

# THE SCOPE OF LEVERAGED DOLLARS IN THE WAP NETWORK

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Programs

# Weatherization Leveraged Partnerships Project

*Funded by the Department of Energy to offer training and assistance to WAP subgrantees and their associations in designing private partnerships and programs that leverage the WAP.*



# NASCSP

-NASCSP provides research, analysis, training and technical assistance to State CSBG and WAP grantees, Community Action Agencies, and State Associations in order to increase their capacity to prevent and reduce poverty and build economic and energy security.

-Voice of State WAP Grantees in Washington

-Focused TTA to State Offices including State Manager Orientation & State Monitors training



# BACKGROUND

NASCSP Annual  
Funding Survey

From State WAP  
Offices

Highlight trends in  
DOE, LIHEAP, and  
"Other" Funds

EOS/CAP  
Leveraging Report

From Subgrantee  
& State Association  
Interviews

Leveraged funds  
coordinated with  
the WAP

Joint Comprehensive  
Leveraging Report for  
2016  
Released February  
2018

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# Sources of WAP Funding

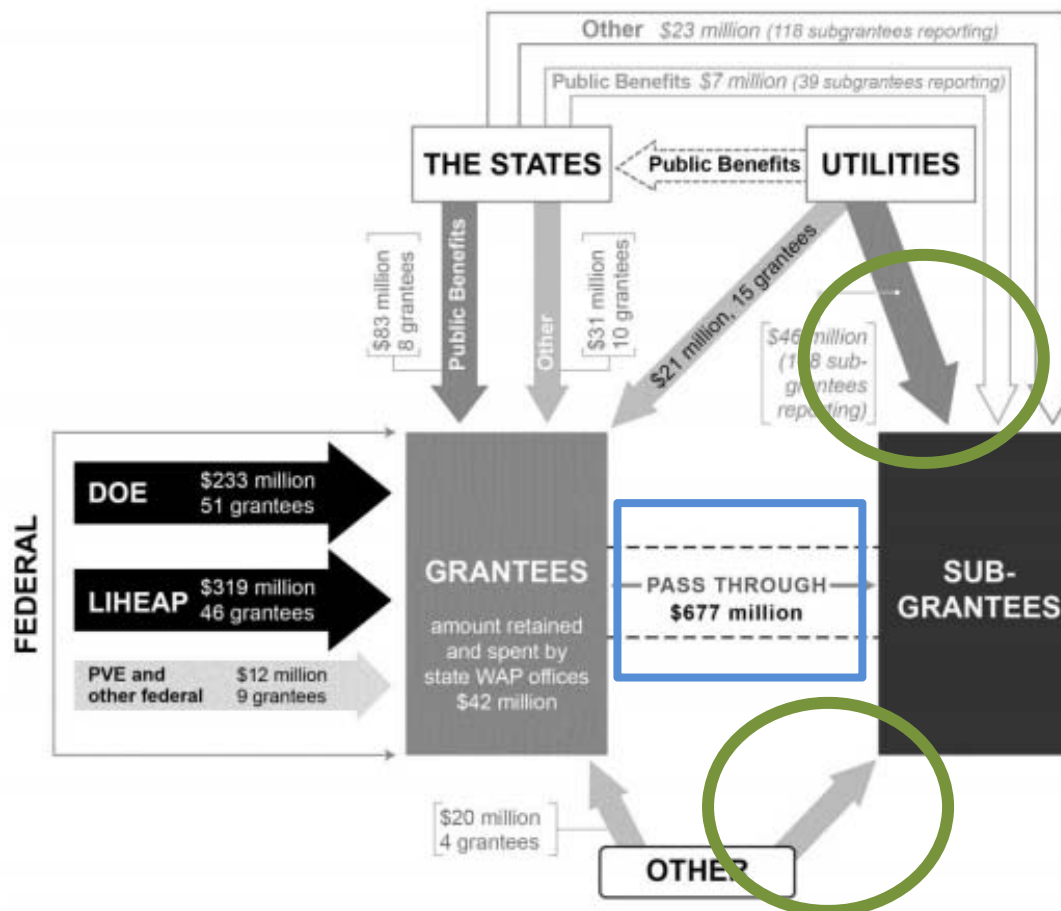


Fig. 2.6: Weatherization funding structure for Program Year 2008

- NASCSP publishing report for over 20 years
- There were funds not being captured
- Collaboration with EOS/CAP gets at that funding

