

Health + Energy Program Design Network

Session 4: Building relationships that expand services and funding for your program

ACEEE Health and Environment Team

Friday, May 28th, 2021 @ 3pm Eastern



American Council for an Energy-Efficient Economy



The American Council for an Energy-Efficient Economy is a nonprofit 501(c)(3) founded in 1980. We act as a catalyst to advance energy efficiency policies, programs, technologies, investments, & behaviors.

Our research explores economic impacts, financing options, behavior changes, program design, and utility planning, as well as US national, state, & local policy.

Our work is made possible by foundation funding, contracts, government grants, and conference revenue.

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ACEEE
American Council for an Energy-Efficient Economy

Agenda

- Intro and Resources Recap
- Presentation: Partnerships in Energy+Health Programs
 - Emily Lewis O'Brien (VEIC)
 - Robyn King (Efficiency Vermont)
- Breakout Work Session
- Regroup for Polling and Brief Wrap-up
- Open Chat

Resource Recap

- Resource folder link in the chat
- Past recordings available in this folder, along with:
 - Workbook links
 - Services, Funding, and Measuring Guidance Documents
 - PDF of slides from previous sessions
- Feel free to share these materials with others!

Poll: Would you like to share your work with this group at Session 5?

- Let us know if you'd like to speak for ~5 minutes at our June 24th Session about how your program is incorporating health into your work!

Poll: Follow-up from Session 3

- What actions did you take following last month's session on measuring and documenting health impacts?

Deep Dive #2:
Cost-Effectiveness Testing and
Quantifying/Monetizing Health Impacts

Thursday, June 10 (3PM ET)

Registration link in the chat

Workbooks

- Online documents for helping structure thinking
- A link to today's workbook has been dropped into the chat, please open it now
- To save your work, **enter your email address and press Submit**
- You will get an email with your saved responses to revisit or edit later

Session 4: Building relationships that expand services and funding for your program



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Efficiency
Vermont

Partnerships in Energy + Health Programs

ACEEE Health + Energy Program Design Network

May 28, 2021



Driven by purpose, committed to impact

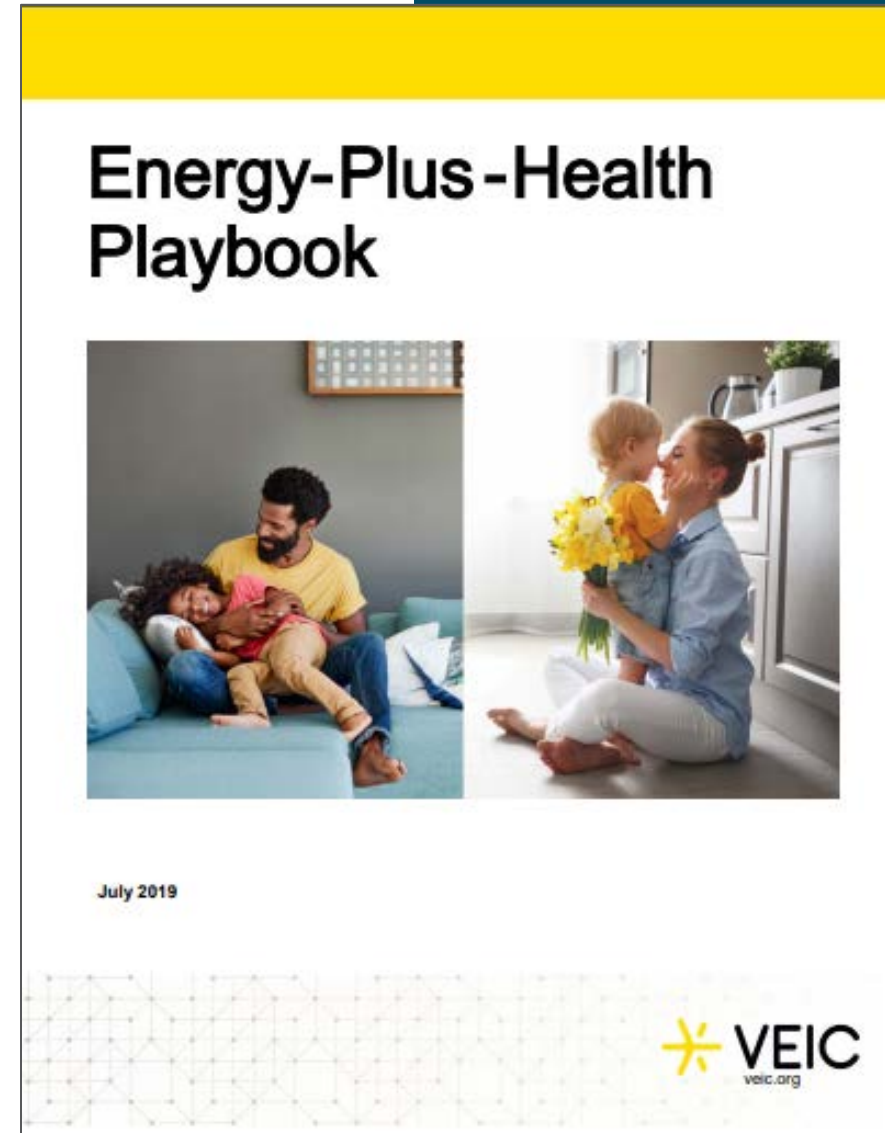
**VEIC is on a mission
to generate the
energy solutions
the world needs.**

