EWR Low Income Workgroup

October 22nd, 2020



Today's Presenters

- Michigan Saves
- Habitat for Humanity Michigan
- MDHHS LIHEAP
- MPSC MEAP
- Michigan 211
- MDHHS Lead
- MDHHS Weatherization
- CAAs
- MECA EO

- Efficiency United
- Consumers Energy
- UPPCo
- SEMCO
- I&M
- LBWL
- Holland BPW
- DTE

Michigan Saves Residential Offerings

Unsecured loans for energy-efficiency and renewable-energy improvements

- \$1,000 to \$50,000, up to 15 years
- Credit scores as low as 600
- Rates as low as 4.99% APR statewide
- Fast, easy process
- Rental properties are eligible
- Added electric vehicle charging stations, water efficiency, storage

More than 50 percent of the customers served since 2010 are in low- to moderate-income census tracts

Special programs with unique underwriting:

DTE Revolving Loan and Grant Fund for customers between 200 and 300 percent of Federal Poverty Level

Traverse City Light & Power on-bill program (launched 2020)

Holland's on-bill program (since 2016)





HABITAT FOR HUMANITY OF MICHIGAN

PROGRAMS AND SERVICES

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PRIORITY HOME REPAIR PROGRAM

HEALTH AND SAFETY FOCUS

VETERANS HOUSING REHABILITATION AND MODIFICATION PILOT

SPECIFIC TO DISABLED VETERANS, WITH A HEALTH AND SAFETY FOCUS.

NEW HOME CONSTRUCTION



LOW INCOME HOME ENERGY ASSISTANCE (LIHEAP)

FY21 Anticipated funding is \$160,000,000 - \$165,000,000

- Weatherization is administered by MDHHS' Bureau of Community Action and Economic Opportunity (BCAEO). Community Action Agencies around the state administer the Weatherization Assistance Program.
- > **Assurance 16** provides services to assist households in becoming energy self-sufficient. Assurance 16 funds are provided to MEAP grantees and CAAs for services provided to households receiving MEAP assistance or Weatherization services.

Assurance 16 includes the following services:

- ✓ Needs assessment & referral information
- ✓ Financial education activities
- ✓ Energy education activities
- ✓ Vendor advocacy
- ✓ Case management

- > Crisis Assistance is offered through the State Emergency Relief (SER) program. Applications for SER are accepted year-round. The online application for MDHHS programs, including SER can be found at: https://newmibridges.michigan.gov Approval for an energy-related SER results in eligibility for the Michigan Energy Assistance Program (MEAP) for the duration of the fiscal year.
- Heating Assistance is offered through the Home Heating Credit (HHC). Applications for HHC are accepted mid January through September 30th each year and can be found on Department of Treasury's website:

www.michigan.gov/treasury

Michigan Energy Assistance Program (MEAP) efforts in Energy Waste Reduction (EWR)

- Public Act 615 of the Michigan Public Acts of 2012 established the Michigan Energy
 Assistance Act that requires the Michigan Department of Human Services to establish and
 administer the Michigan Energy Assistance Program (MEAP). The purpose of the MEAP is
 to establish and administer programs statewide that provide energy assistance and selfsufficiency services to eligible low-income households.
- \$5 Million in Self-sufficiency Funds through MEAP come from the Low Income Home Energy Assistance Program (LIHEAP) - Assurance 16
- There are nine MEAP Grantees that assist customers and work with community partners to provide Assurance 16 and other services that lead to Energy Waste Reduction.
 - See the MPSC/Energy grants website <u>2020 MEAP Grant Programs Fact Sheets</u> for Grantee Fact Sheets that Contain Grant Award Amount, Service Area: Anticipated Reach, Program Details, Additional Services Offered, Partners, Locations and Contact Information

