

NASCSP Newsletter

VOLUME 24

September 2009

Message from our Chair

by Vaughn Clark



Did you know that many of today's most successful businesses had very humble beginnings during economic downturns? For example, Procter & Gamble (P&G) was founded amidst the financial panic of 1837. Last year, the company recorded earnings of \$12.1 billion. Hewlett-Packard (HP) was started with \$538 in 1934 in the midst of the Great Depression. Today HP is the largest technology company in the world, bringing in more than \$100 billion last year. The point is that in good times or bad, well-run businesses cannot only survive, but thrive. We may not have a lot in common with large corporations but we need to be just as scrappy and innovative in our day as these young upstarts were in theirs.

Now more than ever the Community Services Block Grant (CSBG), the Weatherization Assistance Program (WAP) and local Community Action Agencies are facing the dual challenge of increased demand and tightened budgets. What better time then, to learn from the successes of business greats and try out some new ways of cutting costs and raising new money? A recent issue of the

Chronicle of Philanthropy (July 2, 2009) suggests a few strategies that state managers might apply to help stay afloat and even thrive. These ideas could make the difference between slashing programs and laying off staff or coming out of this crisis stronger and better-equipped than before:

CONTINGENCY PLAN

Make sure you and your local agencies have a contingency plan for the very likely possibility that the recession deepens. The key is not to panic but to be prepared with an alternative budget scenario so that options are clear when a crisis occurs. A contingency plan helps organizations think about the things that are really critical to their missions and prioritize resource allocation. Research conducted by the Bridgespan Group, a nonprofit consulting firm, found a sharp rise in the number of charitable organizations that have contingency plans in place, which are up 14% since November. Many organizations hire a consultant to do this, but that can be costly. States could assist local agencies by helping them find affordable contingency

INSIDE THIS ISSUE:

Articles	Page
<i>Remembering Senator Kennedy</i>	2
<i>Legislative Corner</i>	4
<i>Double the Fun with CSBG at the 2009 Fall Conference...</i>	4
<i>CSBG Spotlight: Fighting the Effects of the Recession by Preventing Foreclosures</i>	7
<i>NASCSP News</i>	7
<i>WAP Corner: WAP at the 2009 Annual Conference: A Great Success!</i>	8
<i>Weatherization Buying Group, A Procurement Tool for Local Agencies</i>	10

planning services. Still can't afford it? See "Non-cash Donations" below.

VIRTUAL MEETINGS

Meeting and training via phone, internet, or video can save travel expenses and valuable staff time. Just make sure your virtual meetings are well-run so they don't end up wasting more time and money in the long run. This is an area where states could get a large return on investment from some technical assistance to state staff and local CAAs on how to plan and execute effective virtual meetings. Research by The Goodman Center published in *Dialing in; Logging On; Nodding Off* identifies the serious pitfalls to avoid in order to reap real benefits. Check it out virtually at www.thegoodmancenter.com.

SOCIAL MEDIA

Nonprofits use social media resources even more than most businesses. According to a new study by the University of Massachusetts' Dartmouth Center for Marketing Research, 89% of nonprofits use social media sites as part of their communication strategy. Facebook, Twitter, and even blogs are inexpensive tools for fundraising and networking. State offices might consider using these themselves, and local agencies especially could use social media to reach potential donors and volunteers without paying for expensive direct mailings, advertising, and phone marketing. Get connected at www.umassd.edu/cmr.

WORK-SHARING

According to The Center for Law and Social Policy's (CLASP) *Policy Solutions That Work for Low-Income People*, a valuable but under-utilized opportunity is state-sponsored work-sharing programs. These programs allow nonprofit employers to reduce workers' hours and salary, often by 20 - 40 percent, and then have states make up

some of the lost wages by paying employees out of unemployment insurance funds. Twenty-one states offer some version of a work-sharing option. Although the state benefits usually cover only about 50% of the lost wages, this may be a better option than cutting jobs altogether. Is such a program available in your state? Find out at www.timesizing.com/2wksharg.htm

