MEAP RFP Pre-Proposal Conference

Fiscal Year 2022

June 14, 2021

Agenda

- Overview
- RFP Highlights
- Questions

GENERAL GRANT INFORMATION

Part I

Proposal Format Requirements

- Use the Response Template
  - Provide responses for each section within the parameters laid out for each

- Calibri 11 point font

- Ensure all attachments are submitted

- Must have scanned signature or e-signature

- Must be submitted electronically (cannot exceed 15 MB)

- Submit to MPSC-Grants2@Michigan.gov, can include curtisj14@Michigan.gov as well

General Grant Information

- Proposals due July 12th at 5pm

- Ensure all necessary attachments are included

- Two-year grant program

- Grant term
  - Anticipated October 1, 2021—September 30, 2023
  - Funds scheduled to be available early October

- Anticipated grant funds available
  - LIEAF rate-payer funds - $50M each year
  - LIHEAP Assurance 16 funds – Amount TBD, ~$5M each year

Two-Year Program

- Related to the Year Two Work Plan, only include information related to any substantial programmatic changes between Year One and Year Two

- Year Two allocations will be the same as Year One, barring any extenuating circumstances
  - If adjustments will be made to the program for Year Two that have budgetary impacts, note these potential adjustments in the Work Plan

GENERAL PROVISIONS

Part II

State Data Security

- Any act, error or omission, negligence, misconduct, or breach that compromises or is suspected to compromise the security, confidentiality, or integrity of State Data or the physical, technical, administrative, or organizational safeguards put in place by Grantee that relate to the protection of the security, confidentiality, or integrity of State Data, Grantee must:

  – Notify the State (Michigan Public Service Commission) as soon as practical but no later than 24 hours of becoming aware of such occurrence

- Section 2.4.1 in the MEAP Policy Manual

WORK STATEMENT

Part III

Objectives and Tasks

- Home energy kits/home energy audits
- Coordination of energy assistance funding streams
- MEAP Cap
- Pilot projects
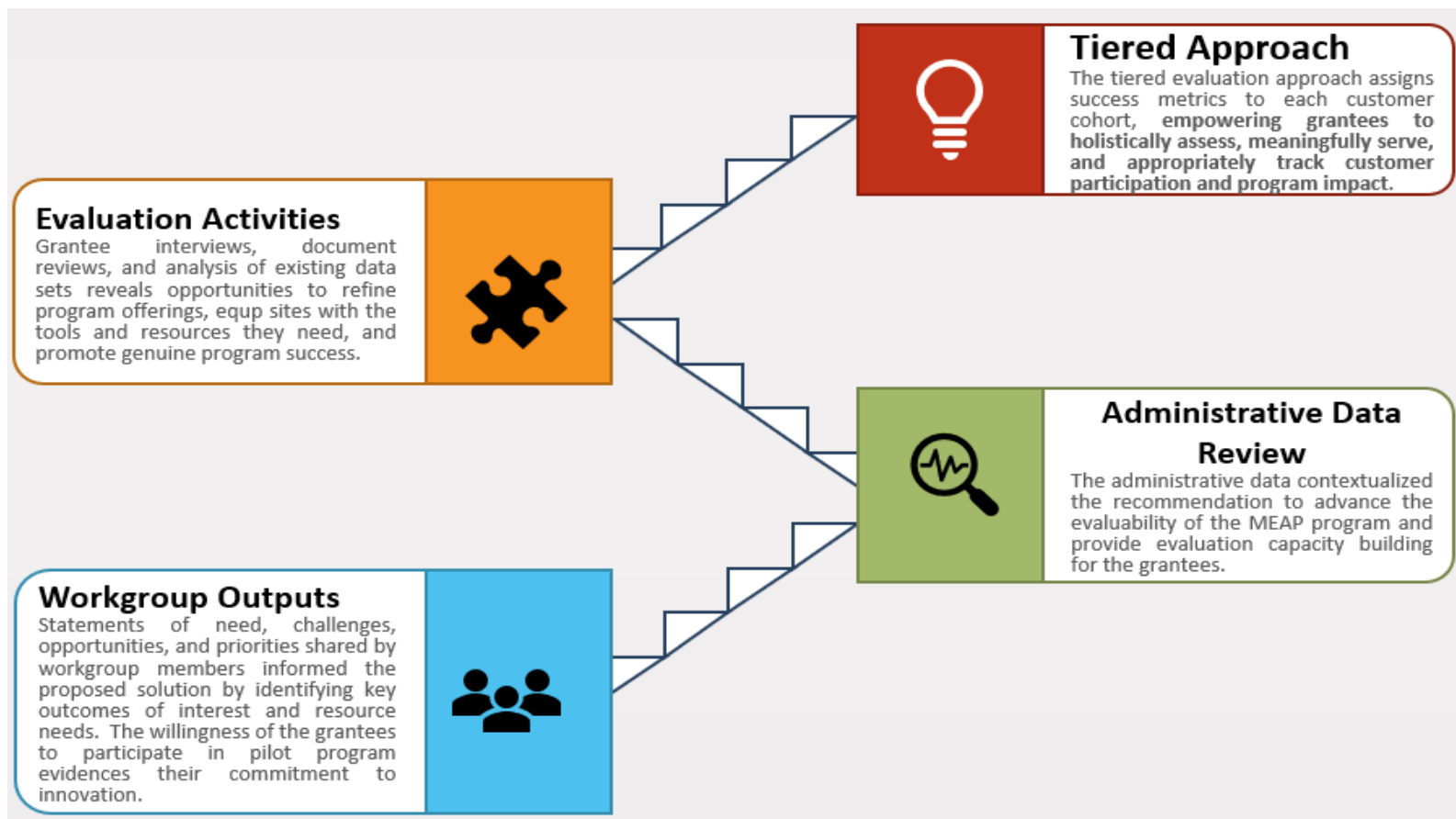- Energy Security – Tiered Approach