Source: Oak Ridge National Lab WAP Evaluation, [ORNL TM-2013/188](https://www.ornl.gov/tm-2013/188)

# DEFINITIONS: “LEVERAGING”

*Offering the assets of your WAP to a funder in order to attract additional, complementary resources*

# DEFINITIONS: WHAT'S INCLUDED

## Coordinated with the Weatherization Assistance Program:

### Utility Ratepayer Funds

- Into Public Benefit Fund
- One time as a Result of Merger or Settlement
- Run through State WAP Office or Direct Contract w/ Subgrantee or Association

### State Taxpayer Funds

- Fees or Taxes that went into state revenue
- Designated for housing/energy efficiency
- Set Aside for Low Income

### Private Funds

- Hospitals or Health Insurance Companies
- Foundations and Charities
- Others

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# NASCSP Methodology



- Main Questions
  - How much DOE funding available?
  - How much LIHEAP funding available?
  - How much “Other” funding available?
    - E.g. Utility, State, Private
  - Estimate of Productions
  - Verify or Amend last year’s submission



# NASCSP Survey Form



## 2017 WAP Funding Survey

Grantee: \_\_\_\_\_

**\*\*EVEN IF YOU USED MORE THAN ONE FUNDING SOURCE, EACH DOLLAR AND UNIT SHOULD ONLY BE LISTED IN ONE CELL - PLEASE CHECK YOUR TOTALS AT THE**

### Section 1. DOE Funding and Production

a. 2017 DOE Funding	b. Production with only DOE Funds	c. Production with only combined DOE and LIHEAP Funds (no Other funds)	d. Production with only combined DOE and Other Funds (no LIHEAP funds)	e. Production with combined DOE, LIHEAP, and Other Funds

### Section 2. LIHEAP Funding and Production

a. 2017 LIHEAP Funding	b. Production with only LIHEAP Funds	c. Production with only combined LIHEAP and Other Funds (no DOE funds)

### Section 3. Other Funding and Production

a. 2017 Other Funding*	b. Production with only Other Funds	c. Source of Other Funds (Utility, State, or Misc.)	d. Description of Funds
\$0	0	<b>Total Other</b>	

\*If you exceed 6 sources please add rows

### Section 4. Total Funding and Production

**The below total will automatically add up your entries - PLEASE CHECK FOR ACCURACY**

a. 2017 Total Funding	b. 2017 Total Production
\$0	0

### Section 5. Verification of 2016 Numbers

Please also verify the 2016 numbers you reported:

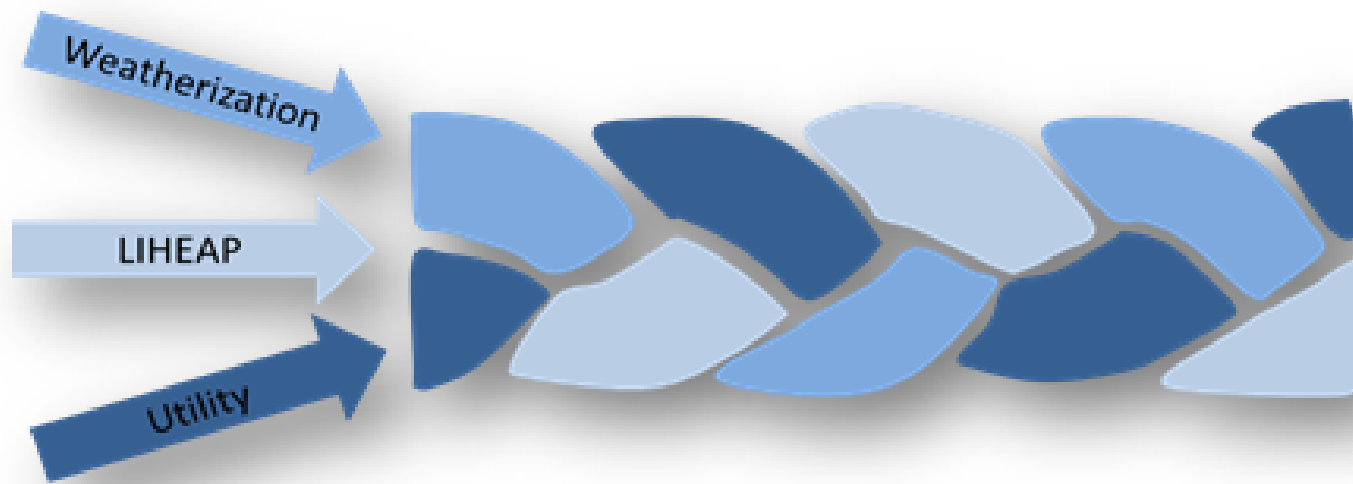
a. Source	b. 2016 Funding	c. Write SAME if correct or specify Amended amount
DOE		
LIHEAP		
Other		