NON-CASH DONATIONS

As corporate giving decreases with falling profits, many for-profit companies still want to keep up their public image as supporters of charities, especially at a time when the need is so great. Like the rest of us, they're thinking outside the box and increasingly offering in-kind gifts of service and expertise in lieu of cash donations. Now, as much as we all need the financial support on the revenue side of our budgets, don't miss out on these opportunities to help your expense side. Many for-profit businesses are happy to provide free services, time and consultations to help non-profits better manage their scarce resources or meet technical challenges. Services range from such things as public relations, computer networking, and financial services to architectural design or even grant writing. Beside the potential short-term expense reductions, these services can save agencies money over the long haul as well by helping them become more efficient and effective. State offices can make all the difference in connecting local agencies with the right businesses.

Although we measure our success very differently than do big businesses like HP and P & G, their success encourages us to take risks and think outside the box in difficult economic times. Our services are just as worthy (heck, more worthy!) of the big-picture thinking and innovative approaches that drove these companies' success. So during this recession, let's not just survive. Let's thrive!

Remembering Senator Kennedy

by David Bradley

Like millions of Americans, and I suspect tens of millions of people around the globe, I was deeply saddened by the death of Senator Ted Kennedy. Since the announcement of his illness some fifteen months ago, not one day has passed in which I, like so many of you, did not think of Ted Kennedy and what he has meant to our programs.

The day before the sad announcement of his passing, I was visiting Massachusetts with one of its Congressmen. Naturally, he was and still is a huge Ted Kennedy fan. The few hours we spent together driving around in his car was taken up almost exclusively in conversation and remembrances of Ted Kennedy the legislator and Ted

Kennedy the individual. Both of us secretly prayed for a miracle and that Ted Kennedy's best days, especially in the Senate, were still in front of him.

I was blessed to have been able to get to know, if just to a small extent, Senator Kennedy for the last thirty years. It brings me great joy to know that on at least five occasions a large number of community action agency members got to hear Senator Kennedy speak at our National Community Action Foundation conferences. I'm thrilled that a small number of you were able to join me at breakfast or luncheons I was able to have with the Senator over the years. I hope that for you who heard him speak at our gatherings, or who were able to engage him during our smaller gatherings, these are memories that will last a lifetime.

I once asked Senator Kennedy about his life-long commitment to the poor. What motivated him and why? He looked at me, paused and then said simply "my brother Robert." He quickly added that Bobby Kennedy's commitment to aiding the poor was a continuation of President Kennedy's resolve, made firm in the summer of 1963, to address poverty in America in the 1964 legislative session.

Although I had met Ted Kennedy at various times in the 1970's, I got to know him as a legislator beginning in 1981, during the initial months of the Reagan presidency. For those of you old enough to recall those times, the Reagan revolution challenged the entire concept that the federal government had any responsibility in helping improve the lives of the less fortunate. Reagan blamed Lyndon Johnson's Great Society and especially the *War on Poverty* for much of what ailed America. Much of the domestic agenda was under attack, including our community action program.

In 1973, Kennedy had led the effort to defeat President Richard Nixon's attempts to extinguish the *War on Poverty* and end the community action program. He was successful. In 1981 it seemed as if he was asked once again to save, not only the community action program,

but literally dozens of other programs under attack in that most conservative and reactionary time. Again, Senator Kennedy was largely successful.

Although it was two moderate Republican Senators, Weicker of Connecticut and Stafford of Vermont, who sponsored the Community Services Block Grant Act, in actuality it was Senator Kennedy in his role as the ranking Democrat on our key authorizing committee who engineered its approval in an extremely hostile legislative environment.

Over the years, Ted Kennedy's support for not only CSBG, but Head Start, LIHEAP, Community Health Centers, job training and of course Children's Health was remarkable in its steadfastness, vision and of course, success. All of the positive changes in these programs are the direct result of the belief in, and leadership of Senator Kennedy. Many times when I approached Senators to support our legislative initiatives, being able to say that Senator Kennedy was in agreement was usually all of the persuasion needed.

To know that Senator Kennedy either as a committee chairman or as the ranking Democrat was always there to make right whatever could go wrong was great comfort during so many of our legislative battles. He never failed in his efforts to protect the interests of America's poor.

