

Economic Opportunity Studies: *Weatherization Assistance Program & its Energy Provider Partnerships*

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www.weatherizationplus.org

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Our Views Are (only) Our Own

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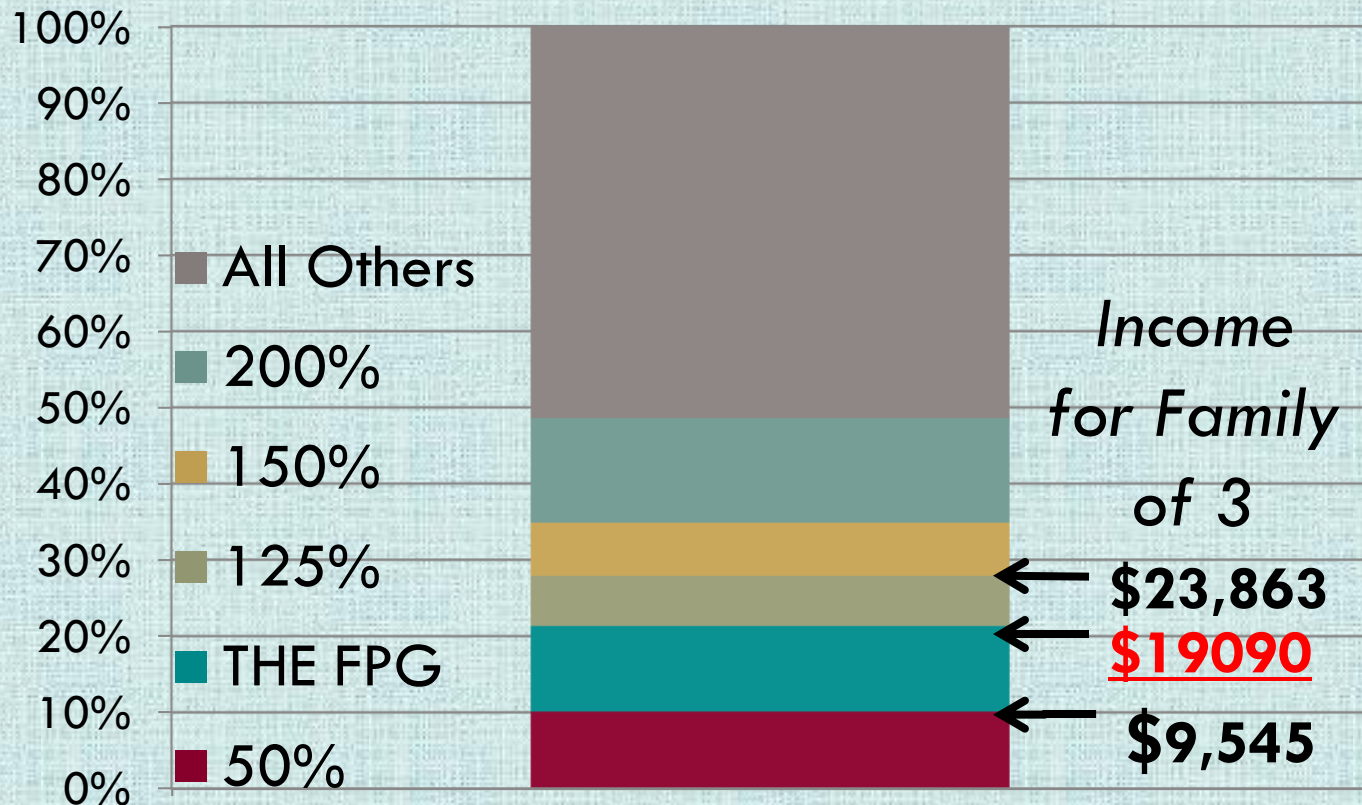


The Leveraged Partnerships Project

- EOS' 10-yr Tech. Assistance to local Weatherization agencies expanded with Recovery Act Funds
- Supports advocacy for and design of links among stakeholders in energy efficiency funds for lower-income consumers

The Weatherization Consumer Sector: Not “the” EE Market

Their Resources: % of Households by Poverty Level 2010



The Weatherization Consumer Sector: Not “the” EE Market

<input type="checkbox"/> The Homes	Eligible	Not Eligible
• Single-Fam. Attchd.	48%	75%
• Single-Fam. Det.	6%	6%
• 2-4 Units	12%	5%
• 5+ Units	24%	11%
• Mobile	10%	3%
• Pre-1980	64%	55%

