

Installer Update–2023 #1
2023-01-12

We highlight below the key activities of the HeatSmart Alliance since our August 2022 update.

Membership: The Alliance has grown to 31 Members and 43 Associates from 32 different communities in eastern Massachusetts. This represents a 48% growth in volunteer participation since the start of 2022.

Events: We presented at 23 educational events in 2022, far exceeding our goal of 10 events. Municipalities and local environmental organizations continue to approach us to present an introduction to heat pumps at local events, and our goal is to participate in even more events in 2023. See our [website](#) for past and upcoming events.

Coaching: We approved 5 new coaches in 2022, bringing us to 11 approved coaches. While our goal was 10 new coaches, this figure does not include many of the new coaches in community-based coaching initiatives launched with our assistance in Arlington, Cape Ann, Lexington, and Wayland. Altogether, there are now over 25 volunteer coaches helping residents in their communities. We are excited about the growing interest in coaching and have drafted a [Vision for Scaling Residential Energy Coaching](#), which we are circulating to various MA organizations. We hope this vision helps secure the support needed to scale energy coaching services throughout Massachusetts.

Heat-Load Analysis Tool: This spreadsheet tool allows our coaches to benchmark the thermal integrity of a home against other Massachusetts homes and to approximate a home's design heating load. We recently enhanced this tool to generate graphs showing a) home heating load as a function of outdoor temperature, and b) home overall heat-loss coefficient (compared to 70 MA homes in our database). We also refined the estimated design heating load to be more consistent with industry conventions. Inputs include historical household fuel consumption data and other characteristics of the home and household.

We plan to publish our Heat-Load Analysis tool in early 2023 with the goal of attracting interest from an organization with the resources to adapt and maintain this tool for broad use. While not a substitute for an ACCA Manual J load calculation, it can provide a valuable independent check.

Question to Installers: In each update, we pose a question to you. We hope you'll take a moment to respond. Our question is: ***How often, if at all, do you hear references to the HeatSmart Alliance or a volunteer coach?***

If you have any other questions, comments, or suggestions, please do not hesitate to contact us.

Best regards,
Bob Zogg
Facilitator, HeatSmart Alliance

About us: The [HeatSmart Alliance](#) is a volunteer group that grew out of the HeatSmart Mass program sponsored by the Massachusetts Clean Energy Center and the Massachusetts Department of Energy Resources. Our mission is to accelerate the adoption of energy-efficient heat pumps in Massachusetts homes and buildings. We focus on air- and ground-source heat pumps, heat-pump water heaters, and weatherization as vital components of the overall strategy for reducing greenhouse gas emissions. We accomplish our mission by:

- Educating and coaching homeowners, landlords, and business owners
- Simplifying installer evaluation and selection
- Collaborating and sharing information with community groups and other like-minded organizations.