



# Partnering with Weatherization to Maximize Impact

*National hub for the 1,000 Community Action Agencies*

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# 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.*



# “LEVERAGING”

*From a WAP provider POV:  
offering the assets of WAP to a funder in  
order to attract additional,  
complementary resources*

# Everyone benefits with leveraged and coordinated programs

- Utility/Funder benefits
- WAP program benefits
- Customer benefits

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



<https://bit.ly/2EqB93w>

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# WEATHERIZATION | WHAT WE DO



## MECHANICAL MEASURES

- Clean, tune, repair, or replace heating and/or cooling systems.
- Install duct and heating pipe insulation.
- Repair leaks in heating/cooling ducts.
- Install programmable thermostats.
- Repair/replace water heaters.
- Install water heater tank insulation.
- Insulate water heating pipes.



## BUILDING SHELL MEASURES

- Install insulation where needed.
- Perform air sealing.
- Repair/replace windows/doors.
- Install window film, awnings and solar screens.
- Repair minor roof and wall leaks prior to attic or wall insulation.



## HEALTH & SAFETY MEASURES

- Perform heating system safety testing.
- Perform combustion appliance safety testing.
- Repair/replace vent systems to ensure combustion gas draft safely outside.
- Install mechanical ventilation to ensure adequate indoor air quality.
- Install smoke and carbon monoxide alarms when needed.
- Evaluate mold/moisture hazards.
- Perform incidental safety repairs when needed.



## ELECTRIC & WATER MEASURES

- Install efficient light sources.
- Install low-flow showerheads.
- Replace inefficient refrigerators with energy-efficient models.



## CLIENT EDUCATION ACTIVITIES

- Educate on potential household hazards such as carbon monoxide, mold & moisture, fire, indoor air pollutants, lead paint and radon.
- Demonstrate the key functions of any new mechanical equipment/appliances.
- Discuss the benefits of using energy-efficient products.

# WAP can offer more savings when combined with other dollars



# What WAP can do for a partner

Skilled workforce  
with high-impact  
equipment

Whole house  
approach  
grounded in  
building science

Transparent  
finances and  
accountability

Quantified energy  
and carbon savings  
partners can claim

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

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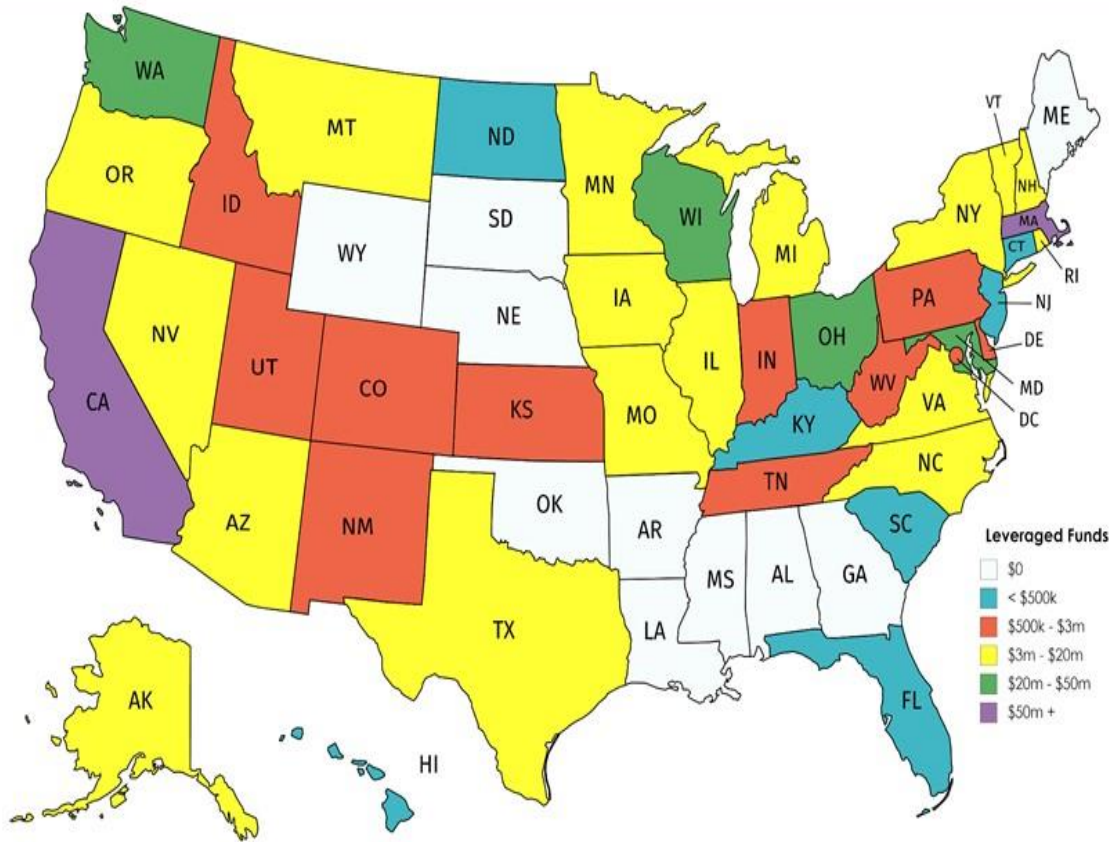
# \$394 million 'leveraged' of non-federal funds in 2017