Comments:

# WHY LEVERAGE?

- Fund more measures in each home
- Offer comprehensive services to more homes
- Created partnership for future investments

*The Goal is Braided Funding Streams for a Larger Program with Greater Impact*



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# WAP Funding by Source 2016



- Leveraging critical to supplement DOE funding
- DOE provide structure and reputation to attract other funds
- 48 Grantees transferred LIHEAP to WAP in 2016
  - Up to 15% of state LIHEAP allocation can be transferred. Up to 25% with waiver
  - Coordination at the State Level

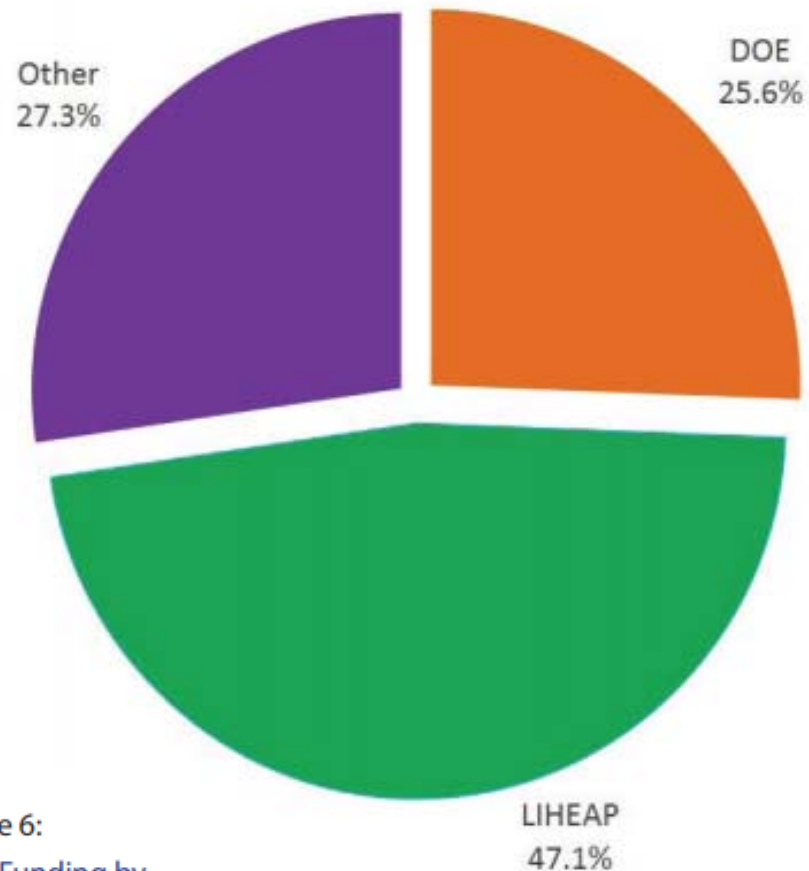


Figure 6:  
WAP Funding by  
Source 2016

# WAP Funding Over Time

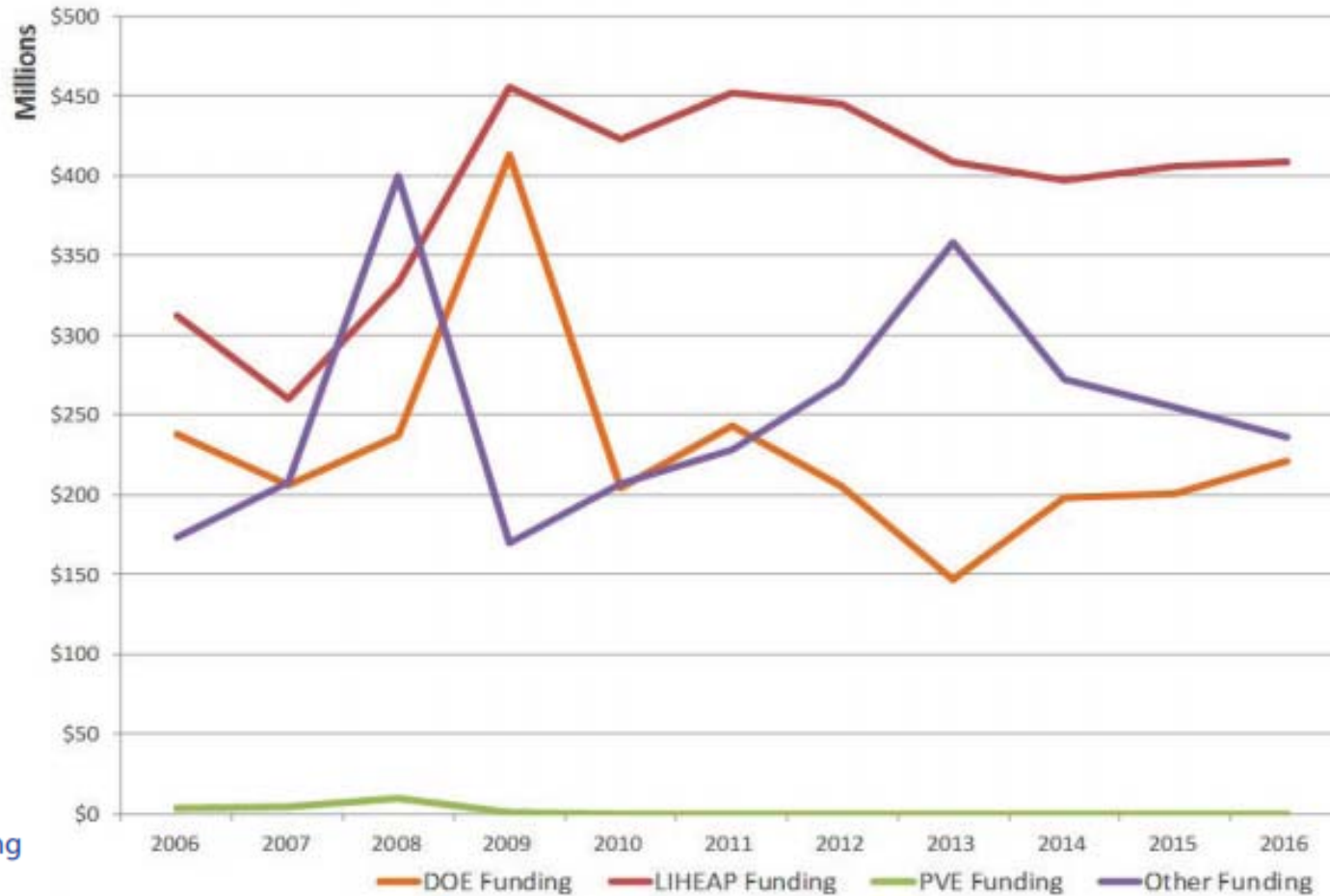


Figure 5:  
WAP Funding  
Over Time  
2006–2016

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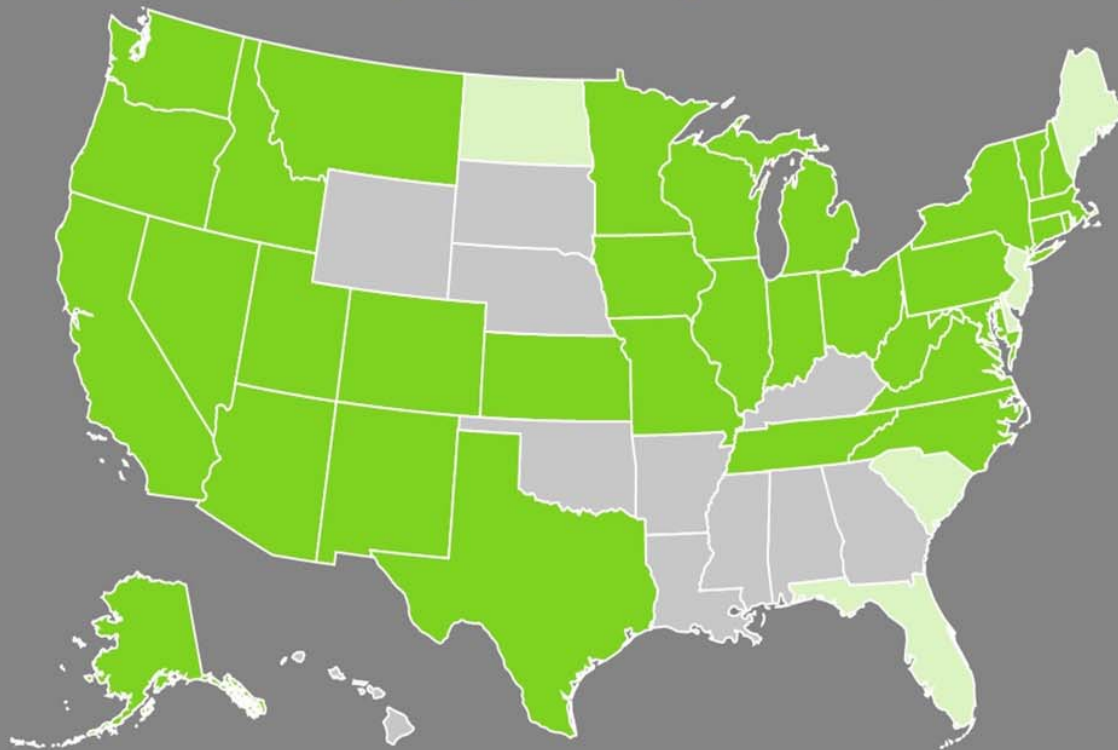
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# WHO IS LEVERAGING NON-FEDERAL FUNDS?