TYPES OF ENERGY ASSISTANCE

- One-Time State Emergency Relief (SER)
- One-Time MEAP Assistance
- Up to \$2,000 available through grantee
- Affordable Payment Plans (APP)
- DTE Energy's Low-Income Self-Sufficiency Plan (LSP)
- Consumers Energy's Consumers Affordable Resource for Energy (CARE)
- SEMCO's Monthly Assistance Program (MAP)
- UPPCO's Energy Assistance, Self-sufficiency & Education (EASE) program



2020 MEAP GRANTEE AGENCIES

The nine service agencies that received grants:

- Barry County United Way
- Bureau of Community Action and Economic Opportunity (Community Action Agencies)
- Society of St. Vincent DePaul
- Superior Watershed Partnership
- •The Heat and Warmth Fund (THAW)
- The Salvation Army
- TrueNorth Community Services
- United Way for Southeastern Michigan
- •United Way of Jackson County



THE ROLE OF MDHHS



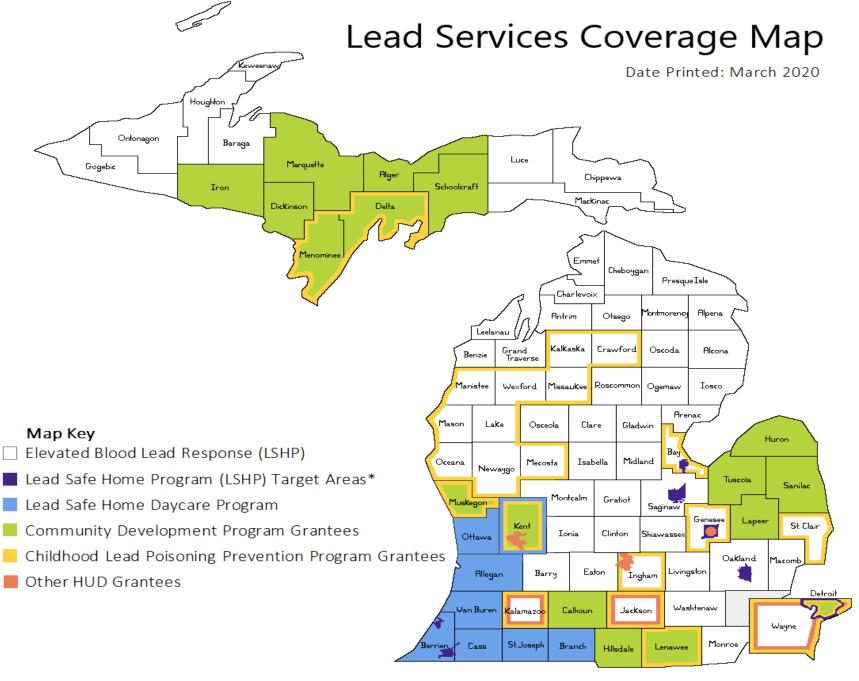
- Accept and process all applications for energy assistance and supporting documentation
- Determine eligibility
- Make SER payments if eligible
- Send decision notices to clients
- Refer clients to MEAP grantee agencies



THE ROLE OF MEAP GRANTEE AGENCIES

- MEAP grantee agencies will serve as MI Bridges navigators to help applicants complete SER applications
- MEAP payments can be used to meet home heating and electricity costs on primary residences
- Assistance can cover full or partial payment of one or more bills for electric, natural gas, propane, heating oil, or any other qualified deliverable fuel used to provide heat
- Crantee agencies will also provide energy self-sufficiency services, such as weatherization improvements, to reduce energy waste in homes
- The grantee agencies also assist households that qualify for enrollment in an APP, such as LSP, CARE, MAP, and EASE

MDHHS Lead Hazard Control Programs



^{*}Funding sources include: Children's Health Insurance Program; U.S. Dept. of Housing and Urban Development (HUD); State General Funds; and Flint Supplemental