We in community action are lucky that we had Ted Kennedy's support and leadership for virtually the entire history of our program. His legacy is in part that of helping hundreds of programs whose purpose is to assist those at the lowest rung of the economic ladder. As inheritors of at least a small portion of the Kennedy legacy, we in community action have a special obligation to ensure that the community action program continues to strive to be the best, most effective weapon this country has in fighting the causes and effects of poverty. Senator Kennedy would have wanted it no other way.

The views of contributing writers to this newsletter do not necessarily represent the opinions of NASCSP.





LEGISLATIVE CORNER



by Jovita A. Tolbert and Rebecca Stewart

FY 2010 APPROPRIATIONS

With October 1st marking the start of the new fiscal year, Congress worked feverishly to enact a one-month stopgap funding resolution for government. This stopgap funding measure, also known as a continuing resolution or CR, was added to the conference report on the Legislative Branch spending bill which was passed by the Senate Wednesday, September 30th. The CR language funded the government at existing non-emergency levels for all agencies and programs except Veterans (VA) Health Care and the Census Bureau. Both VA Health Care and the Census Bureau received funding increases. Notably, the stopgap funding measure was necessary because Congress failed to enact any of its 12 regular fiscal 2010 spending bills before the start of the new fiscal year.

Meanwhile, the Senate is continuing to consider its remaining individual spending bills and House-Senate conference action on individual FY 2010 spending bills is expected to begin the week of September 28th. The five spending bills that have passed both chambers are: Agriculture, Energy-Water, Homeland Security, Legislative Branch, and Transportation-HUD. The Senate has appointed conferees to all five, but the House has not yet appointed its conferees to the measures.

We continue to expect the Community Services Block Grant (CSBG) to be level funded at the conclusion of FY 2010 appropriations process. For the Weatherization Assistance Program, the Energy and Water Appropriations Bill states that WAP will be funded at \$210M with a \$30M set aside "from within available funds for the development of a pilot project that would increase the

leverage of Federal funding through the formation of partnerships between the Department and traditional and/or non-traditional weatherization providers."

UNEMPLOYMENT BENEFITS

The week of September 21st or 28th the House is expected to pass a 13-week extension of emergency unemployment benefits for jobless workers in states hit hardest by the recession. Currently, jobless workers in all states are eligible for up to 46 weeks of benefits, while residents of states where the unemployment rate is at least 6 percent are eligible for 59 weeks.

ASSISTANT SECRETARY FOR CHILDREN AND FAMILIES ANNOUNCED

On Wednesday, September 23rd, the United States Senate confirmed Carmen Nazario as Assistant Secretary for Children and Families. In that role, she will oversee the Administration for Children and Families (ACF) within HHS. According to HHS Secretary Kathleen Sebelius, "Carmen Nazario has a distinguished record of more than 40 years working in human services at every level of government, as well as in the private and non-profit sectors. She has devoted her career to developing and implementing programs that promote the well-being of children and families, and she will build on that important work as Assistant Secretary for Children and Families."

We will keep you informed as things progress.

Source: Congressional Quarterly

Double the Fun with CSBG at the 2009 Fall Conference Concurrent CSBG Sessions Provided a Wealth of Information

by Natalya Lozovaya, Mark Schmeissing and Tabitha Beck

This September more than 300 participants came together for the 2009 NASCSP Fall Conference in Bloomington, Minnesota, reaching the highest fall conference attendance to date. The focus on accountability and transparency was re-visited from last year's conference, but with a renewed

sense of urgency due to the substantial increase in funding from the American Recovery and Reinvestment Act (ARRA). Conference leaders urged State CSBG participants to work together in sharing resources, best practices, and innovation, while continuing to provide NASCSP with

information so that achievement and progress can be promoted nationally.

Many CSBG sessions focused on ARRA's impact on CSBG, including audits, data collection, and reporting. In addition, concurrent sessions allowed participants to follow their individual interests in sessions such as *Gearing Up for the Next Census*, *The Elder Economic Self-Sufficiency Initiative (EESI)*, *Affordable & Green Rural Housing*, *The Trafficking of American Indian Women*, *CSBG Financial Literacy: A Stepping Stone to Self-Sufficiency*, and *Prosperity for All: Lessons from the US and Abroad*. Below are several highlights from the CSBG track.

