



# Low-Income Forum on Energy

**Welcome to the LIFE Webinar Series.  
We will be starting soon.**



## Low-Income Forum on Energy

The Low-Income Forum on Energy Presents:

# Leveraging Partnerships to Open Opportunities

**Benjamin Cuozzo, GRID Alternatives**

September 22, 2017  
1:30 p.m. – 2:30 p.m. ET



## Low-Income Forum on Energy

### **Working to help low-income New Yorkers address energy issues.**

LIFE, the Low-Income Forum on Energy, is a unique statewide dialogue that brings together organizations and individuals committed to addressing the challenges and opportunities facing low-income New Yorkers as they seek safe, affordable and reliable energy.

Supported by the New York State Public Service Commission and the New York State Energy Research and Development Authority (NYSERDA), the LIFE dialogue encourages an interactive exchange of information and collaboration among the programs and resources that assist low-income energy consumers.



## Low-Income Forum on Energy

### → Monthly webinars

**Wednesday, October 25, 2017 @ 1:00-3:00 p.m. ET**

*Home Energy Assistance Program (HEAP) Updates for the 2017-2018 Heating Season*

**Wednesday, November 29, 2017 @ 1:30-2:30 p.m. ET**

*U.S. Department of Agriculture's Home Repair and Home Purchase Programs*

**Tuesday, December 19, 2017 @ 1:30-2:30 p.m. ET**

*Best Practices for Low- to Moderate-income Community Solar*

### → Monthly email newsletter

**Sign up at [nysesda.ny.gov/LIFE](http://nysesda.ny.gov/LIFE) – “Join the email list.”**

### → Social media

**LinkedIn:** Low-Income Forum on Energy

**Twitter:** @LIFEnys



## Low-Income Forum on Energy

**Find more information on the website**

[nyserderda.ny.gov/LIFE](https://nyserderda.ny.gov/LIFE)

**Join the mailing list**

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**Newsletter suggestions, webinar ideas, event announcements**

[LIFE@nyserderda.ny.gov](mailto:LIFE@nyserderda.ny.gov)

**Contact LIFE**

Phone: 866-697-3732 – Request “Low-Income Forum on Energy”

Email: [LIFE@nyserderda.ny.gov](mailto:LIFE@nyserderda.ny.gov)

# Asking and Responding to Questions

The screenshot shows the Cisco WebEx Event Center interface. The main content area displays a slide with the New York State logo and the text "NEW YORK STATE OF OPPORTUNITY. Low-Income Forum on Energy". Below the slide, it says "Welcome! We will be starting soon." The right-hand sidebar contains a "Participants (1)" section with "NYSERDA Events (Host, me)" listed. Below that is a "Q&A" section, which is circled in red. The Q&A section shows "All (0)" and a text input field with the placeholder text "Select a question, and then type your answer here. There is a 256-character limit." Below the text field are "Send" and "Send Privately..." buttons. Two yellow arrows point to the Q&A section from the right side of the screen.

Type into the text field and click “send.”

# Technical Difficulties or Contacting the Host

The screenshot shows the Cisco WebEx Event Center interface. The top navigation bar includes 'Quick Start', 'Event Info', and 'CIA LIFE web...'. The main content area displays a 'Welcome! We will be starting soon.' message for the 'NEW YORK STATE OF OPPORTUNITY. Low-Income Forum on Energy' event. The right-hand side panel shows the 'Participants' list with 'NYSERDA Events (Host, me)' and 'Attendees: 0 (0 displayed)'. Below this is the 'Chat' panel, which is circled in red. A yellow arrow points to the 'Chat' icon in the top navigation bar, which is also circled in red. Another yellow arrow points to the 'Send' button in the chat panel. The bottom status bar shows 'Connected' and 'Speakers: 100%'.

Click on the “Chat” icon to activate the chat function.



# Leveraging Partnerships to Open Opportunities: How collaboration can deliver greater impact

**Benjamin Cuzzo, Policy & Regulatory  
Coordinator**

**GRID Alternatives  
September 22, 2017**

# What we'll be discussing:

- Community Benefit Organizations
  - What are they, and why would I partner with one?
- Partnerships
  - Pros and Cons; leveraging benefits and avoiding pitfalls
- Examples
- Q & A



# Community Benefit Organizations (CBOs)

- **What are CBOs?**
- **Why would I want to partner with one?**
  - Why wouldn't you?
- **Leverage complimentary skills and services**
- **Access non-traditional capital sources**

# Partnerships:

Working together for a common cause

- **Complex problem solving**
- **Increased impact through broader service offerings**
- **Expanded intellectual capital**
- **Increased capacity**