- VEIC works with organizations across the energy landscape to create immediate and lasting change
- We serve as an objective partner for our clients as they navigate complex energy challenges
- Every challenge is different, but our commitment is the same: make an impact

2019 Energy-Plus-Health Playbook

The Playbook is intended for use by PAs interested in developing or expanding healthy homes programming, referred to as Energy-Plus-Health programs.

It was developed with the generous support and guidance of [E4TheFuture](#) and in partnership with Tohn Environmental Strategies.



Playbook Overview






Section 1	Introduction and Playbook Organization
Section 2	Making the Case for Energy-Plus-Health Programs
Section 3	Choosing the Energy-Plus-Health Program Model that is Right for You
Section 4	Designing a Successful Energy-Plus-Health Program
Section 5	Navigating Health Care Industry Partners as You Build Collaboration
Section 6	Energy-Plus-Health Program Case Studies
Section 7	Energy-Plus-Health Program Resources and Sample Materials

Building Cross-Sector Collaboration

- **Build buy-in**
Understanding mutual goals and each partner's value proposition
- **Identify Partners**
Finding appropriate health sector partners
- **Outline key roles**
Identifying coordinating entity is critical
- **Address cross-sector challenges**
Establishing language and protocols
- **Leverage for success**
Working together to braid resources that support positive health outcomes



Energy+Health Program Tiers

 Tier 1: Basic health and safety	 Tier 2: Cross-sector referrals	 Tier 3: Integration
<ul style="list-style-type: none">• Do no harm during or resulting from an energy retrofit (adhere to combustion safety and minimum health and safety standards)• Certain measures packaged and delivered directly or through community partners, such as efficiency kits, direct install measures, and HVAC safety checks	<ul style="list-style-type: none">• Agreements between energy efficiency and community partners for systematized cross-sector referrals to local healthy home information and services• Possible use of electronic tracking platforms such as <u>One Touch</u>• Partners deliver their own program services for either energy efficiency or health, or PAs may contract with CBOs to deliver services	<ul style="list-style-type: none">• Formal collaboration integrates energy efficiency and healthy homes service delivery• Targeting of households with health conditions for which energy efficiency upgrades offer a remediation strategy• Health impact data collection and tracking• Privacy and liability issues addressed through legal documents• Opportunities for health care funds to cover efficiency measures are being explored in some markets.