The 2009 conference opened on Tuesday, September 15, with a memorable performance by Tou Ger Xiong, a Diversity Consultant, Comedian, Storyteller, Rap Artist, and Actor. In addition to an immense amount of energy, he brought an important message to conference participants – their hard work pays off. The Laos-born speaker told an inspiring story of his immigration to the United States with his family, his difficult time growing up as an ethnic minority in Minnesota, and the positive impact that community action agencies have had on him and his family.

The energetic conference kick-off was followed by the CSBG Committee Meeting, which included a Legislative Update that called upon States for assistance in painting a picture of progress and improvement for Congress. This led to an open discussion where States asked questions and raised concerns about issues they are facing.

On Wednesday, participants had two opportunities to hear from the federal Office of Community Services (OCS). This included an address from Dr. Yolanda Butler, OCS Deputy Director and Acting Director, at the Federal Partners Luncheon. In the afternoon, staff from the Division of State Assistance within the OCS discussed CSBG ARRA communications, risk mitigation and exemplary practice identification. An update on OCS' regular monitoring tools, procedures, and reports were also provided.

After a long day of discussions and information-packed sessions, the conference participants enjoyed a Mississippi River picnic aboard the Minnesota Centennial Showboat, which included a lively ventriloquist show and networking opportunities.

The following morning Lori S. Pilcher, Assistant Inspector General of US DHHS, gave a thorough presentation on Health & Human Services ARRA requirements. Ms. Pilcher discussed the procedures put in place by The Office of Inspector General to detect and prevent fraud, waste, and abuse; and to promote economy, efficiency, and effectiveness in the operations of the federal government. She explained that ARRA calls for an unprecedented level of transparency and accountability. She stressed that States must be patient with the results and must ensure that effective systems are in place for the disbursement of funds and the monitoring of their effects.

Thursday's morning sessions were followed by a NASCS Luncheon, during which David Hansell, Principal Deputy Assistant Secretary and Acting Assistant Secretary, Administration for Children and Families, US Department of Health and Human Services, spoke about Community Action and the New Administration. Mr. Hansell stressed three important factors: Recovery, Renewal and Revival. Recovery will come from increased CSBG funding, with which employment, the financial sector, and foreclosure problems will improve, he said. Renewal will come from a new outlook and new opportunities for those we serve. And lastly, revival means a genuine commitment to do things differently, create green jobs, and be held accountable. Mr. Hansell's words were received by a standing ovation.

Friday morning, as the conference was coming to a close, participants had the opportunity to hear two inspiring speakers. Jim Scheibel, Executive Director of the Minnesota Campus Compact and former Mayor of Saint Paul, Minnesota, and Don Mathis, President and CEO of the Community Action Partnership, got the audience's attention as they spoke on *Rooting Out Poverty Nationwide*. They recommended five strategies for community leaders and individuals to fight poverty:

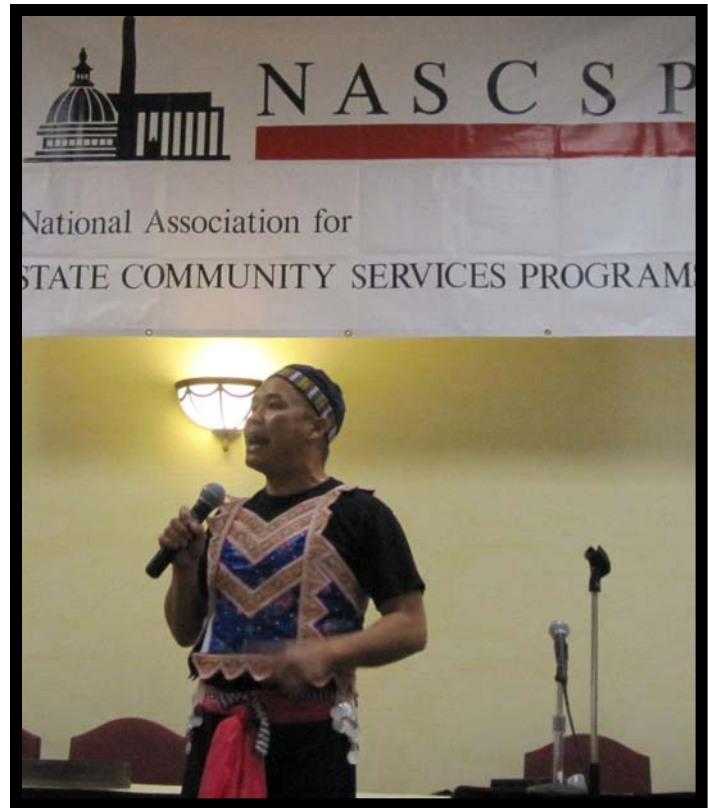
- Maximize participation
- Build an economy that works for everyone
- Invest for the future
- Maximize equality of opportunity
- Ensure healthy people and places

