



LOCAL DEVELOPMENT DISTRICTS

Pennsylvania Energy Partnership Grant Seeking for Energy Conservation & Efficiency Initiatives

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www.paldd.org



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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



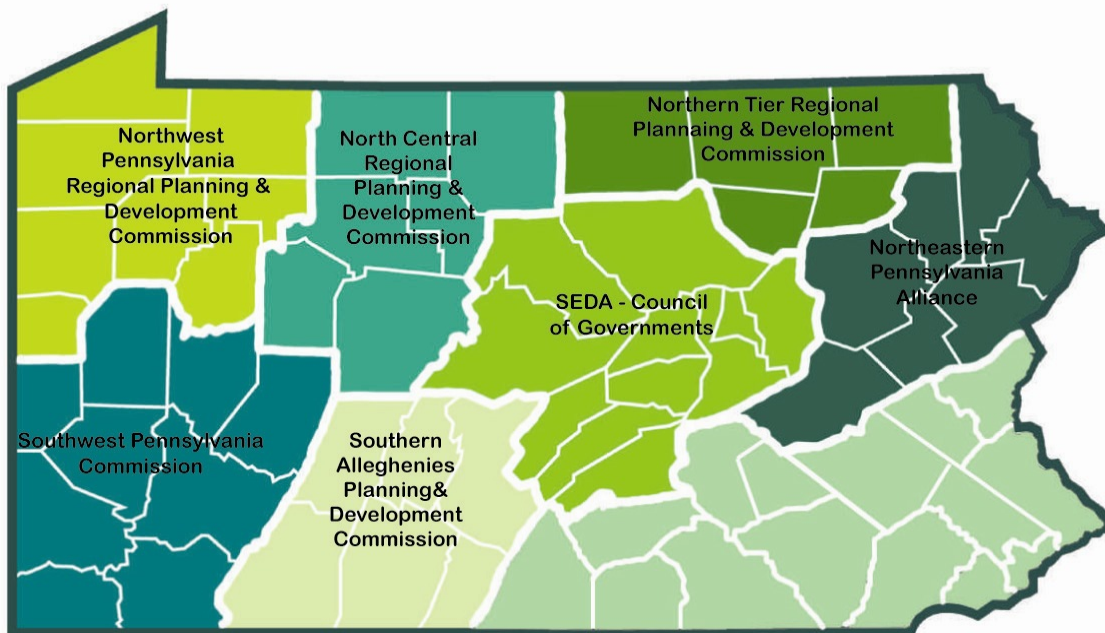
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Local Development Districts of PA



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Pennsylvania Energy Partnership (PEP) Mission

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





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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



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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**



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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)





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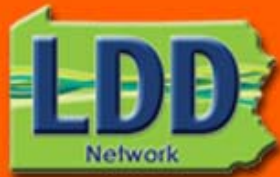
Develop a Broad Prospect List

- 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



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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



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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)



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Other resources

- Online sources

- <http://www.energyservicescoalition.org/>

- SEFs -

- http://www.puc.state.pa.us/electric/electric_renew_sus_energy.aspx

- www.thesef.org

- PA Wind for Schools

- www.wind.psu.edu/wfs/default.asp





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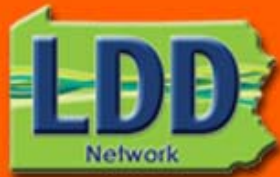
Other resources

- 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 & Efficiency
www.dsireusa.org/



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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



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