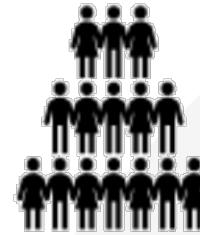
Tier 1: Roles of Key Stakeholders

Basic Health & Safety



Energy Efficiency Program Administrator

- Delivers efficiency measures directly or through contracts
- Work meets “do no harm” and minimum code standards
- Best practice combines building shell, HVAC and electrical efficiency measures for whole-house approach



Community-Based Organization(s)

- May deliver PA's efficiency services
- Finds value in integrating efficiency program offerings into other service offerings
- Well-positioned to leverage other funding for hazard remediation and/or home repairs



Home Energy Contractor

- Implements efficiency measures, may be delivered in combination with other home improvement offerings
- Have training and expertise to meet “do no harm” standards

Tier 2: Roles of Key Stakeholders

Cross Sector Referrals

Vermont Healthy Homes was initiated as a Tier 2 program, and spurred a Tier 3 pilot program.



Energy Efficiency Program Administrator

- Delivers efficiency measures directly or through contracts
- Work meets “do no harm” and minimum code standards
- Best practice combines building shell, HVAC and electrical efficiency measures for whole-house approach



Home Visiting Programs: Energy, Health, Housing

- Assess household needs for health, housing repairs, well-being and energy efficiency needs
- Coordinate referrals to multiple entities that agree to participate in a formal referral network



Community-Based Organization(s)

- May deliver PA's efficiency services
- Finds value in integrating efficiency program offerings into other service offerings
- Well-positioned to leverage other funding for hazard remediation and/or home repairs



Home Energy Contractor

- Implements efficiency measures, may be delivered in combination with other home improvement offerings
- Have training and expertise to meet “do no harm” standards

Tier 3: Roles of Key Stakeholders

Integration



Energy Efficiency Program Administrator

- Delivers efficiency measures directly or through contracts
- Work meets "do no harm" and minimum code standards
- Best practice combines building shell, HVAC and electrical efficiency measures for whole-house approach
- Provides training and quality control for contractors that follow BPI, DOE-WAP, or EPA assessment and expanded action standards



Health Care Providers

- Creates systematic customer identification, health-related eligibility screening and direct referral to program
- Implements in-home health-specific services using community health workers or equivalent
- Provides quality assurance for health-related implementation services
- Tracks, evaluates and documents health-related outcomes
- Contributes to funding and supports exploration of other funding opportunities



Contractors – Healthy Home Assessors

- May deliver PA's efficiency services
- Conduct audits and assessments for energy efficiency and expanded action protocols
- Finds value in integrating efficiency program offerings into other service offerings
- May be well-positioned to leverage other funding for hazard remediation and/or home repairs
- May assess for hazards such as asbestos, mold, radon



Contractors – Healthy Home and Energy Upgrade Service Providers

- Implements efficiency measures, may be delivered in combination with other home improvement offerings
- Have training and expertise in BPI, DOE-WAP, or EPA protocols for home energy upgrades plus expanded options established by Tier 3 program design
- BPI Certified Healthy Homes Evaluators conduct audits

Identifying Points of Entry

- Energy-Plus-Health programs can explore a range of possible entry points to the health care industry
- Working at more than one level of the health care system will reveal the optimum pathways to partnership and ensure long-term sustainable collaboration



Potential Energy-Plus-Health Partners

- Health care providers
- Hospitals
- Federally qualified health centers and community health clinics
- Nursing homes
- Home health agencies and service providers
- Progressive primary and specialty care physician practices
- School nurse associations
- Coordinated care organizations
- Accountable care organization
- Managed care organization
- Medical homes
- Health payer organizations including government and private payers that deliver health care coverage
- Government: Medicare, Medicaid, Federal and Military
- State and local public health departments
- Trade groups
- Community based organizations