Participants left the conference with a renewed sense of enthusiasm for their mission, and a greater understanding

of the importance of working together to effectively manage ARRA funding. The CSBG staff at NASCSP

would like to extend thanks to all participants for another productive and engaging conference.

Laos-born Tou Ger Xiong, a Diversity Consultant, Comedian, Storyteller, Rap Artist, and Actor brought an important message to conference participants - their hard work pays off. Tou Ger Xiong told an inspiring story of his immigration to the United States with his family, his difficult time growing up as an ethnic minority in Minnesota, and the positive impact that community action agencies have had on him and his family.



At the 2009 NASCSP Annual Conference, participants were privileged to hear projections from Dr. Yolanda Butler, OCS Deputy Director and Acting Director; and David Hansell, Principal Deputy Assistant Secretary and Acting Assistant Secretary, Administration for Children and Families, both from US Department of Health and Human Services. Left to right: Tim Warfield, NASCSP Executive Director; Dr. Butler; Mr. Hansel, and Vaughn Clark, NASCSP Chair.

CSBG Spotlight: Fighting the Effects of the Recession by Preventing Foreclosures

edited by Jovita A Tolbert

According to RealtyTrac, the leading online information source for foreclosure properties, foreclosure filings were reported on more than 1.5 million properties in the first six months of 2009. Notably, this marked a 15 percent increase in foreclosures for the same period just last year.

In response to this staggering statistic, Operation Threshold, an Iowa Community Action Agency serving Black Hawk, Buchanan and Grundy counties, has developed foreclosure prevention counseling services. Through these services, Operation Threshold assists homeowners facing foreclosure with intensive individualized counseling and foreclosure mitigation services aimed at helping them keep their homes.

More specifically, Operation Threshold's foreclosure prevention services include: meeting individually with families facing foreclosure, counseling and assessing the family's current situation, reviewing their mortgage documents; providing financial and budget counseling as needed, and providing foreclosure mitigation services that involve the agency's housing counselors negotiating solutions with loan servicers in order to prevent foreclosure.

In FY 2008, a total of 93 families received foreclosure prevention services from Operation Threshold - up from 25 households in FY 2007. Outcomes of these

prevention services included the following:

- 2 families brought their mortgages current
- 4 families had their mortgages modified
- 6 families initiated forbearance agreements
- 16 families are receiving ongoing counseling from Operation Threshold
- 61 families were counseled and referred to Iowa Mediation Services
- 3 families were counseled and referred for legal assistance
- 1 families obtained a partial claim from FHA

Operation Threshold's foreclosure prevention program works in partnership with the Iowa Finance Authority's Iowa Mortgage Help program (IMH) and CSBG funds provide critical administrative support for the program. In addition, the agency used CSBG funding to launch their housing and fair lending counseling services. So without the CSBG, the agency would probably not be in position to provide some of the post-purchase/foreclosure prevention counseling services they are currently offering.

For more information, please visit: <http://www.operationthreshold.org/foreclosure.htm>.

