Pennsylvania Energy Partnership
Grant Seeking for Energy Conservation & Efficiency Initiatives

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Northeastern Pennsylvania Alliance Services

- Community Services
  - Pennsylvania Energy Partnership
  - Nonprofit Assistance Center
  - Research & Information
  - Cooperative Purchasing Alliance
  - Telecommunications
- Government Services
  - Local Government Service Center
  - Rural Planning Organization
  - Focus 81 & Safe 80 Committees
- Enterprise Development
  - Business Finance/Loans
    - SBA 504 Loan Program
  - International Trade Development
  - Procurement Technical Assistance Center (PTAC)
    - Government Contracting
Local Development Districts of PA
Pennsylvania Energy Partnership (PEP)

Mission

PEP provides technical assistance training, and education, empowering communities to make informed energy consumption decisions.
Partnerships

- Appalachian Regional Commission (ARC)
- PA Department of Community & Economic Development (DCED)
- Penn State University
- PA Department of Environmental Protection (DEP)
- PA Department of General Services - COSTARS
- PennDOT District Offices
  - District 4-0 & District 5-0 Offices
PEP Services

- **Technical Assistance**
  - Grant Writing & Funding Searches
  - Strategic Energy Planning
- **Utility Bill Analysis**
  - Municipal profile
  - Benchmark/Energy Usage
  - Rates/Cost Summaries
  - Trend analysis
- **Cooperative/Bulk Purchases**
- **Energy Assessments**
  - Identify low-cost, quick return energy efficiency measures
  - Lighting, Building envelope, etc.
- **Multi-Municipal Energy Projects**
- **Educational Workshops**
First Steps in Financing Energy Projects

• **Decide approach**
  – Strategic Energy Plan
  – Complete Comprehensive Audit – “Design – Fund – Build”
  – Divide and Conquer – One Building Component at a time
  – ESCO – Act 77 GESA – Full service audit, design and implementation with financing

• **Assemble the team**
  – All relevant departments
  – Sell the project internally before seeking funds
  – Objective Technical Support (LDDs, PEP, PennTAP, IRC)
Develop a Broad Prospect List

- The subject approach
- The geographic approach
- The types of support approach
Refine Your List

• Eliminate funders that:
  – do not fund projects in your geographic area
  – do not fund projects in your subject field
  – do not provide the types of support you need
Use Primary Sources

• IRS Form 990-PF
• Websites
• Annual Reports
• Application guidelines/brochures
• Regional Association of Grantmakers
• Federal Funding Opportunity (FFO)
Learning More About Your Prospects

- Has the funder demonstrated a real commitment to your subject field?
- Is it likely the funder will make a grant in your geographic area?
- Does the amount of money you are requesting fit within typical giving range?
- Does the funder have a policy prohibiting the type of funding you are asking for?
- Does the funder make grants to cover the full cost of a project?
Record What You Do

• Data Gathering
  – develop files, either hard copy or electronically
  – use the Prospect Worksheet

• Record Keeping
  – keep track of contact between your organization and staff at the foundation
  – copies of all communication sent to a foundation
Contact with Funder

• The Initial Contact
  – The beginning of a partnership
  – Research Funder prior to contact
  – Record telephone conversations & emails
  – Prepare questions prior to contact

• Cultivating relationships after you submit the proposal
Government Funding

• Online sources
  – www.grants.gov
  – www.cfda.gov
  – www.usa.gov
  – www.state.ps.us or www.newpa.com
  – www.teampa.com
  – www.nepa-alliance.org
Private Funding

• Online sources
  – www.foundationcenter.org
  – www.guidestar.org
  – www.pafoundations.net
  – www.bigdatabase.com
  – www.tgci.com (The Grantsmanship Center)
  – www.iwave.com (Prospect Research Online)
Other resources

- Online sources
  - SEFs - [http://www.puc.state.pa.us/electric/electric_renew_sus_energy.aspx](http://www.puc.state.pa.us/electric/electric_renew_sus_energy.aspx)
  - [www.thesef.org](http://www.thesef.org)
  - PA Wind for Schools [www.wind.psu.edu/wfs/default.asp](http://www.wind.psu.edu/wfs/default.asp)
Other resources

• Online sources
  – Act 29 Rebates
    www.puc.state.pa.us/electric/Act_129_info.aspx
  – PPL e-power website http://www.pplelectric.com/e-power/
  – www.lgean.org
  – Database of State Incentives for Renewables & Efficen.
    www.dsireusa.org/
Next Steps…

- Using current energy cost savings and rebate incentives (PA Act 129) to implement energy conservation measures and energy efficient upgrades including renewable energy generation initiatives.
- Continue to develop multi-municipal approaches for other needs
  - Street Lighting
  - Parking Garage Lighting
  - Stadium/Gym Lighting