MDHHS WEATHERIZATION ASSISTANCE PROGRAM

- Winter concerns
- Weatherization work has continued with COVID safety protocols in place
- Some protocols include having the client leave step outside during the blower door and/or purging the home of stale air before blower door testing
 - This will be difficult during winter
 - Agencies will need to revisit this approach to their COVID protocols

CRFWA: Coronavirus Relief Fund Water & Plumbing Repair Program

Implemented by Community Action Agencies across Michigan

- Designed to provide water repairs to mitigate the spread of COVID-19
- Goal is to ensure that every eligible home has access to running hot/cold water, at least one functioning toilet, bathroom faucet, shower/bath, kitchen faucet, laundry tub and has adequate wastewater drainage.
- Household members must be able to wash hands and wash/disinfect surfaces in the home
- Cleaner, safer environment, and in many cases more energy efficient home



Projects

- ✓ Septic tank pumped or replaced
- ✓ Water heater replacement
- ✓ Well pump repair, or new well
- ✓ Plumbing leaks
- ✓ Bathroom repairs





CARES:

Weatherization Deferral Reduction funds

Northwest Michigan Community Action Agency



- Designed to correct issues that would cause deferral
- Energy Auditor identifies reason(s) for deferral at initial inspection
- Contractors already working with the program, or sometimes outside of our program, fix the problem(s)
- House is Weatherization-Ready and client can proceed
- Less Deferrals, more participation in the Wx Program, more energy savings

Projects

- ✓ Wood stove replacement
- ✓ Correction of basement water seepage
- ✓ Floor repair
- ✓ Minimum propane fill in order to perform Energy Audit
- ✓ Critter removal



CSBG-CARES: Using Coronavirus Aid, Relief, and Economic Security Act Progams to assist Weatherization Assistance Program with deferral reductions

- Owner occupied minor home repair, such as repairs focused on health and safety - critical repairs, not cosmetic. (\$1000.00 limit)
- Emergency Utility Assistance. Provide utilities to perform energy audit
- Mortgage payment assistance. Assist those that could be in jeopardy of being foreclosed on
- Property tax assistance. Assist those clients that are at risk of defaulting on their property taxes
- Goal is to ensure that every eligible home has access to running hot/cold water, at least one functioning toilet, bathroom faucet, shower/bath, kitchen faucet, laundry tub and has adequate wastewater drainage.

Assistance provided

- ✓ Client's mortgage payment made, now is eligible for weatherization
- ✓ Water heater replaced
- ✓ Electric past due paid to stop shutoff





CRFWA and EWR Rebates

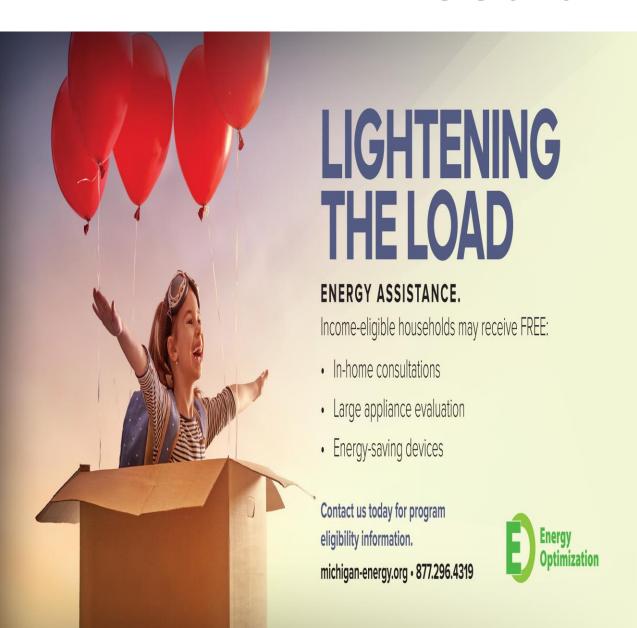
- CRFWA Funds used for Emergency Plumbing Repair: serve clients with no water to promote health
- Clients found to also have no heat
- DTE Rebate funds used to install Furnace to protect CRFWA investment

SAVINGS



- CRFWA and Wx CARES Programs direct clients to Weatherization
- Weatherization clients see an average of 40% savings on their utility bills (based on actual pre- and post-Weatherization client utility bill data)
- Clients are often connected with other programs and services at their local agency as a result of participation in Weatherization

Need a Little Lift?