Source: NASCSP's FY 2008 CSBG IS Survey



NASCSP NEWS

NASCSP welcomes new hire **Natalya Lozovaya**, Research Assistant for CSBG. **Natalya** born in Yaroslavl, Russia, relocated to Kentucky at the age of eleven. She received a Bachelor of Arts degree in International Economics, French, and Political Science from the University of Kentucky. **Natalya** was involved in international activism, serving as the Marketing Director for *Students Taking Action Globally*, a student organization and spent 8 months studying in Grenoble, France.

Natalya can be reached at 202/624-7727 or nlozovaya@nascsp.org.

NASCSP has relocated to the North Tower in the Hall of States Building. Please update your files to reflect this change from: 400 North Capitol Street, NW, Suite 395 to **444 North Capitol Street, NW, Suite 846**, Washington, DC 20001.

WAP Corner:

WAP at the 2009 NASCSP Annual Conference: A Great Success!

by Bob Scott

The 2009 Annual NASCSP Conference was a great success. With an unprecedented number of participants for the WAP track, things went smoothly and a great amount of information was introduced and discussed. Many new faces and plenty of old friends spent four days in Bloomington, Minnesota soaking up a lot of collective knowledge and expertise, and making side trips to the Mall of America in the few spare moments. We thank the Minnesota State offices and Community Action of Minneapolis for their help in organizing the conference and the off-site visit. Documents from the conference are continuously being posted on WAPTAC.org, under the heading "2009 NASCSP Conference".

The WAP track began with the Weatherization Committee meeting, which covered a wide range of topics, starting with a legislative update on the status of 2010 Appropriations and various Climate Change bills that are making their way through Congress. The WAP Vice-Chairs emphasized the importance of responding to NASCSP inquiries to states so NASCSP can properly represent and advocate for the states. DOE is also working on implementing monthly reporting. An emphasis was given to Weatherization Day and positive stories that we're hoping to get out in time for October 30th, especially in light of any negative press that has been circulating. Steve Payne and Marilou Cheple showed an informative slideshow highlighting their recent trip to the United Kingdom and discussing the differences and similarities between the energy poverty program there and how we address weatherization in this country. We learned Oak Ridge National Laboratory is planning to revive the National WAP Evaluation, which was put on hold for the past couple of years. States will have the opportunity to piggyback their own assessments on this larger evaluation. WAPTAC will also be redesigned shortly and will be out for comment soon in order to make it more interactive and modern. Historic Preservation was brought up as an issue, as well as various problems with implementation in light of historic preservation compliance. Prevailing wage rates

were also discussed. The new wage determinations for weatherization workers do not apply for buildings five stories or more. For these buildings, commercial rates apply, which poses a significant barrier as wage rates can up to quadruple for commercial laborers. The Department of Energy is aware of this issue and is working on a solution.

Gil Sperling and Jean Diggs from the Department of Energy presented during the *Federal Perspective* session. They addressed a variety of issues such as the imminent release of a national training plan, the expansion of the DOE monitoring team to one project officer per WAP grantee, monthly reporting implementation and expanded reporting requirements, and historic preservation. Monthly reporting is not currently approved, but DOE has asked for permission from the Office of Management and Budget to institute this as soon as possible. Historic Preservation issues must be addressed, and samples of Memorandums of Understanding are available at WAPTAC.org.

During the *ARRA Accountability and Reporting Issues* session, Holly Ravesloot and Jean Diggs from DOE valiantly tried to answer the myriad of questions posed by attendees as to the logistics of reporting. Both sides learned much from this session, and we are hoping for more comprehensive information on this very soon.

The Public Information Campaign: 2009 Style session featured new Department of Energy "Close-Ups" which will be completed for each grantee regarding ARRA funding. Also, the resources on WAPTAC were highlighted, as well as some more traditional techniques for Weatherization Day promotion, including Governor's Weatherization Day Proclamations, and site demonstrations. In spite of unprecedented funding levels, the Public Information Campaign may be more important than ever, so the public understands the diagnostic, cost effective, and state of the art technology utilized throughout the nation in WAP. Our story and our successes must be told.

The following day opened with a morning-long session on *Prevailing Wage Requirements* for the WAP. Since the WAP does not have a waiver for compliance for ARRA funds, this has disrupted the flow of funds and caused quite a few administrative headaches. Tim Helm from the Department of Labor and Jean Stucky from the Department of Energy were generous in disbursing their wealth of information to the assembled crowd, and while some questions have remained unanswered, we are confident they will be addressed shortly.

