Leveraging Services and Funding

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National Community Action Partnership

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WELCOME

1. Organization Name, State
2. Relationship to Weatherization Assistance Program (WAP)
3. Engaged in leveraging currently



National Community Action Partnership

National hub for the 1,000 Community Action Agencies

Natalie Kramer, Policy Associate,
Weatherization Leveraged Partnerships Project

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.

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AMERICA'S POVERTY FIGHTING NETWORK

Weatherization Works

"LEVERAGING"

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

THE ASSETS OF YOUR WAP:

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

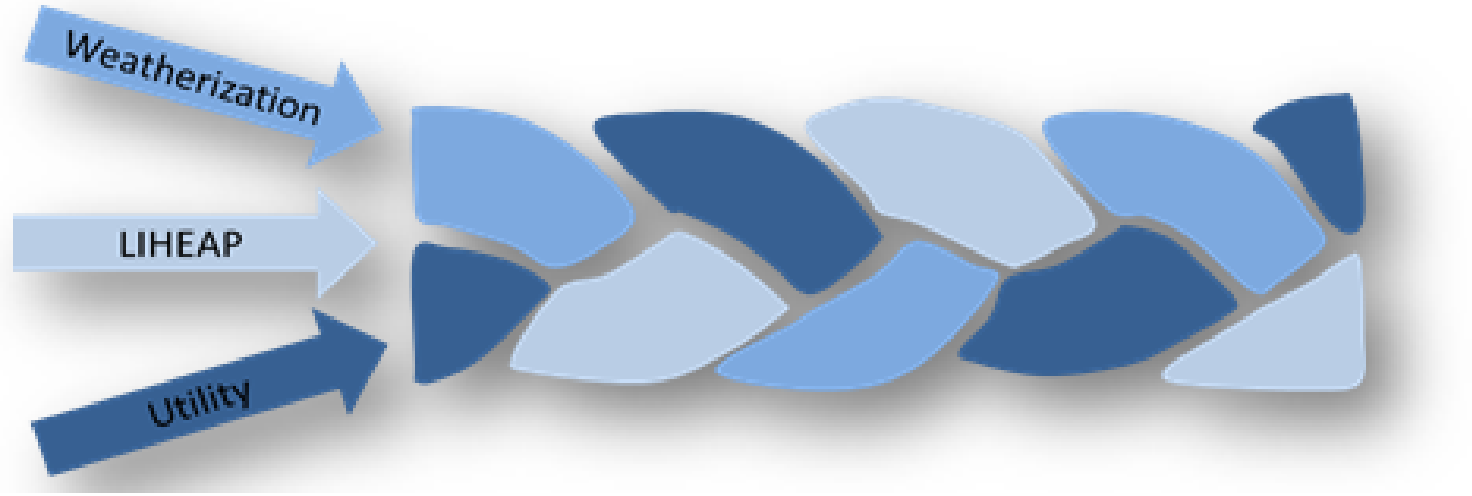
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BENEFITS TO YOUR PROGRAM:

- 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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$358.6 MILLION LEVERAGED IN 2016