We all need a little lift from time to time—a little pick-me-up to get through the day. The **Energy Optimization program** may be just what you need.

If your household meets the income eligibility guidelines, you could receive **FREE** energy-saving products and services. Qualified residents can receive expert advice and equipment to improve the energy performance of their homes—which will **help reduce electricity use** and save money on utility bills. You can feel good about that!

Energy-saving Devices and Installation

One of our trained, professional contractors can visit your home to leave behind or install a variety of energy efficiency devices. You will receive information on how to get the most out of your new gadgets, as well as tips for making simple changes to save energy at home.

Refrigerator Evaluation and Replacement

Is your refrigerator at least 10 years old? An Energy Optimization program representative can visit your home to evaluate these appliances. If they are considered highly inefficient, you could receive a new replacement at no cost.

Efficiency United LI EWR Program

Existing Initiatives:

- Community Action Wx Rebates
- Manufactured Homes Initiative
- In-Home Energy Assessments
- Heating System Tune-up Initiative
- Space and Water Heating System Replacements
- Refrigerator Recycling & Replacement
- Subsidized Housing LED Retrofits

New Initiatives:

- Virtual Energy Assessments
- EU Stimulus:
 - Increased Wx Rebates
 - Wx Deferral Assistance
 - Increased numbers of "full-pay" premium
 EWR measures



Participating Utilities & Contact

Thirteen electric utilities and three natural gas utilities participate in Efficiency United's Low-Income Energy Waste Reduction Program, they are:

- Alpena Power
- Bayfield ElectricCooperative
- City of Crystal Falls
- City of Dowagiac
- City of Gladstone
- City of Harbor Springs
- City of Negaunee
- City of Norway

- Hillsdale Board of Public Utilities
- Michigan Gas Utilities
- Village of Baraga
- Village of L'Anse
- UMERC Electric
- UMERC Gas
- Xcel Electric
- Xcel Gas

- Patrick Leahy
 - Efficiency United / CLEAResult
 - Income Qualified Program Manager
 - E-mail: pleahy@clearesult.com
 - Telephone: (517) 999 2317

Consumers Energy Helping Neighbors Program

Empowering Households.
Building Communities.

Yvonne Lewis Senior Account Manager





About Helping Neighbors

- Program design uses a portfolio of initiatives to provide a depth of services for single-family customers.
- Serving income-eligible households at or below 200% of the federal poverty level (FPL) or 80% Area Median Income (AMI).
- **Direct Customer Services:**
 - In-home or Virtual Energy Assessment with a personalized report.
 - Energy-efficiency upgrades*
 - Access to energy education materials and resources.
 - Emphasis on carbon monoxide safety
- Agency Services:
 - Rebate incentives for upgrades installed by Community Organizations for retrofit/weatherization projects.
 - Community event collaboration opportunities.
 - Existing pilot collaboration opportunities are available!

^{*}A customer may be eligible to receive additional measures and services if funding is available, program services are expanded and or the related services are geographically available.