What are the main ideas?

- Developed based on workgroup input.
- Intentionally leaves room for grantee input going forward.
- Uses rapid cycle evaluation/learning for ongoing improvement.
  - Scales up over time
  - Rounds of cognitive testing and refinement
  - Tool and process focused learning

ICF

How did we get here?

Evaluation Activities
Grantee interviews, document reviews, and analysis of existing data sets reveals opportunities to refine program offerings, equp sites with the tools and resources they need, and promote genuine program success.

Tiered Approach
The tiered evaluation approach assigns success metrics to each customer cohort, empowering grantees to holistically assess, meaningfully serve, and appropriately track customer participation and program impact.

Administrative Data Review
The administrative data contextualized the recommendation to advance the evaluability of the MEAP program and provide evaluation capacity building for the grantees.

Workgroup Outputs
Statements of need, challenges, opportunities, and priorities shared by workgroup members informed the proposed solution by identifying key outcomes of interest and resource needs. The willingness of the grantees to participate in pilot program evidences their commitment to innovation.

ICF

What is a Tiered Approach?

Tiered Approach

The tiered evaluation approach assigns success metrics to each customer cohort, empowering grantees to holistically assess, meaningfully serve, and appropriately track customer participation and program impact.

- Three main pieces:
    - Holistically assess
    - Meaningfully serve
    - Appropriately track

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What does it mean to *Holistically Assess*?

- Begins with customized, universally operated intake interview.
- Grounded in trauma informed practice and motivational interviewing.
- Honors the customer as primary decision maker.
- Generates a holistic economic security plan, using the energy door.
- Prioritizes energy security as an element of economic security

ICF

What does it mean to *Meaningfully Serve*?

