant

- ✓ We maintain:
 - 976 miles of transmission lines
 - 11,273 miles of distribution lines
 - 185 substations



ENERGY TRANSFORMATION: LOTS OF WAYS TO MAKE A DIFFERENCE

Strategic Electrification is Key: Helps our customers cut costs & carbon

- ▶ **Transportation**
 - ▶ Personal Electric Vehicles and Fleet Vehicles
 - ▶ E-Buses
 - ▶ Vehicle Chargers
- ▶ **Heating**
 - ▶ Heat Pumps
- ▶ **Commercial and Industrial**
 - ▶ Kilns
 - ▶ Line Extensions
- ▶ **Partner with Efficiency Vermont, businesses, customers, engineers, and energy consultants**



DRIVING: #1 SOURCE OF CARBON POLLUTION IN VT

- Free charger for new EV owners
- Shared access to reduce peaks
- Up to \$2,500 in rebates for EV purchase (including \$1,000 to encourage low-income customers to adopt EVs)
- On top of tax credits and dealer incentives
- Commercial - \$550/port



- Provided over 400 EV incentives to help customers drive green in just 6 months
- New state incentive will add savings

E-BIKE & LAWN MOWERS

Electric Lawn Mowers: \$50 Rebate

The EPA estimates that lawn and garden equipment running on fossil fuels produce nearly 23 million tons of carbon emissions every year in the US!



E-Bikes: \$200 Rebate

Provided 197 E-bike Incentives to help customers commute green in 2019

1,342,264 pounds of carbon offset

HEATING: #2 SOURCE OF CARBON POLLUTION IN VT

Commercial heat pumps:

Installed 14 large commercial heat pumps, producing 117,068,080 pounds of carbon offset

Shelburne Library - \$5,000 incentive for heat pump, will offset 491,400 pounds of carbon



Residential heat pumps:

Provided over 3,500 Residential Heat Pump Incentives in just 7 months



USING INNOVATIONS TO DRIVE DOWN PEAK COST

Partnering with more than 2,700 customers



Free Level 2 Charger (\$600 value), customer shares access to reduce demand on the grid during peaks

EV charging, battery programs, heat pumps, water heaters

Win-win: They're helping to cut carbon & reduce costs for ALL customers

Since 2018: Battery programs alone delivered more than \$800,000 net value for ALL customers

How it Works



CLIMATE RESILIENCY

Home battery storage

1,100 customers powered through Halloween storm



Jennifer Hannux @Vermontjen

1 hour ago

Night 2 without power. Reading by lantern light. Making memories and making the best of it while we wait patiently for @GreenMtnPower to do their thing. A huge thank you to all the linemen out working. We are warm, cozy, and comfortable while we wait #Vermont #VTwx #saturdaynight



5 Solar + storage installations

3 new this year: Ferrisburgh, Essex, Milton

Peaks now, future microgrid capability

THE FUTURE

- ▶ Rebates to continue into 2020
- ▶ Constantly looking for new innovations and products to support: Volvo electric excavator
- ▶ New EV Charging Rates proposed
- ▶ Energy Transformation Goal 2020:

Target 165,878 MWh





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