Hospital Engagement Strategies

- Engage at multiple levels, including board of directors, c-suite execs, department managers, community health professionals
 - Executive directors to discuss reducing healthcare costs with energy+health programs
 - Health officers, community health workers, or equity officers that seek to integrate community resources into overall patient wellness strategies
 - Through HR dept., promote EE programs to employees for their own homes so they better understand benefits for patients



Hospital Engagement Strategies

- Public comment periods Community Health Needs Assessments (CHNAs) for non-profit hospitals
- Remind hospitals of indoor air quality standards as medical facilities to relate importance



A Closer Look at Partners

Community Health Teams & Community Health Workers

- Already engaged in communities to promote public health & coordinate community support
- Trusted community partners & messengers
- May conduct in-home

visits
veio

Managed Care Organizations

- Administer Medicaid services on behalf of states
- May incorporate in-home intervention programs
- MCOs can often count some expenses as medical expenses

Public Health Departments

- Seek to improve community health through tracking, programs, providing services

Efficiency Vermont

- Statewide energy efficiency utility
- Reduce the cost of energy for all Vermonters
- Help families, businesses, and institutions understand and make better use of energy and reduce greenhouse gases



What we do

- Direct support through incentives, training, and technical advice
- Market transformation through supply chain engagement
- Partnership with energy service providers



The impacts of efficiency

Over \$2.8
billion

Lifetime savings from
2000-2020

Over 12.5
million metric
tons of CO₂e

Lifetime avoided
from 2000-2020

2.7 million
cars

Equivalent impact of
GHG emissions
avoided

38% lower

Vermont's average
energy bills, below
the national average

10,741 jobs

Vermont's energy
efficiency jobs – 58%
of the clean energy
workforce

400
businesses

Efficiency Excellence
Network members

About VT Homes and Health



In Vermont, **26% of children live in households with a high housing cost burden**, and 12% of children live in poverty.



In 2017, 9,791 Vermonter children received blood lead screenings; **157 of them had lead levels at 5 µg/dL or above.**



58% of Vermont housing was built prior to 1978 (compared to 53% nationally) and is likely to contain lead-based paint; **26% was built prior to 1940.**



In 2008, Vermont became **the first state to pass legislation that defined 5 µg/dL as an elevated blood lead level.**



Approximately **8.5% of adults and 9% children have current asthma** in Vermont (2018); **81% of them have two or more indoor environmental triggers** at home (2015).



In 2015, there were **2,489 emergency department visits with a primary diagnosis of asthma** among Vermonters.



In 2018, **160 Vermonters over the age of 65 died from unintentional falls.**



One in seven Vermont homes has elevated levels of radon in their indoor air (2016).

Source: National Coalition for Healthy Housing, [fact-sheet_state-healthy-housing_vt.pdf \(nchh.org\)](https://www.nchh.org/fact-sheet/state-healthy-housing_vt.pdf)

Healthy Homes Vision



Healthy Homes Goals

Goal #1

Provide cost-effective services that improve health outcomes while reducing energy burden

Goal #2

Increase impact through strong, mutually beneficial healthy-home partnerships

Goal #3

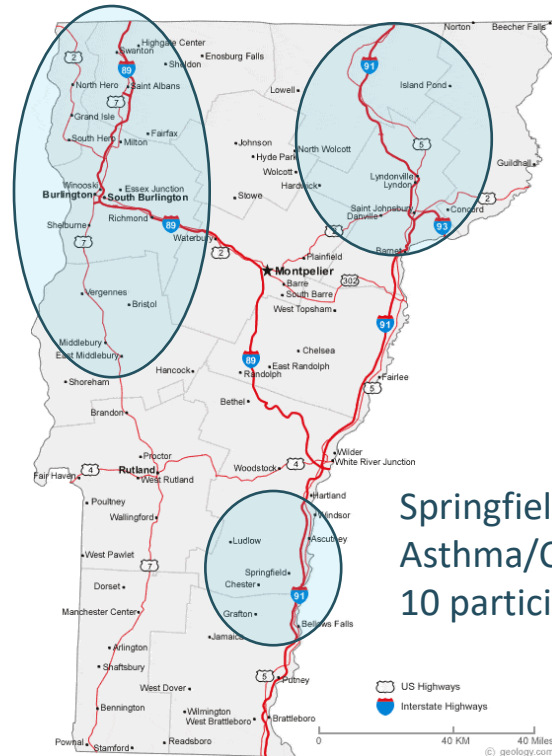
Be a credible and valued partner in the health/energy nexus.