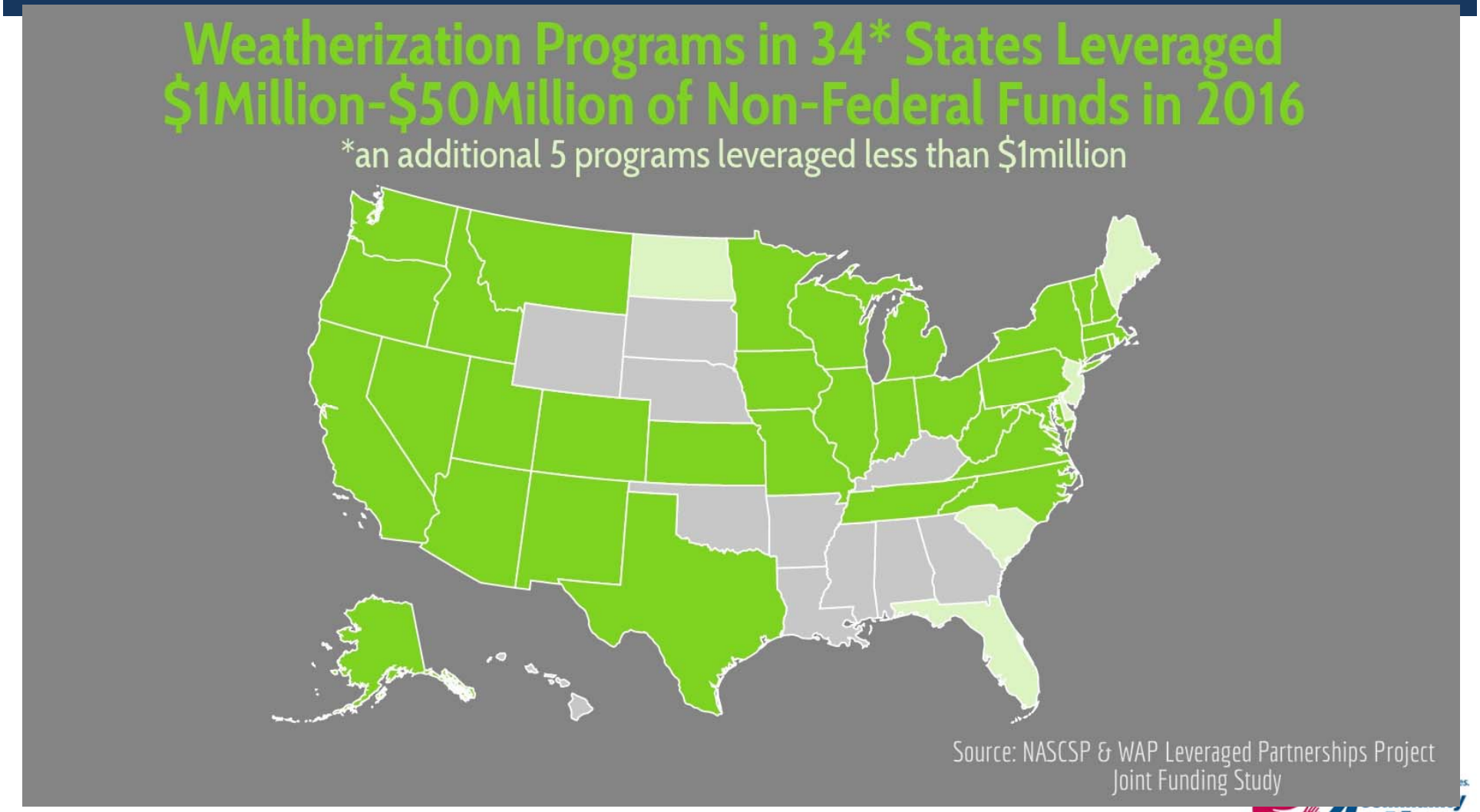
- Non-Federal Funds, to use with DOE WAP and HHS LIHEAP in eligible homes
- Leveraged $1.62 in non-federal funds for every $1 of DOE funds spent

Joint Leveraging Report of CAP & NASCSP is online
Report from NASCSP on PY 2016 WAP online

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NON-FEDERAL LEVERAGED FUNDS



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KEY STRATEGIES #1

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

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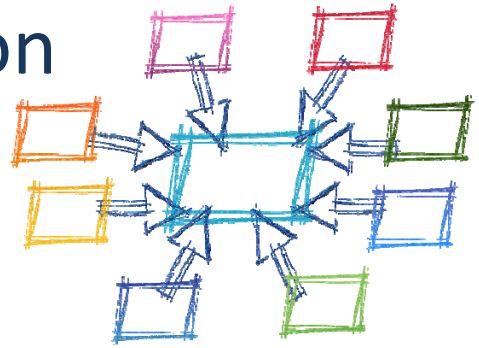
KEY STRATEGIES #2