Property Type	Single-family (1–4 units)	√
	Manufactured housing	√
	Multifamily (5+ units)	
Service Type	Electric-only*	√
	Combination	√
	Natural gas-only	√
Who Should Enroll?	Homeowners	√
	Renters (responsible for utility payment)	√
	Landlords and building owners	√
	Affordable housing organization	√
Services Provided	Energy assessment of home	√
	Direct install	√
	Premium services (air sealing, equipment upgrades, tune-ups)	√
	Rebates (rehab, weatherization)	√
	Rebates (new construction)	



2020 Health & Safety Pilot Initiatives

- The Roof Replacement Assistance: rebates are provided to nonprofit or public organizations to assist homeowners or agency owned housing with roof replacement or roof repair assistance.
- The Furnace Filter Initiative: empowers customers to improve their indoor air quality, at no-cost to them. The Helping Neighbors program provides an annual supply of furnace filters for participating households through the end of the year.
- Habitat for Humanity Comprehensive Home Projects: supports Habitat for Humanity of Michigan and various affiliates with comprehensive home retrofits.
- Customer Arrears Collaboration: provides customer referrals or receive rebate incentives for retrofit projects campaign on behalf of customers with high arrears, to help customers reduce energy use and improve home comfort.



2019 Helping Neighbors by the Numbers

+109% of goal

MWh FY: 24,168 (141% of goal)

MWh LT: 356,601 (143% of goal)

Mcf FY: 70,295 (111% of goal)

Mcf LT: 858,939 (109% of goal)





installations completed:

1,958 programmable thermostats

403,640 standard A19 LED bulbs

12,820 high efficiency water saving devices

+1.7m sq. ft. air infiltration reduction

+2.1m sq. ft. insulation/duct sealing

1.627

Customers served through MHI

+4 miles of pipe wrap

9.6 overall customer satisfaction

9.4 technician customer satisfaction



Over 5,700

Carbon Monoxide Alarms Installed

HN Web Analytics

58,598 total sessions

47,962 new users

21,479 from email

2,578 direct visits

17,189 referral



Individual Customer Participation

<u>Energy Assessments For Your Home</u>

Or call 877.448.9433

Thank You!

Yvonne K. Lewis
Senior Account Manager
Yvonne.Lewis@cmsenergy.com
517.262.6245



Agency Collaboration Opportunities

<u>ConsumersRehabReservations@clearesult.com</u>

Or call 877.448.9433



Consumers Energy Multifamily Program

Amy Glapinski Sr. Program Manager



Energy Savings Potential

About Multifamily

Program Element	Investment for Property Owners	Upgrade Scope Examples
In-Unit Direct Install	Free; small to medium time commitment	LED lighting, showerheads, bath & kitchen faucet aerators and pipe wrap.
Common Area Direct Install	Free; small time commitment	LED lighting, showerheads, bath & kitchen faucet aerators and pipe wrap.
Prescriptive	Small to medium investment; small to medium energy savings	Incentives for HVAC, Lighting, and Building Envelope.
Custom	Typically larger investment for creative and/or comprehensive projects; higher energy savings	Custom incentives developed for non- prescriptive upgrades not found in the MEMD
Multiple Measure	Greatest investment; potential for deep energy savings; increased incentives to attract investment.	Whole building upgrades, in-unit plus common area investment.



2019 Consumers Energy Multifamily

+100%

|122% of gool) MWh LT; 37310,2 |132% of gool) MCF FY; 66228,01 |179% of gool)

1174% of good



17,900 Customers Served



101 Clipboard Assessments Completed

41% of All Participating Properties

1.13 M Sq. Ft. AIR Sealing and Insulation Installed



198 Properties
208 Projects
60% Installing 2 or More
Measures

3,361

Nest Thermostats Installed



1500 Linear Ft. Pipewrap

2160 Water Measures

1714 High Eff. Furnace Replacements

13981 A Series Bulbs

Thank You!

