

Using Non Traditional Partnerships to Drive Energy Efficiency Delivery in Low-Income Communities

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LONG ISLAND IS OFTEN
THOUGHT OF AS AN
AFFLUENT SUBURB...

However, many indicators
are moving in a negative
direction ...

“The story of contemporary Long Island is “a tale of two suburbs.” On the one hand, many residents are living out the American dream. On the other, growing numbers of the poor, working and middle class, people of color, immigrants and seniors are struggling to get by each day.”

Challenges...

44% of Nassau County
Families face Homeowner
Cost Burdens. 43.4% in
Suffolk County

Challenges...

Homelessness is increasing on Long Island: from 2007 to 2013, up 24.9%.

Challenges...

Food insecurity is a growing problem: SNAP enrollment increased 118% in Nassau and 162% in Suffolk.

Challenges...

Our aging population poses significant public concerns. ... boost demand for medical and social services ... seniors encounter barriers to receiving services...

Business

Nassau, Suffolk are the most expensive places to live in the U.S., data website says

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By PHIL NOBILE phil.nobile@newsday.com 

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The federal poverty threshold is an inadequate measure of economic distress, given the region's high cost of living and lack of affordable housing. .. a better indicator of economic distress or "true poverty" is 50% of the median household income in the Nassau-Suffolk region or roughly \$45,000, in 2012.

Based on this criterion, 24% of all Long Island households are living in true poverty.

Some Conclusions from Study

In order to maximize potential for positive social health, programs and interventions must be targeted to address the needs of specific groups and communities.

Some Conclusions from Study

**There is a Tremendous Need for
Innovative Collaborations Across
All Sectors**



Long Island Low Income Energy Task Force

www.lowincomeenergy.org



Long Island Low Income Energy Task Force

**Started as a partnership
between GreenHomes Long
Island and LI Green**



LI based environmental not for profit focused on increasing the uptake of energy efficiency and renewable energy on Long Island. Launched out of Stony Brook University business incubators. Over 3000 families served since 2008. Member of the LIFE Implementation Team.



GreenHomes Long Island

A Master Mechanical Company

Building Performance Institute
accredited contractor serving Nassau,
Suffolk, Brooklyn and Queens.
Division of a 25 year old HVAC
company. Based in Farmingdale.
Provider of Home Performance,
Assisted Home Performance and
Empower Services.



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What Seems to Be Working?



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Social Enterprise

- **People**
- **Planet**
- **Profit**



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LEAN Methodology

- **Maximize customer value while minimizing waste.**
- **Create more value for customers with fewer resources.**



EPIC

ENERGY POLICY INSTITUTE
AT THE UNIVERSITY OF CHICAGO

Report

Understanding Low Take-Up of a Free Energy Efficiency Program

“... encouragement and enrollment efforts cost ... over \$1000 per weatherized household”



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Track and Measure Everything

- **We use Salesforce.com**
- **Free to 501(c)(3)'s**



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Build Relationships with Clients

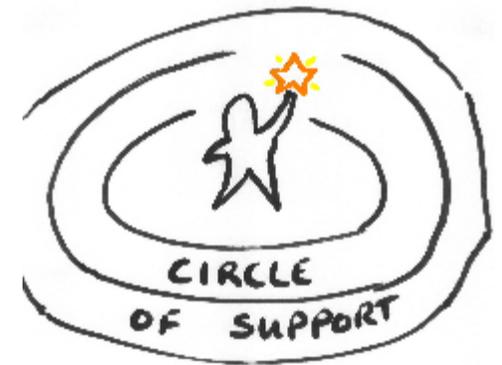
- **Hand holding is critical**
- **Personal interaction improves outcomes**



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Create Circles of Support

- **Energy Costs are just one challenge our clients face**
- **Through partnerships we can better lives**

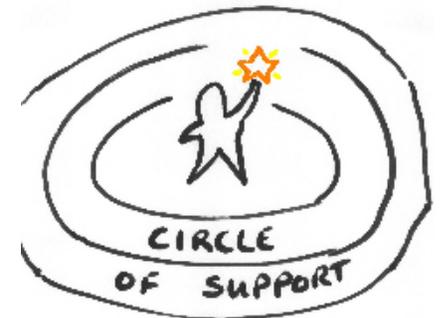




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Examples -Circles of Support

- **Michael**
 - **Vietnam Vet**
 - **House incredibly cold**
 - **Not getting adequate nutrition**





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Examples -Circles of Support

- **Vincenza**
 - **95 year old woman**
 - **High heating bills**
 - **In a wheelchair and paying very high costs for transportation**

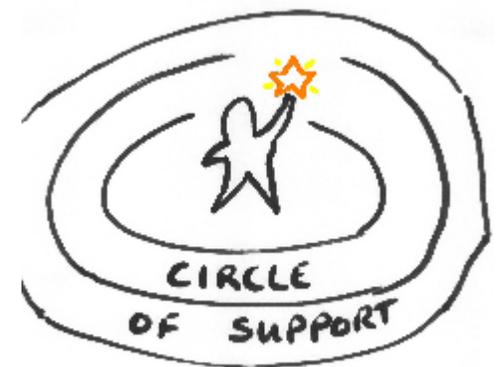




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Examples -Circles of Support

- Henry
 - In 50's with Parkinson
 - House was vandalized while he was in the hospital





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