The WAP Institutions Profile: *Not the Retrofit “ Industry ”*

- Private Non-Profit Charities & few local government (county) departments
- 76% are “Community Action Agencies with [pre-ARRA]”
 - 85% of DOE WX \$\$ And
 - another \$6.8 Billion from (in order) :
 - HHS (Head Start, LIHEAP Other family development, Older Americans programs), USDA, DOL, HUD
 - States
 - Private Partners- esp. utility WAP

Not the Retrofit “ Industry ” ii

- Unique Assets v. Barriers in ‘the Market’ :
 - Access to householders lowers transaction cost
 - Trust in/familiarity with institution and community governance structure (established 1965-72)
 - Reputation for Respectful Approach (not “The Government”)
 - Contacts with all area residents as well as lowest income
 - Street savvy
 - Marketing = Calling Waiting List
 - Continuity and Elected Board = Consumer warranty
 - Job training/support part of most CAA adult services
 - Transparency Required for All Operations

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Not the Retrofit Industry iii

CAAS & Wx Non-Profits in Community Development are

Integration Experts!

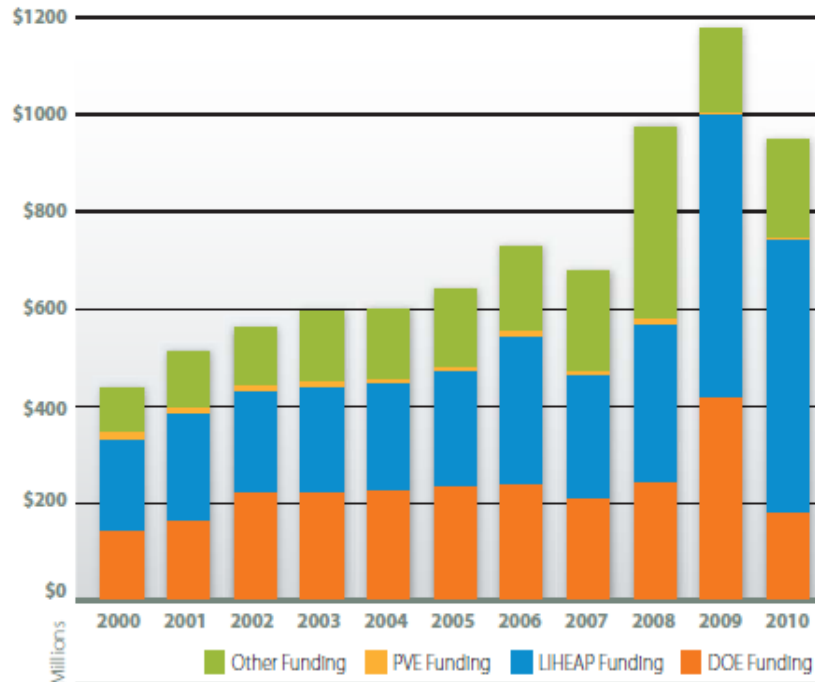
- Billions in Public Sector Programs with about 1.2 B. in Private Sector including
- Est. \$ 200 m in rate-based EE for low-income 2008

Expertise fits the Niche

- Low-Cost Solutions to Problems Stymying Retrofit Providers
- Place-focused, not Problem Focused
- Multi-Sector, not “government”
- Mission is Ending Poverty through Development [fishing, not a fish]

Integration Experts!

Figure 4:
Total All
Funding Sources
2000-2010



The 900 Local Agencies' Efficiency \$\$ in 2008 -9

- \$780 Million
 - ▣ \$200 = DOE Weatherization
 - ▣ \$256 Transferred by states from LIHEAP for Efficiency
 - ▣ \$319 non-federal. State, utility, misc.

Not Nationwide:

- All Utility programs: 34 states
 - 21 states- Utility funds exceed DOE
 - 4 about the same
 - 9 Less

Why the DOE Program Structure is Useful to Utilities, States

- Investment Package has Standards
- Procedures Required: Safety, Air Flow diagnostics, air-sealing
- Transparent Financial Systems Are a Habit-Framework of Government Grantees
- Inspections !
- Access and Customer Information (LIHEAP, more

“Market” now Chasing Those Qualities

- Recovery Through Retrofit
 - Work Standards
- Marketing Breakthroughs?
 - Q/A
 - Reputation

Utility Program Delivery Structure(s)