Amy Glapinski Sr. Program Manager Amy.Glapinski@cmsenergy.com 517.262.8206



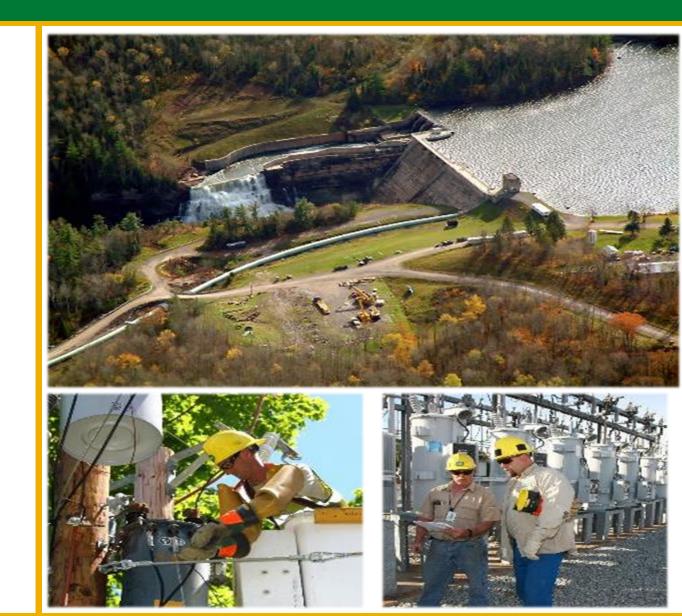




Energy Waste Reduction (EWR) Low Income Workgroup

COVID-19 Update

October 22, 2020



Presenter

- Andrew McNeally
 - Upper Peninsula Power Company (UPPCO)



- E-mail: <u>amcneally@uppco.com</u>
- Telephone: (906) 232 1428





Low Income / Income Qualified Update

• Income Qualified Programs

- Delivered 1,300+ LED tube lights to seven (7) housing commissions to upgrade common area lighting.
- Installed 24 cold-climate ductless heat pumps in electrically heated housing commission facilities. Read the
 Ontonagon Village Housing Commission story at https://www.uppco.com/inside-uppco/newsroom/#photo-gallery
- Delivering 2300 energy efficiency kits via network of 17 U.P. nonprofit organizations.
- Completed 85 Home Energy Score reports.
- Supported solar installations for six (6) low-income households.
- Continuing to partner with Efficiency United & SEMCO Gas Company for emergency equipment replacement.

Residential Programs

- Completed 400-450 contactless Appliance Recycling pickups.
- Offering virtual and in-home Home Energy Assessments.
- Continuing to pursue opportunities in Home Performance and Energy Star which lag 2019 levels.
- Looking for innovative opportunities to deliver energy savings and assistance to our customers.



SEMCO EWR Income-Qualified Program

Presenter: Avrie Dunsmore, Regulatory Affairs Program Specialist



- Program goal(s): To reduce energy waste by providing customers with Natural Gas energy saving measures and educate them in energy conservation.
- Referral Contact Info:

Avrie Dunsmore

Avrie.dunsmore@semcoenergy.com 810-689-0640

• Website:

https://www.semcoenergygas.com/ewrresidential

- Eligibility Requirements: Household Income must meet or be below 200% of Federal Poverty Level.
- Coverage Area: Please see next slide for a map.
- Cost: Once qualified, there is **no-cost** to the customer.
- Referral Process: Please call 855.298.5387 and ask about Income-Qualified programs.
- Services Provided:
- Manufactured Homes Weatherization
- Home Energy Assessments
- Heating System Tune-up Bundle
- Heating and Water Heating System Replacements
- Insulation Projects
- EE Remediation