- WAP 2017 appropriations: \$228 million
- \$394 million in non-Federal funds,  
approx. \$379m of which were utility funds
- Leveraged \$1.76 in non-federal funds for every  
\$1 of DOE funds spent
- LIHEAP transfer – \$423.1 million

Joint Leveraging Report of CAP & NASCSP is [online](#)



# NON-FEDERAL LEVERAGED FUNDS



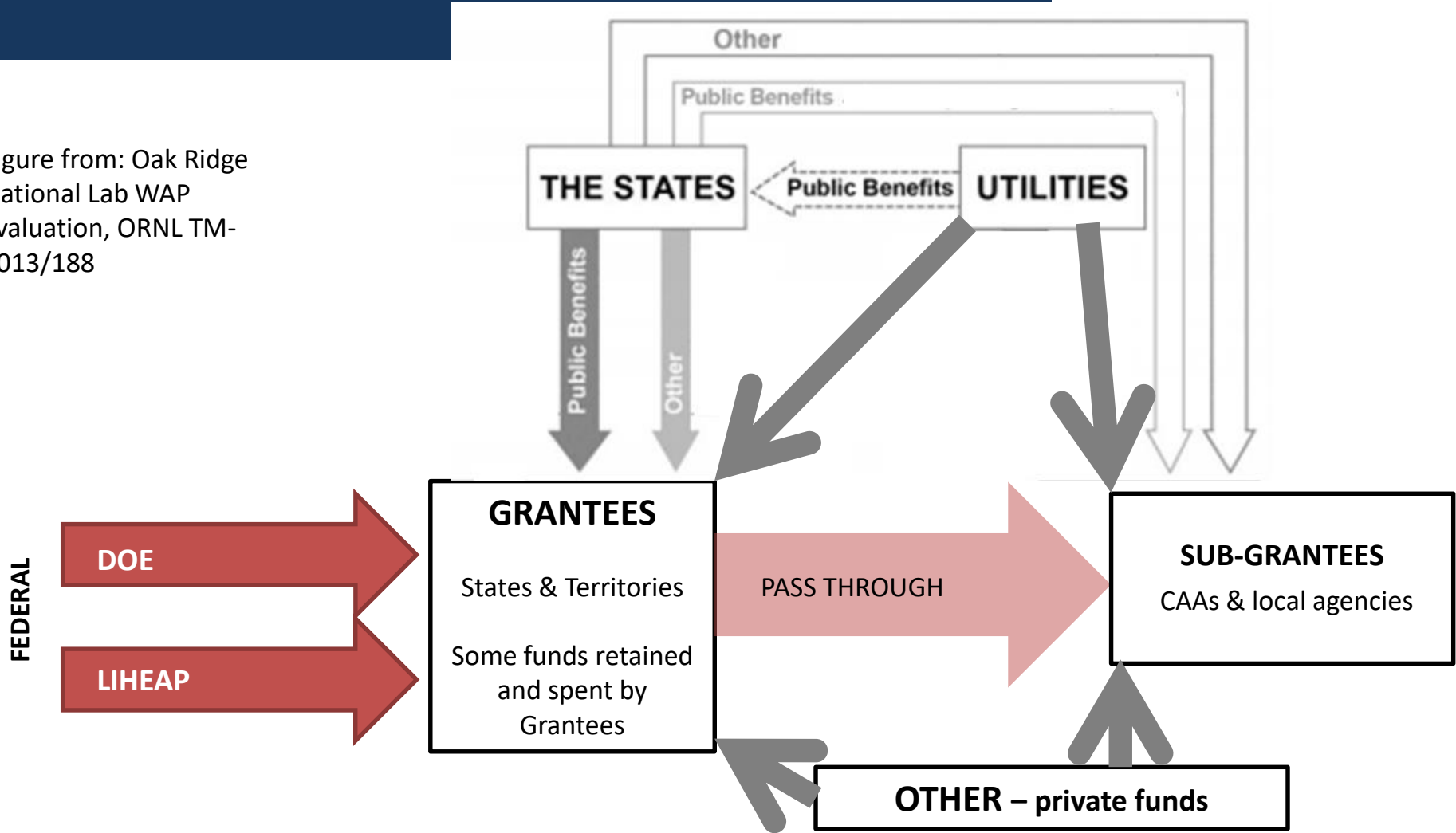
**Weatherization Programs  
in 30 States Leveraged  
over \$1 million of Non-  
Federal Funds in 2017**