- PB/SBC to State Department
- Intermediary* Manages many locals
- Intermediary Plays Limited Role-
Q/A, Convening, Advocacy
- Direct Contract to agencies in Service
area

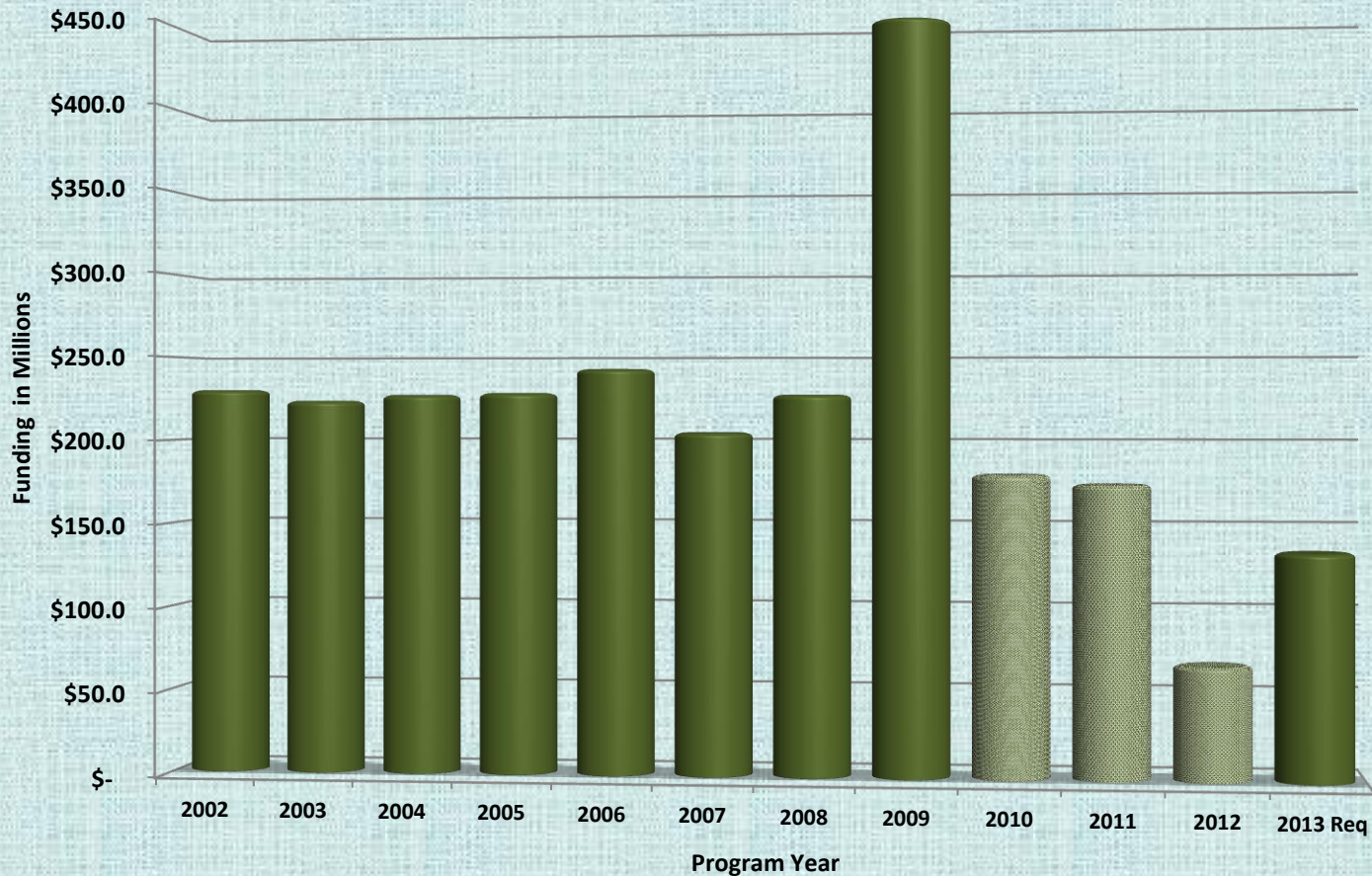
The Recovery Act Period

- \$5 Billion!
- Today- 15% over Production Target
 - ▣ Under Budget
 - ▣ \$4.4 Billion of 4.8 spent
 - ▣ Half of States “on Schedule”
 - ▣ 2/3 of States would meet 3-yr schedule

Tomorrow/2013

□????