Indiana Michigan Power Residential Programs

MPSC EWR Low Income Workgroup
Virtual Resource Fair

October 22, 2020

Heather Riggle & Gina Kostoff Indiana Michigan Power



Available Programs

https://electricideas.com/at-home/

- Energy Savings Kit w/PPE (pilot for IQ, ALICE and COVID impacted Customers): Ends by December 2020 or when all kits have been claimed. Kits include 2 11W LEDs, 2 15W LEDs, 1 advanced power strip, 1 2oz. hand sanitizer, 2 reusable face masks. First come, first served with very few remaining.
- Appliance Recycling: Will continue to run into 2021. Must be a working refrigerator or freezer.
 Outside and garage pick up only. Customer will receive \$40
- Online Energy Checkup: Remains open through the end of the year. Added Gas Water Heater Kits for those who have gas water heaters. Customers can fill out an online survey and kits are then shipped directly to the customer.
- **Lighting:** Will run into 2021. Point of purchase rebates at big box stores (Lowe's, Home Depot, Walmart, Meijer), Habitat stores, Goodwill, Batteries Plus Bulbs, and Dollar Tree. Retailers can be found at: <u>ElectricIdeas.com→ Smart @ Home → LED Bulbs</u>



Available Programs

https://electricideas.com/at-home/

- **Home Energy Products:** Double rebates were added due to COVID Double Rebates on air-source heat pumps and mini-splits through at least 11/30/2020.
- Home Energy Checkup and Weatherproofing: \$99 fee. Virtual assessments are performed with contactless delivery of direct install measures. Recommended direct install measures will be delivered through contactless delivery to the customer. If there is an opportunity for shell or mechanical work, further assessment is required. Major measure work is on hold but customers will be added to a waiting list for work to be performed by contractors.
- Income-Qualified Home Energy Checkup and Weatherproofing: No fee. Virtual assessments are performed with contactless delivery of recommended direct install measures. If there is an opportunity for shell or mechanical work, further assessment is required. Major measure work is on hold but customers will be added to a waiting list for work to be performed by contractors. We work in partnership with Southwest Michigan Community Action Agency.



Customer Assistance Programs

• Low-Income Customer Service Charge Waiver:

provides for the waiver of the monthly service charge (\$7.25 per month). Must be a Michigan residential customer and e household income cannot exceed 150% of the Federal Poverty Level. Automatically enrolled if the customer receives assistance—such as SER, Food Stamps or SNAP, or Medicaid. Must reapply annually.

Senior Citizen Discount Rate:

may save customers up to \$30 a month (if they use under 900 kWh per month). It is designed for Michigan customers, age 65 or older. The senior rate also gives eligible customers a 50% discount on their monthly service charge. May not be the most affordable option for some. Must be a Michigan residential customer age 65 years or older. The discounted rate applies to primary address only. Must remain on the rate for at least 12 months.

• Energy Share Program: Contribution of \$25k to assist individuals who are having difficulty in paying their electric bill. Through the end of 2020, customers must be under 250% FPL and the maximum grant is \$350. In 2021, eligibility lowers to 200% FPL and the maximum grant is \$250.

https://www.indianamichiganpower.com/account/bills/assistance/



Thank you!

Heather Riggle, Energy Efficiency Residential Accounts Manager Gina Kostoff, Energy Efficiency Residential Liaison Manager

Indiana Michigan Power

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Lansing Board of Water & Light

Residential Energy Programs - 2020

Low Income

- Mailing boxes of LED bulbs (17 A-line, 2 nightlights)
- Virtual Energy Assessments (also for Market Rate)
- Replacement of Refrigerators, Room ACs, Dehumidifiers (includes MF)

High Efficiency Products

- Lighting rebates at local retailers
- Mailing boxes of LED bulbs to Market Rate (10 assorted, 2 nightlights)
- Bonus incentives for HVAC and appliances through 12/15/20

Appliance Recycling

Refrigerator, Freezers (\$50), Room ACs & Dehumidifiers (\$25)

Multifamily

LEDs provided for installation by maintenance or tenants

Call 800.573.3503 or Visit hometownenergysavers.com

HBPW Income Qualified Programs

- Ongoing programs:
 - Refrigerator Replacement Program
 - Lower My Bill energy assessment
 - Promise Funds
 - Energy efficiency totes
- Winter season programs:
 - HBPW Grant Program
 - Double rebate on ENERGY STAR air purifiers