Designate & Fund Staff at Lead Agency or State Association to:

- Monitor and track opportunities at the utility commission
- Organize and represent interests of agencies across the state network
- Serve as point person for contact and coordination with partner/funder
- Negotiate partnership and program design in interest of agencies

STRONG COORDINATED PROGRAM DESIGN

- ✓ Supports whole house weatherization
- ✓ Pays for non-energy measures
- ✓ Utilizes a single audit process
- ✓ Altered cost effectiveness requirements for low-income program
- ✓ Pays adequate support/admin to deliver and report on program



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PROGRAM DESIGN CONSIDERATIONS

- Eligibility and Priority Customer Alignment?
  - Income and Demographics
  - Service Area
- Audit Process and Tool Alignment?
- Partners Cover Support Costs?
- Which Eligible Measures Covered?
  - Maintain Whole House Approach?
  - Non-Energy Benefits [ex. Health and Safety]?
- Expectations and Responsibility for Quality Control/Inspection?



CAP'S TEAM CAN 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

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BE IN TOUCH

- About any challenges so we can find and share relevant resources and make connections to peers
- About successes so we can share as promising practices with others

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Leveraging Funds in Washington State's Weatherization Program

Home Performance Coalition Conference, 2018

***Emily Salzberg**, Managing Director*
Housing Improvements and Preservation
WA State Department of Commerce

April 25, 2018

Washington State Weatherization Program

- Continuum of services for low-income families
- 5 + fund sources
- $20-25 million average annual budget
- 28 agencies delivering services
  - Community Action Agencies
  - Local Government
  - Tribes

BONNEVILLE POWER ADMINISTRATION

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Washington State Service Partners



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Partnerships are Critical



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Lasting Impact





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Preservation of Affordable Housing Stock

- Affordable housing in Washington is declining in numbers and in quality
- Every house preserved ensures that the useful life of the structure will be extended



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Health and Housing Connection



…The legislature further finds that there is emerging scientific evidence linking residents' health outcomes such as asthma, lead poisoning, and unintentional injuries to substandard housing.

Washington State
House Bill 1720 – 2015/16

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Continuum of Services

Are we able to:

- ✓ Meet the needs of Washington State low-income households?
- ✓ Meet community needs?
- ✓ Equitably serve segments of the market?
- ✓ Deliver results that our funders are paying for?
  - Wx
  - Plus Health
  - Rehabilitation and Repair
  - Seismic Upgrades
  - Lead remediation
  - Transition to a clean energy economy



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How Does This All Come Together?



Building the Coalition

The Energy Project and

Washington State Community Action Partnership

- Preserve/leverage new funds
- Build agency capacity
- Design/re-design programs
- Develop new programs
- Advocate for better energy policies that affect low-income
- Network, educate, negotiate

Traditional Wx Fund Sources Have Limitations



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Role of Flexible Fund Sources



Matchmaker program in Washington State

- Created in 1987 to leverage federal investments in the Weatherization Program
- Requires 1:1 utility match for each dollar spent
- Allows for efficiency AND…

Deferred Payment Loans in Rural Communities

- ESB 5647 scales this program to the state-wide level in rural communities
  - Available in non-entitlement communities
  - Payment is deferred until sale
  - Lien on property title
  - Cannot exceed 80% loan to value



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Weatherization Plus Health

- HB 1720 authorized and funded a state-wide program
- Focused on households with respiratory illness
- Aging in place – slips, trips and falls
- Working to secure long term funding:
  - State investment
  - LIHEAP Model Plan
  - Medicaid transformation





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Additional Opportunities

- Utility funded opportunities
- Moderate income program alignment
- Seismic upgrades
- Lead remediation
- Distributed generation
- Manufactured home replacement



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QUESTIONS?

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