

To whom it may concern:

I was unable to attend the EEAC's public comment sessions regarding the Mass Save program. For that reason, I'm submitting written comment and wish to thank you in advance for your consideration.

I owned and operated a small heating oil retail company (up to 26 employees) in Western Massachusetts for 31+ years. I sold the company in August, 2018, and now work for the buyer, HOP Energy. In addition to the branch I previously owned, HOP has branches in Hopkinton, Chelsea, and Cape Cod. We are a full service company, providing installation of oil heat systems, heat pumps, and generators.

If the intent of the Mass Save program is to reduce carbon emissions and increase efficiencies, I find it disturbing that Mass Save proposes to cut rebates and zero interest HEAT loans for heating oil customers.

- FOR ENVIRONMENTAL REASONS - Heating oil is now an ultra low sulfur product and the industry is blending heating oil with biodiesel. Biodiesel is a renewable energy source. Rapid advancement is being made to switch to 100% biodiesel by 2050.
- FOR EFFICIENCY REASONS - Heating oil equipment has become highly efficient
- FAIRNESS - Why would the EEAC consider excluding the heating oil industry? We are a group of small businesses, not a mega-monopoly like the electric utilities.
- EFFECTS ON CUSTOMERS - HOP Energy serves thousands of customers in Massachusetts. The proposed changes to the rebates and zero interest loans will most adversely effect the low and middle income customers. Our heating oil customers already pay an energy efficiency charge on their monthly electric bill. Are customers forced to switch energy sources to recognize any benefit from the charge? I don't believe that was the original intent.
- EFFECTS ON EMPLOYEES - The proposed changes, if made effective, would have a negative impact on our customer base. Eventually, this would effect thousands of heating oil employees in the State. Like myself, many employees have spent the better part of their careers in this industry.

I respectfully request that the committee reconsider excluding the heating oil industry from the Mass Save program.

Sincerely,

Leslie Cernak
Administrative Compliance Specialist
Northern Division
HOP Energy, LLC