

EWR Low Income Workgroup – Workforce Development

January 13, 2022



Agenda

- Welcome and Introductions
 - Brad Banks, MPSC
 - Briana Parker, Elevate
- Purpose and Goals
- Presentations
 - Grace Michienzi - Energy Innovation Business Council
 - Ben Dueweke - Walker-Miller Energy Services
 - Ray Judy - DHHS BCAEO MiTEC
 - Jason Cole - Michigan Minority Contractors Association
 - Tim Skrotzki - Elevate
 - David Gard - Michigan Energy Efficiency Contractors Association
- Questions and Answers
- Next Steps
- Adjourn



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MPSC EWR LI Workgroup Presentation: Workforce Funding, Barriers & Opportunities



MEEECA
MICHIGAN ENERGY EFFICIENCY
CONTRACTORS ASSOCIATION



michigan
EIBC

Agenda

- 1) Introductions
- 2) Purpose & Goals
- 3) Presentations
 - Organization
 - Barriers
 - Opportunities
- 4) Questions & Answers
- 5) Next Steps

Purpose & Goals

- Highlight and articulate workforce opportunities and barriers in MI
- Creation of subcommittee dedicated to workforce in MI
- Provide opportunities for stakeholders to collaborate and share resources



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MICHIGAN ENERGY EFFICIENCY CONTRACTORS ASSOCIATION (MEECA)



Michigan Energy Efficiency Contractors Association (MEECA)

- **Organizational Mission:** MEECA is Michigan's leading professional association providing a comprehensive forum for energy efficiency contractors and professionals to connect with stakeholders, develop their organizations, and advocate on behalf of the energy efficiency Industry.
- **Barriers for MEECA members:**
 - Finding and retaining qualified employees
 - Project financing to cover upfront capital costs
 - Connecting with potential new customers
 - Small business management and problem-solving
- **Opportunities for MEECA members:**
 - Energy efficiency is essential for meeting ambitious carbon reduction targets
 - Michigan has enormous stocks of buildings and equipment suitable for efficiency upgrades or replacement
 - Continuous improvement from emerging technologies and better practices
 - Increased federal spending on infrastructure including buildings



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MICHIGAN BUSINESS INNOVATION COUNCIL
&
WALKER MILLER





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MICHIGAN MINORITY CONTRACTORS ASSOCIATION (MMCA)



HIGHLIGHTS

- Outreach private programs touch base
- Access to Capital Partner 15yrs Detroit Development Fund
- State Department of Transportation membership dues reimbursed
- City, County, State and Federal programs outreach
- Assess Train Lend Mentor is our backbone

BARRIERS

- BONDING, BONDING, BONDING!
- Pre-Qualification
- Networks
- Scalability

OPPORTUNITIES

- DOL Pre-Apprenticeship Sponsor/Employer
- EPA Mentor Protégé
- Goldman Sachs / Lloyds of London Credit Facility / Bond Guarantee
- Industry Majority / Minority Partnerships



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DETROITERS WORKING FOR ENVIRONMENTAL JUSTICE



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Equity through
climate action



Workforce Development through Contractor Support

- Elevate and Detroiters Working for Environmental Justice are partnering on an EPA Environmental Justice grant to support minority contractors in Detroit and Highland Park with back-office support, technical training, and access to clean energy projects.
- Similarly Elevate is working with the City of Ann Arbor using foundation funding to connect contractors with electrification education and projects. Work will focus on training for air source heat pump technology.



Opportunities

Support minority-/women-/disadvantaged-/veteran-owned contracting businesses seeking to expand into energy efficiency, solar, and storage. Leverage the design and construction processes for Build Back Better deployment to build technical capacity and practical, hands-on experience.

- Systems Design
- Construction
- Permitting & Interconnection
- Contracting & Bidding
- Networking



Barriers

- Lack of Detroit and Highland Park based contractors with experience in energy efficiency, electrification, and solar industry meaning even when individuals are trained in workforce development programs, they do not have jobs in their neighborhoods.
- Small and medium sized firms need back-office support including accounting and insurance services to grow and be able to procure government or utility contracts.
- New technology such as air source heat pumps, EV charging, and solar + storage require education for contractors and residents to increase uptake for decarbonization and utility cost savings.



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MICHIGAN TRAINING & EDUCATION CENTER



Michigan Training & Education Center (MiTEC)

MiTEC Quick Facts

- Fully functioning Weatherization training center
- Mobile in nature
 - No brick and mortar location or buildings
- Credentials
 - Interstate Renewable Energy Council (IREC) accredited
 - Building Performance Institute (BPI) Test Center
 - Two written & field exam proctors
 - Three BPI approved test houses
- Training Houses
 - 1 in Highland Park and 2 in Farwell
- Responsible for training energy efficiency contractors and crew members for the Weatherization Assistance Program and other entities

Barriers

- Ensuring the needed workforce is aware of the Weatherization Assistance Program (WAP) and energy efficiency career opportunities
- Identifying the WAP as a viable business opportunity
- Connecting workforce to training and WAP services providers

Opportunity

- Important things to note
 - WAP in existence for 45 years
 - Strong bipartisan support in Congress
 - Michigan strongly funded
 - WAP production needed throughout Michigan
 - 25 agencies covering every county in Michigan
 - Potential work with multiple agencies
 - Zero dollars tied to marketing to do WAP work
 - Can be a marketing tool for non low-income business base
 - Business Model
 - Michigan's WAP needs an increased workforce
 - Year-round work
 - Price/measure list instead of bidding every job
 - Long term relationships possible with WAP providers



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QUESTIONS & ANSWERS

Close & Adjourn

Thank You!



Michigan Public Service Commission