Weatherization Programs in 34\* States Leveraged \$1 Million-\$50 Million of Non-Federal Funds in 2016

\*an additional 5 programs leveraged less than \$1 million



Source: NASCSP & WAP Leveraged Partnerships Project  
Joint Funding Study

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# HOW MUCH HAS BEEN LEVERAGED?

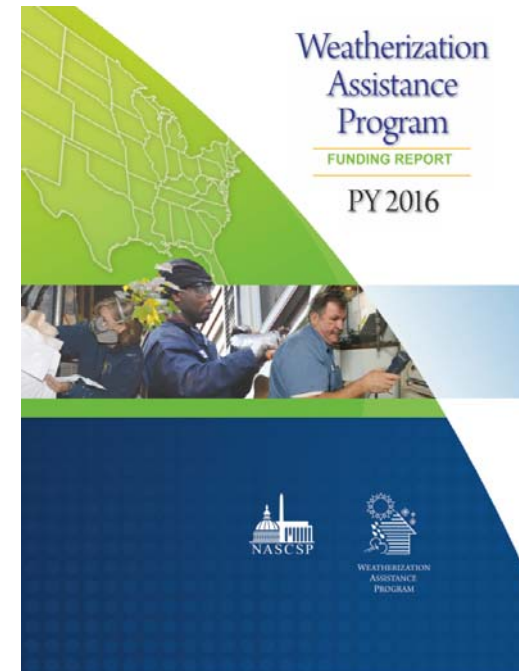
**\$358.6 MILLION IN NON-FEDERAL FUNDS  
LEVERAGED IN 2016**