An additional 11 programs  
leveraged less than \$1 million

Source: NASCSP and CAP Funding Report PY 2017

# WAP funding streams

Figure from: Oak Ridge National Lab WAP Evaluation, ORNL TM-2013/188



# Common element: a coalition

A coalition that initiated, advocated, designed and monitors the program

Likely a multi-year, ongoing, and intentional effort

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# Examples of evolving coalitions

- Florida Weatherization providers network
- California – combining two power regional groups
- Iowa State Table – climate and energy advocacy
- NEWHAB

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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?



# Why not a simple rebate program?

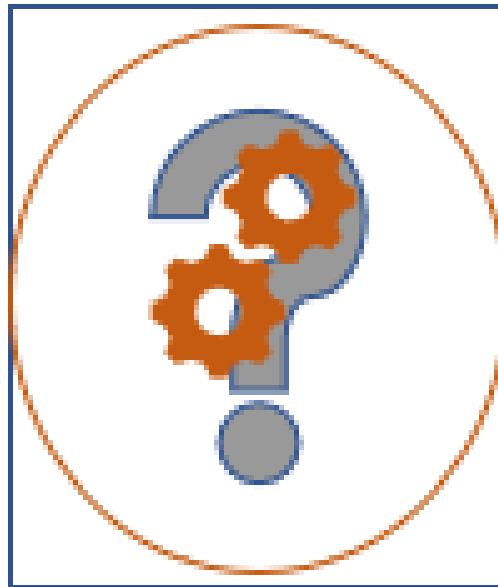
- Problematic to local: Scale/no. of measures vs fixed accounting costs
- Priorities in DOE v. available measures
- Conditions in homes v. available rebates

## Key Ingredient:

*What / Who is the Intermediary for all low-income EE?*

Government and non-profit operations expertise?

Trust of low-income community residents and actors?



# What the Community Action Partnership can do for you

- \*Facilitate connections to experienced peers
- \*Assist in data collection, messaging, and getting things off the ground
- \*Applicable Resources, Tools, and Templates
  - [Funding Report of Non-Federal Leveraged Funds \(NASCS and CAP Joint Report\)](#)
  - [Leveraging Your WAP: Why and How](#)
  - [FSG and Collective Impact Approach to Starting a Coalition](#)
- \*Trainings and Webinars
  - [2019 CAP Annual Convention: August 28-30 in Chicago – Energy Track](#)
  - [Designing Effective-Utility Weatherization Partnerships](#)
  - [Energy Advocacy: Skills for Leaders](#)



# 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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