Energy Efficiency Assistance (EEA) Health and Safety Pilot

David Becker

October 22, 2020

Health and Safety Pilot: Overview

The Health and Safety pilot provides funding to address health and safety issues that prevent the delivery of energy efficient products and services (walkaways) for both single-family and multi-family buildings

2020 Single-Family Budget

Electric: \$1.2 million; Gas: \$391k

2020 Multi-Family Budget

Electric: \$70k; Gas: \$30k

Implementation Contractors

SEEL, Inc. and ICF

Health & Safety Measure List

- Roof repair
- Asbestos removal
- Mold removal.
- Water infiltration repair
- Knob and tube wiring replacement
- Structural repair
- Pest control
- Other



Health & Safety Pilot: Reporting – as of 10/22/2020

Participating Organizations	21
Completed Projects	81
Projects Requiring DTE Approval	35
Projects Approved (Pipeline)	180
\$s Approved (Includes Pipeline)	\$863,383
Incentive \$s Remaining	\$507,416



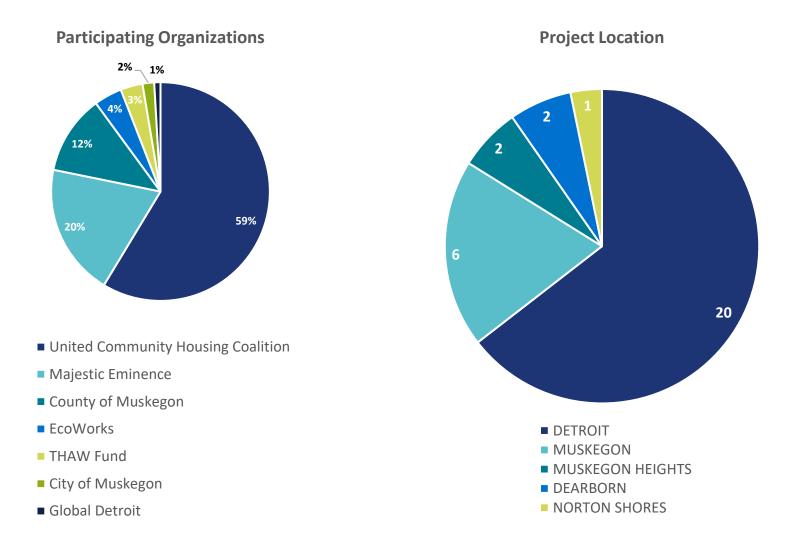
Health & Safety Pilot: Reporting – as of 10/08/2020

H&S Measures	Measure Count	Elec Spend	Gas Spend	Average Total Cost Per Measure
Roof Repair	12	\$88,843	\$5,498	\$7,465
Structural Repair	3	\$6,450	\$4,354	\$6,450
Water Infiltration Repair	1	\$4,500	\$0.00	\$4,500
Asbestos Removal	4	\$8,256	\$2,500	\$2,696
Other	37	\$30,550	\$34,551	\$1,759
Total	57	\$138,599	\$46,903	\$4,574

Other Reason Grouped	Number of Projects	Percent of Projects
Duct Work	10	28%
AC Work	2	6%
Furnace Work	3	8%
Electrical Work	14	38%
Venting Work	3	8%
Gas Leak	1	4%
Condensation pump/water line work	4	8%



Health & Safety Pilot: Participating Organizations & Locations





Health & Safety Pilot: Notes From the Field

With funds from the DTE Health & Safety Pilot and EEA, Nancy DeLuna, a resident of Southwest Detroit, worked with UCHC to save her home from foreclosure, fix a leaking roof, and reduce a very expensive heating bill to an inefficient furnace

Now, she has a brand-new roof, high efficiency furnaces, hot water tank, and refrigerator. Her family home is safe from tax foreclosure and the harsh weather of the upcoming winter months!





Questions?

David Becker

DTE - EWR Health & Safety Program
david.becker@dteenergy.com



Meeting Adjourned Thank You!