To use with DOE WAP and HHS LIHEAP in  
eligible homes

This means the network Leveraged \$1.62 in  
non-federal funds for every \$1 of DOE funds spent

# ACCESSING THE REPORT

JOINT REPORT ON LEVERAGED NON-FEDERAL FUNDS FOR W.A.P., 2016		
State	Grand Total: All Non-Federal Funds	Sources of Funding
Alabama	\$0	
Alaska	\$6,017,165	State Funds - Extraction fees
Arizona	\$3,000,000	Utility Funds- \$2,373,000
Arkansas	\$0	
California*	\$48,000,000	Utility Funds- \$34 Million in utility Energy Efficiency Assistance (EEA) contracts directly to local agencies; Cap and Trade Program -\$14,000,000
Colorado	\$8,540,000	\$6,650,000 - State Funds: Severance tax on extraction activities, \$1,890,000 - Utility funds: rebates
Connecticut*	\$14,000,000	Utility Funds
Delaware	\$918,450	\$547,444 - State Funds: Regional Greenhouse Gas Initiative, \$371,006 - Utility funds
Dist. Columbia	\$0	
Florida*	\$250,000	Utility Funds
Georgia	\$0	
Hawaii	\$0	
Idaho	\$2,916,777	Utility Funds
Illinois	\$3,567,959	Utility Funds
Indiana	\$1,791,422	Utility Training Funds- \$300,000, State Funds: Mortgage Settlement, \$102,422 - Utility Funds \$1,389,000
Iowa	\$6,424,213	Utility funds
	\$275,531	Utility Funds: \$102,535; Misc. Funds: Donations, Partnerships



<http://bit.ly/JointWAPleveragingReport16>

<http://bit.ly/NASCSP16WAPfundingReport>

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# How to Use the Data



- Leveraging: a great data point to educate policymakers
  - For “\$X federal, leveraged \$Y Private”
  - Use a national figure or agency specific figure
  - Frame the conversation correctly: federal funds are critical to attract private partners
- Engaging new partners- utilities, housing, healthcare, etc.
  - Demonstrate WAP is an effective & established delivery network
- Communications and press coverage



# REMEMBER: WAP IS THE LEVERAGE

Skilled workforce  
with high-impact  
equipment

Whole house  
approach  
grounded in  
building science

Transparent  
finances and  
accountability

Quantified  
energy or carbon  
savings partners  
can claim

Relationships/  
good reputation  
w/ hard-to-reach  
customers

# YOU CAN DEVOTE RESOURCES

## Allocate Funding for “Start Up” in the WAP State Plan

From WAP Statute - 42 U.S. Code § 6864a - Private sector investments

(b) **Use of funds** Financial assistance provided under this section may be used for—

- (1) the negotiation of such partnerships, agreements and other arrangements;
- (2) the presentation of arguments before State or local agencies;
- (3) expert advice on the development of such partnerships, agreements, and other arrangements; or
- (4) other activities reasonably associated with the development and initial implementation of such arrangements.

Available Online - [Sample State Plan Leveraging Language](#)

# CAP'S TEAM WANTS TO HELP

- Facilitate connections to experienced peers
- Assist in data collection, messaging, and getting things off the ground
- Trainings and Webinars –[a few of our latest hits]
  - [State Associations Organize to Win for Low-Income Energy Consumers](#)
  - [Protecting Utility Customers in Fast Changing Markets](#)
  - UPCOMING: Energy Partnerships Track at [CAP Convention 8/29-31](#) in Denver, CO
- Applicable Resources, Tools, and Templates
  - [Background on Utility Rate Making Process](#)
  - [Tips for Engaging with Utility Regulators](#)
  - [Program Case Study: Healthy Homes at NECAC](#)
  - [Program Overview: CAP Solar](#)

# GEARING UP FOR 2017 REPORT

- State Offices
  - Look for survey request from NASCSP
- Subgrantees and State Associations
  - If you know there are changes from 2016, reach out
  - Look out for Meg and Natalie's call
  - Find us at EOW, NEUAC, CAP Convention, and State Association conferences



# CONTACT US:

## 2017 Numbers, Case Studies, Program Designs, Successes, & Challenges



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