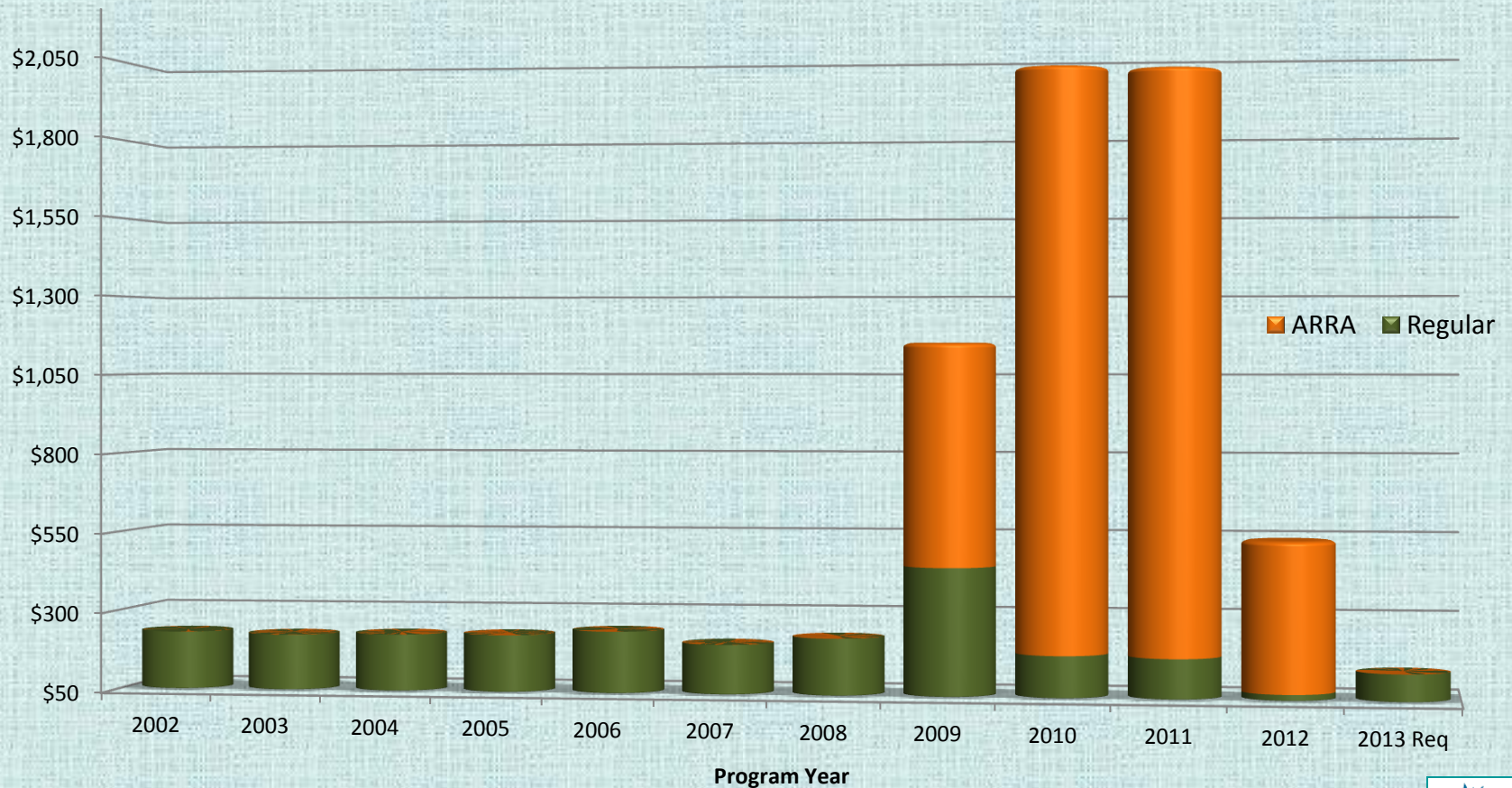
Weatherization Appropriations: 2001-2012 + 2013 Budget Request



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DOE Low-Income W.A.P. Resources 2002-2012 + 2013 Budget Request



Utility Funds- Grew, But Centralized

- Approx. \$230 Million
- PBF/SBC

Prospects In The Private Sector

- Why Weatherization Agencies Are Good For the Middle Class Market
- Why Serving All Comers May Not Be Good For THEM
- Why the Middle Class Financing will Exclude the lower-income sector