Goal #4

Create a clear strategy for healthy, affordable homes

2018-2020 Pilots

Champlain Valley:
Falls Prevention
20 participants



Northeast Kingdom:
Asthma/COPD
10 participants

Springfield Area:
Asthma/COPD
10 participants

Partners

Efficiency Vermont

- Program development & coordination
- Allocated funding for certain special measures for pilot
- Indoor air quality pre/post testing

Hospital community health team

- Identify participants
- Health coaching & connect with additional services
- Collect pre/post health surveys

Weatherization program

- Install typical weatherization measures
- Allocated funding for certain special measures for pilot
- Report on energy savings

Virtual Healthy Home Energy Visits



Indoor Air Quality Monitor Loan Program



Healthy Home Energy Assessments

Healthy Home Principles



Principles:
 U.S. Department of Housing and Urban Development

Graphic:
 airmid

Healthy Home Contractors



Key Takeaways

1

Be holistic in outreach during Program design and think about both organizational and supply chain partners

2

Keep in mind the value propositions of different partners

3

Consistent communication during Program implementation is important

Get in touch

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 **Massachusetts**

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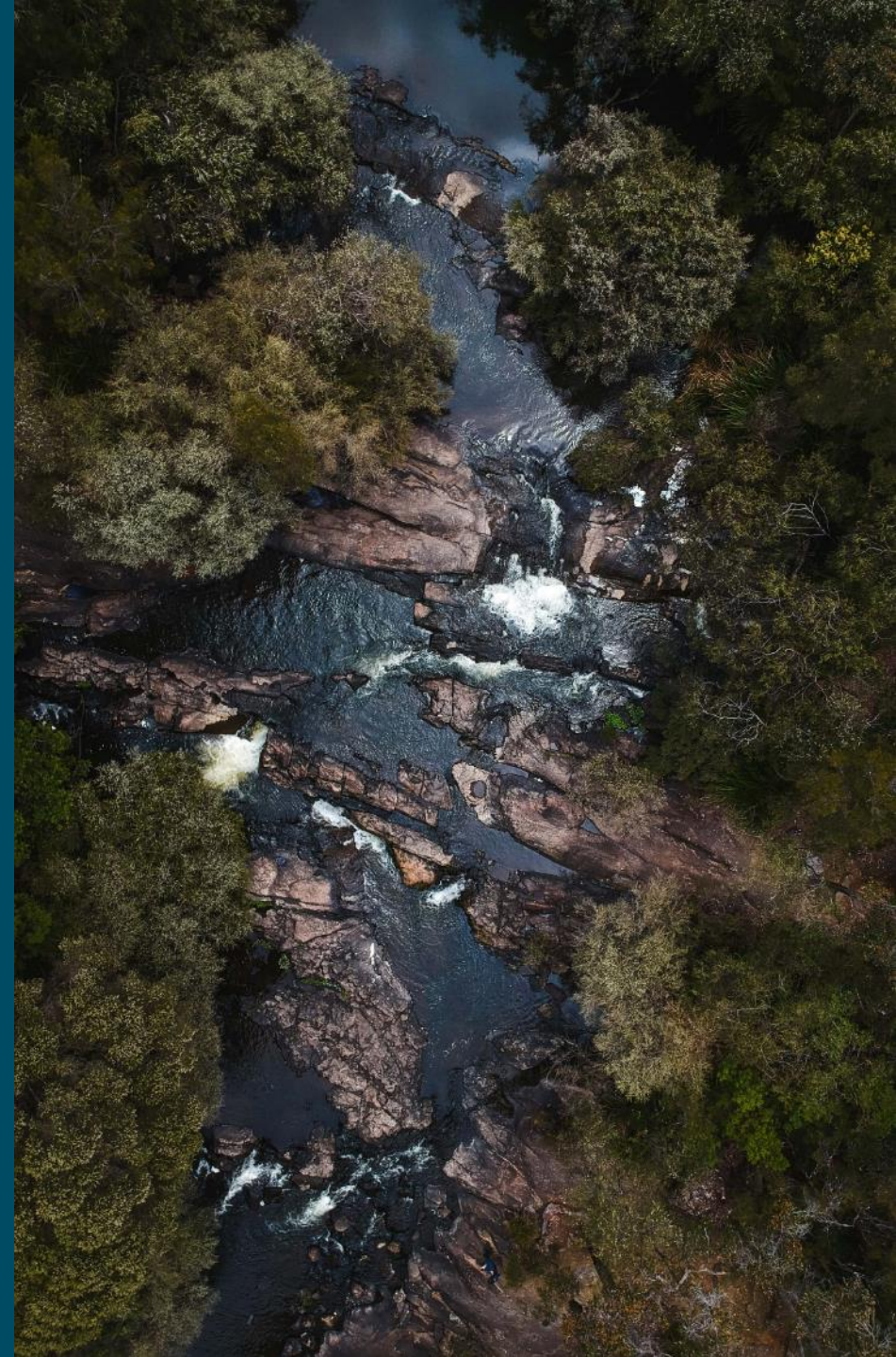
Robyn King

