**Industry Speaking Points – Policy Makers / Elected Officials**

**Achieving net zero by 2050**

* + We will decrease our industry emissions footprint by:
    - 15% in 2023
    - 40% in 2030
    - 100% in 2050
  + In order for our industry to be successful, policy makers must pass policies that are:
    - Harmonized at a state, regional, and federal level
    - Fuel and feedstock agnostic
    - Performance-driven based on the complete life-cycle greenhouse gas emissions profile
  + Policies must:
    - Include incentives (tax policies and public and private grants) that encourage investment into higher blend of renewable fuels and related infrastructure
    - Allow the heating oil industry to generate renewable energy credits to assist other sectors in meeting their carbon reduction requirements

**Renewable Liquid Heating Fuel**

* Viable
  + Renewable liquid heating fuel blends B20 to B50 can be used with minor modifications
  + More cost effective than competing utilities
* Low Carbon
  + Low carbon alternative energy source compared to traditional heating oil.
    - * Plant Based B20 – B100 emits 25-66% less
      * Animal Based B100 emits 76% less
      * Used Cooking Oil Based B100 emits 87% less
  + Environmentally Just / Equitable
    - Alternative energy sources, such as electricity (air-source heat pumps), require expensive system conversions that would be prohibitive for the average American. This excludes a subset of people, based on income, from equal access to the decision-making process to have a healthy and safe environment in which to live, learn & work.
      * Higher blends of RLHF require minor system upgrades-customer cost $0 - $2,000
      * Air-Source Heat Pump requires a whole system conversion, which will cost minimum $9,000, maximum ~$67,000.
      * The average American makes $64,000 per year and spends ~$17,000 in rent. A whole house ASHP system conversion would be prohibitively expensive.

**Comparison to Other Alternative Energy Sources (Electricity):**

**Air Source Heat Pumps (ASHP)**

* + Loose efficacy at 47 degrees F, making them inefficient in cold weather93% of customers also keep their existing oil heating system to supplement the ASHP in the winter to stay warm
  + Stress the electrical grid
  + ASHP running on a normal baseload mix of electricity emit more than Renewable Liquid Heating Fuel Systems
    - 26% more than Plant Based B100
    - 48% more than Animal Based B100
    - 71% more that Used Cooking Oil Based B100
  + ASHP running during peak demand emits 13% more emissions than a plant-based B20 (20% renewable liquid heating fuel blend)

**Electric Resistance Heating**

* + Electric resistance heating is the main supplemental heat source for new homes with Air Source Heat Pumps
  + Electric resistance heating emits 17-55% more emissions than a plant-based B20 (20% renewable liquid heating fuel blend)