

## Projects and Challenges 2010 – possible consultant services

The Community Action Agency of San Mateo County, Inc. is a 501-c-3 that manages energy conservation and other programs funded by DOE, LIHEAP and CSBG. CAASM seeks advice related to the possible initiatives listed below.

Several of them relate to marketing existing services more effectively to existing markets, or marketing existing services to new markets, or developing new services. Not all of these will be found to be feasible, therefore CAASM is under no obligation to proceed on any given initiative. These opportunities will remain OPEN until CAASM either selects one or more consultants or organizations (hereafter “consultants”) to assist on them, or decides not to pursue the idea.

Individual consultants interested in assisting CAASM explore these initiatives would be expected to (a) research what other CAA’s or energy providers are doing on that topic, (b) advise CAASM on the feasibility of the idea, (c) advise CAASM on structuring and scheduling the work to be done and (d) assist in completing the work.

Consultants who are interested should (1) demonstrate expertise on the topic by showing education and/or experience at working on this topic with CAA’s and other energy providers, (2) have hourly or daily rates that are competitive in the marketplace, and (3) be available on a timely basis to work on the project. Please identify the area(s) of interest, answer the questions in this paragraph and attach a resume and e-mail it to [jmasters2@caasm.org](mailto:jmasters2@caasm.org) Note that is [jmasters2@caasm.org](mailto:jmasters2@caasm.org)

All work will be work-made-for-hire, with CAASM retaining ownership of specific products created. The methods and techniques by which the consultant produces the products remain the property of the consultant.

Consultants selected will be expected to sign a standard-form contract (an example is on our webpage) providing other information as listed in the contract and describing the details of the engagement.

The initial list of possible initiatives is provided next.

1. Assist CAAASM weatherization staff to develop a new service for low- income households by installing low-cost solar panels on private residences at no cost to the occupant/owners.
2. Assist CAASM weatherization staff to develop a new revenue-generating service for middle and upper income households by installing low-cost solar panels on private residences at fair market cost to the occupant/owners.
3. Assist CAASM weatherization staff to develop a new service for middle and upper income households including minor home repair, small-scale renovation, painting. This would be paid by homeowners.
4. Assist CAASM weatherization staff to develop a new services for low-income eligible households including minor home repair, small-scale renovation, and painting. These could be funded through various governmental programs such as CDBG, or other County or City funds.

5. Assist CAASM to participate in County managed programs and program managed by Cities in San Mateo County for housing development, housing rehabilitation and construction, neighborhood stabilization, and micro-enterprise.
6. Assist CAAASM weatherization staff to develop a new service that would be provided at market rates for middle and upper income households including minor home repair, small-scale renovation, new construction related to housing, and painting.
7. Assist CAASM staff to acquire, renovate and occupy additional office and warehouse space. This space could be leased or purchased.
8. Assist CAASM staff in creation of social enterprises that are income producing ventures that provide ongoing training and employment for disadvantaged populations, such as producing windows, parts for solar hot water systems, or prefabricated housing.
9. Produce an analysis of homes in San Mateo County that are eligible for various types of services, including home energy assistance payments (HEAP), Weatherization Assistance, Low Income Energy Efficiency program funded by CPUC/LIEE. Compare with the number of homes that have received services. The product would be a table, either for the County as a whole or for each of the 19 cities and the balance of the county, showing the numbers eligible and the numbers who have been served for each of the several programs. This is essential to focus outreach efforts, review program eligibility requirements, and to propose new services for those already served.
10. Get CAASM into the LIEE Energy Partners Program as a provider.
11. Help CAASM connect to “green jobs” development by ensuring CAASM staff are taking relevant training and obtaining appropriate certifications that lead to career pathways in “Green Jobs”
12. Assist in developing the capacity of the CAA and energy providers networks to keep up with the rapidly changing policy framework created by the CPUC, to develop positions on CPUC and utility issues, and to advocate and educate CPUC staff, the public, the press and others in a timely manner.
13. Assist CAASM staff to rewrite its four major policy and procedure manuals, creating a taxonomy or table of contents for each that is easily understandable and provides a convenient way to navigate through the documents. The four are: fiscal, Board, Personnel and Program Operations. Simplify, make more understandable, cleanup grammar. Requires working collegially with CAASM staff on each draft. Provide writing samples.
14. Develop an advocacy strategy to increase the number of weatherization measures and the number of people eligible to receive those measures (See next section MORE MEASURES)

## **MORE MEASURES**

To reduce energy usage, the WHOLE HOUSE should be weatherized. Various lists produced by organizations like the CPUC under the label of “whole house” are nowhere near accomplishing the kind of significant reduction in energy use that is desirable. CAASM seeks help in persuading funders at all levels to add ADDITIONAL MEASURES that should be provided by weatherization programs. Examples include:

Window replacement from single pane to dual pane (the entire window frame, not just glass)

Multiple windows

Energy efficient clothes washers

Clothes dryers (gas and electric)

Low-flow toilets

Low-flow and energy efficient dish washers

Gray water (holding tanks)

Replacement of non-functioning, existing kitchen and bathroom exhaust fans

Ceiling insulation that is not affected by knob and tube wiring

Solar PhotoVoltaic

Solar hot water

Foundation repair?

Roof repair?

**ADDITIONAL POPULATIONS** to expand weatherization and other energy conservation services to other groups of people, i.e. to increase eligibility.

To add population groups who are eligible for energy conservation measures, for example to go to 250% of poverty or 300% of poverty. Or, to weatherize any house built before a given year.