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 **Vermont**

**Efficiency
Vermont**



Breakout Working Session

Breakout Instructions:

- Workbook 4 – Brainstorming opportunities and approaches to partnership
- Introduce yourselves! (name, location, what kind of program you run, and where you are at with incorporating health into your work)
- Nominate a facilitator, then brainstorm the questions on Page 2 of the workbook
- Questions on page 2 of your workbook – link in chat!

Breakout Questions for Discussion

- Does anyone in the breakout room have **experience** forming partnerships with health care entities or other organizations that they can share with the group?
- Who are **potential partners** (or types of partners) you would consider for an Energy + Health program in your region?
- **When** would you consider engaging with these partners?
- **What approach** would you take to forming partnerships with these entities?

Welcome Back!

(Did you save your workbook by pressing “Submit” on the last page of the document?)

Poll: Next Steps and Follow Up

- What steps will you take as a result of today's session?
 - Search for health partners in my service area
 - Continue a conversation with someone in my breakout room
 - Reach out to a new potential partner
 - Seek out more information about something I learned today
 - Incorporate a strategy discussed during today's session into my work
 - Something else (feel free to elaborate in a direct chat message to Christine)

Why Introduce Your Program on the Google Group?

- Find others in your state or region
- Help others find you! Make your own work and questions visible to a network of 270+ participants
- Connect with others working to address the same challenges, nearby and nationally

Help create a valuable peer directory by posting just once, e.g.:

- Your name, state, and email/preferred contact
- Your program name/organization
- One thing you're doing (or considering) to incorporate health to your program
- One question you have that someone else in the network might be able to answer

Calendar of Upcoming Sessions

Date	Session Theme
Thurs. Jun. 10 3PM ET	DEEP DIVE 2: Cost-Effectiveness Testing and Quantifying/Monetizing Impacts
Thurs. Jun. 24 3PM ET	'Programs in the Wild': Peer sharing of program design successes

If you're interested in sharing for a few minutes about your program's work or in-progress initiatives at the June 24th session, please reach out to Christine at cgerbode@aceee.org

Thank you for attending today's session!

Please go introduce yourself on the Google Group briefly –
and have a great weekend!

Feel free to send questions, comments, or feedback to
Christine at cgerbode@aceee.org.