- Built on the legacy success of MEAP grantees.
- Oriented to evidence
- Promotes authentic engagement
- Builds genuine self-sufficiency
- Develops a comprehensive understanding of needs coupled with appropriate referrals
- Encourages engagement with community stakeholders.
- Takes a multigenerational, full-family approach.
- *Actively intended to streamline workload at grantee level.*
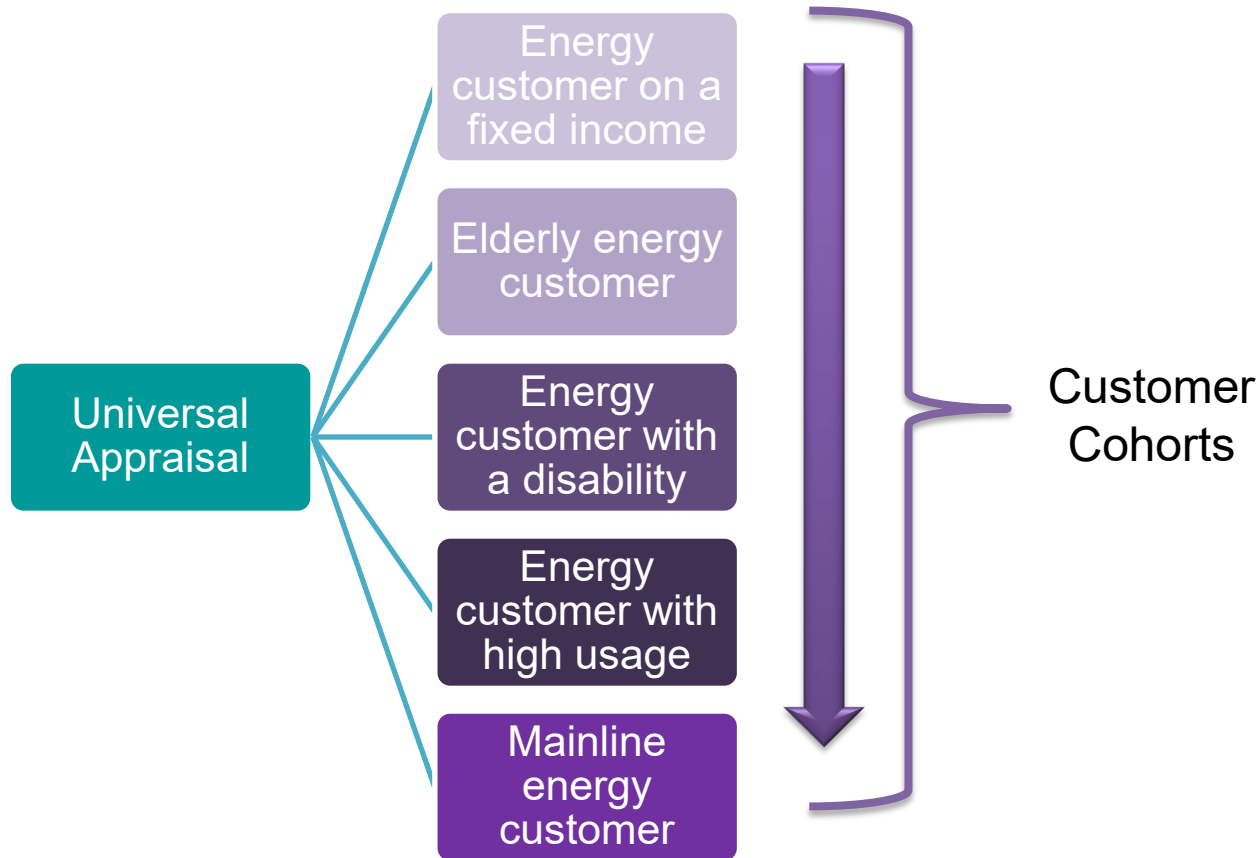

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What does it mean to *Appropriately Track*?

- Customer cohort-specific success metrics
- Participant and grantee level indicators with clear definitions and anticipated change over time.
- Defined by MDHHS & MPSC *based on group contributions*.
- Includes both qualitative and quantitative data.
- Drawn from universal appraisal to minimize data entry burden.
- Developed with the group's definition of self-sufficiency in mind.
- Directly tied to program activities and oriented to continuous improvement.

What is a Customer Cohort?

Universal Appraisal →
- Energy customer on a fixed income
- Elderly energy customer
- Energy customer with a disability
- Energy customer with high usage
- Mainline energy customer

Customer Cohorts

If a customer is assessed into multiple cohorts, success metrics are assigned according to the first tier.

Is there support?

- Iterative program design.
- Tool customization.
- On-demand and proactive coaching.
- Rapid cycle learning for continuous improvement.
- Referral support.

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How will I get help?

- Existing sources continue.
- Dedicated email box.
- Regular and *ad hoc* coaching check ins.

What does this all do for me?

ABC

Authentic engagement.

Bolstered service delivery.

**C**learly defined success.

ICF

Other Questions?

PROJECT CONTROL & REPORTS

Part IV

Project Control and Reports

- Energy Security Measures

- Financial Status Reports

- Households Served Data and Documentation

- Timeline and Progress Reports

- Interim Project Status Report

- Final Project Report

- LIHEAP Assurance 16 Reporting
  - Define and track households able to reduce their dependency on LIHEAP
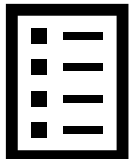 - Define and achieve self-sufficiency/energy security
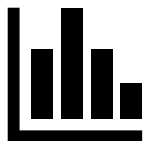
INFORMATION REQUIRED FROM APPLICANT

Part V

Work Plan

- Response Template
  - Checklist for attachments

- Timeline
  - Format
  - Estimates

Affordable Payment Plans

- Reporting streamlined

- APP alignment

- Estimate number of new enrollments

- Discuss rollover customer in budget narrative, direct assistance section

EVALUATION AND SELECTION CRITERIA

Part VI

Evaluation and Selection Criteria

- Scoring Experience and Financial Stability
- Technical Assistance through July 1

Attachments

- Energy Security Plan/Self-sufficiency Plan

- Budget considerations
    - One budget and narrative
    - Sick leave, vacation, holiday pay no longer disallowed
    - Travel for MEAP meetings
    - Requesting more than 8% admin
    - Fringe rate
    - Direct Assistance

Additional Questions