# Communicate!

- **Set clear expectations and guidelines**
- **Identify relationship managers; “point-people”**
- **Establish roles and responsibilities**
- **Know your limitations, and be honest about them**

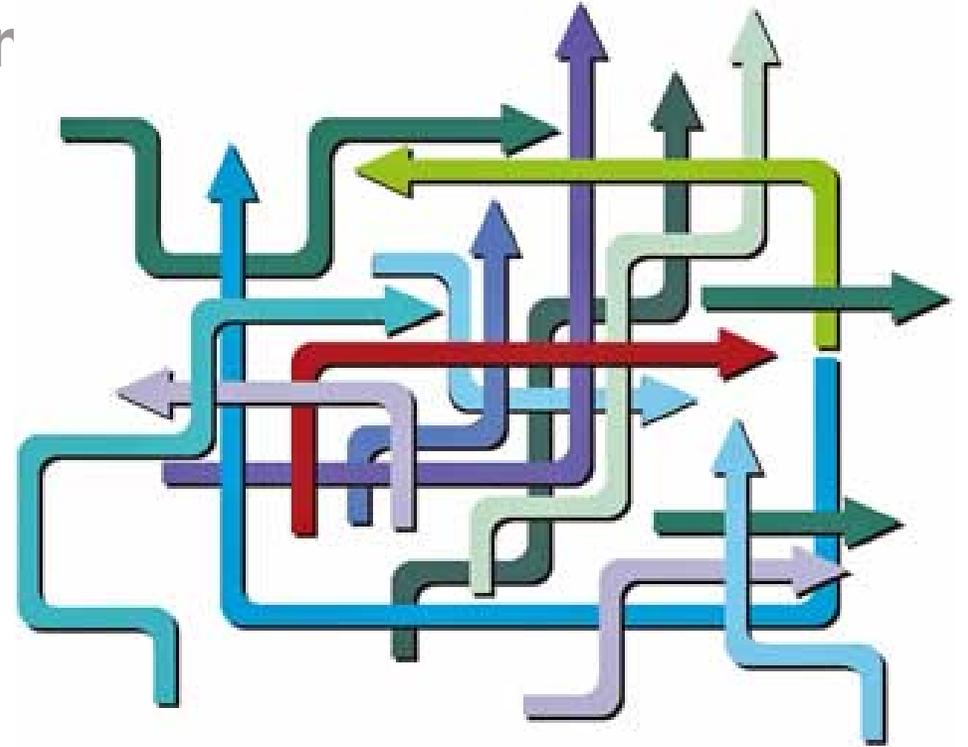
# Benefits

- “Known quantity”
- Local knowledge base
- Complimentary service offerings
- Increase bandwidth
- Skills transfer
- Increased service offerings



# Detractions

- **Miscommunications, misunderstandings**
- **Complexity, more “moving pieces”**
- **Resource constraints**
- **Competition and interest conflicts**





# Partnership Examples

GRID Alternatives Tri-State

# RUPCO



*Strengthening Homes,  
Communities  
and Lives*

- At RUPCO, we believe that everyone deserves quality, healthy and sustainable housing at an affordable price and we know communities thrive when there is diversity in their economic make-up and housing stock.
- Trusted community institution
- Local knowledge and contacts
- Client identification and co-management
- Complimentary service offerings

# Green City Force



- Green City Force's (GCF) mission is to break the cycle of poverty, preparing urban young adults to succeed in their chosen careers by engaging them in service, training, academics and work experiences related to the clean energy economy. In doing so, GCF encourages them to lead socially and environmentally responsible lives.
- **Local, community-based trainees**
- **Education and job readiness programs**

# Association for Energy Affordabil



- The Association for Energy Affordability, Inc. is dedicated to achieving energy efficiency in new and existing buildings in order to foster and maintain affordable and healthy housing and communities, especially those of low-income.
- **Combined services deepen energy savings**
- **Expanded range of service offerings**
- **Cross-training**

# Multiply Solar:

A U.S. Department of Energy Solar In Your Community Challenge Project

## COMMUNITY ENGAGEMENT

Team Lead

–

Sol Purpose

Customer  
Acquisition &  
Management

–

Solstice

**Construction**

–

**Bright Power /  
GRID Alternatives**

Job Training

–

Green City Force /  
GRID Alternatives

Structure &  
Finance

–

Team effort!



Q & A

[gridalternatives.org](http://gridalternatives.org)



Get Involved.

[gridalternatives.org](http://gridalternatives.org)



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