

My name is Sandra Farrell and I am an owner of Northboro Oil Company. We have been operating in Northborough since 1953. I am writing today with my concern and dismay that EEAC is considering eliminating the ability for oil heat consumers to be eligible for MassSave rebates. I think everyone agrees that conservation efforts need to be in play. My industry recognizes this, and has been revamping our fuel for years. The fuel we deliver today is not the same fuel my father delivered. The sulphur levels which used to be 5000 to 3000 ppm per gallon is currently 15 ppm. For many years the industry has been making a conscious and deliberate move to Biofuel. Today all fuel oil delivered has a minimum of 5% Biofuel. Many dealers, like myself, participate in the Massachusetts APS program delivering an additional 20% renewable biofuel to our customers. I am on the executive committee to the National Oilheat Research Alliance board and see all the research on Bioheat and Bioheat equipment. It is truly impressive viewing the results of testing in homes using 50% to 100% Biofuel successfully. The everyday use of this fuel is just around the corner. I believe my industry is not part of the problem, but part of the solution. Oil bashing is very popular, but we are not really delivering "oil" anymore. We are delivering Bioheat.

My customer base, for years has consistently used MassSave rebates to upgrade their older inefficient equipment to new efficient equipment. For many customers the MassSave rebate is a big incentive to make the final decision to upgrade. When a customer upgrades their existing equipment to new Bioheat energy efficient equipment, our experience is they **immediately** reduce their fuel consumption between 20% to 40%. I have one customer who replaced his heating equipment in September of 2020. His five year average consumption prior to the new equipment replacement was 1150 gallons per year. The first year with the new equipment he consumed 640 gallons. That is a reduction of 510 gallons per year in one home only. Just think of the cumulative reduction across the state! By eliminating MassSave rebates to these consumers, you are encouraging them **not to make upgrades** to their equipment. With significant reduction in fuel consumption with new equipment, **why would you do this?**

Also, Bioheat consumers are rate payers just the same as alternative fuel users. It is just not right to mandate that one group can't avail themselves of the programs they are financially supporting. If you are going to stop rebates for Bioheat consumers, why not propane and natural gas too? They are all fossil fuels. Electrification is not the total answer and should not be forced upon consumers when other dependable, efficient fuels and infrastructure are in place. Not only are electric heat pumps more than twice as expensive to install, expensive to operate and in today's marketplace, currently unavailable.

Thank you for your consideration.