As a reward for several hours of wage rate discussions, the afternoon comprised an off-site tour. Community Action of Minneapolis provided home tours demonstrating weatherization practices for conference participants. Small group "stations" were set up to showcase dense-pack insulation techniques, mechanical and furnace testing, Infra-red imaging and diagnostics, blower-door demonstrations as well as air sealing and pressure diagnostics we also presented. Energy auditors described client education and how Minnesota's version of the National Energy Audit Tool (NEAT) generates cost-effective residential conservation measures. We all enjoyed the well-informed technicians on site and seeing some weatherization in action.

The final day of the conference opened with a session on *Training Plans and Resources*. Duke Elliott of Elliott Management Consultants, Inc. gave a presentation on the creation of the LACAP training center in Louisiana, from concept to completion. Kelly Cutchin, from Simonson Management Services (SMS), then presented the availability of new *Weatherization Assistance Program Standard Curricula*. The first module of the Curricula is now available on WAPTAC.org and is for Weatherization Installer/Technician Fundamentals and is comprised of lesson plans, speaker notes, power point presentations, supporting documents, and more. These items are all meant to be customizable and should be used as needed.

Closing out the conference was a presentation on *State Oversight and Monitoring*. Randy Bennett of Illinois gave an in-depth information presentation of how they handle their funds in his state, while Dan Elliott provided comprehensive information and experience from Oregon.

All in all, with a huge turnout and an enormous amount of information to share, the 2009 NASCS Annual Conference was truly a great experience. We hope you all enjoyed it, and can join us in February in Bethesda, Maryland for our 2010 Mid-Winter Training!



Gil Sperling, Program Manager,
Office of Weatherization and
Intergovernmental Program, US
Department of Energy (DOE),
presented the DOE forecast for
the future of the Weatherization
Program.



Joel Eisenberg, Weatherization Program Manager, Oak Ridge National Laboratory, discussed the national evaluation of the WAP. Panel of Weatherization experts seated left to right: Bob Scott, NASCS SP Weatherization Director; Clarice Sabree, Supervisor, Office of Low-Income Energy Conservation, NJ Department of Community Affairs; and Steve Payne, Managing Director, Housing Improvements and Preservation, WA Department of Commerce.

Weatherization Buying Group, a Procurement Tool for Local Agencies

by Joan Harris

The Weatherization Buying Group (WBG), sponsored by NASCS SP and administered by Stateline Energy Associates, LLC, is a free service for weatherization agencies designed to simplify the procurement process and help agencies get more for their money.

HOW IT WORKS

The WBG website – www.wapbuyinggroup.com - is the central hub for the procurement programs and tools created by the WBG and will offer participant agencies access to all of the deals the WBG has negotiated, data it has gathered and tools it has created. More and more

services will be added to simplify the procurement process.

Participant agencies will be assigned a unique login ID and will be able to request bids by product category. Bid requests will be sent to a set of prequalified vendors. When vendors respond, the agency will be notified and enabled to select a winner via the web interface.

BIDDING ROOM

The WBG bid room will be an online competitive

bidding arena that will enable agencies to solicit bids from multiple vendors with a click of the button. It will organize bids and generate reports that can be kept for agency files.

PREQUALIFIED VENDORS

To be eligible to place bids through the WBG, vendors will be prequalified based on their responses to questions that provide information which standard RFPs request. All that information will be available to agencies through the website so that reporting requirements are made easier.

SIGN UP

The sign up process for agencies is quick and easy. To sign up, go to www.wapbuyinggroup.com.

THE HOME DEPOT PARTNERSHIP

As part of the WBG, state and local agencies will have access to volume discount pricing through the Home Depot in addition to other benefits. The Home Depot Program will provide direct service, multiple delivery options, some financing options and a nationwide network of licensed and certified contractors. The Home Depot’s contractors have passed a series of background checks and are capable of working on weatherization projects. Additionally, The Home Depot is currently exploring training options in order to meet each state’s best practices requirements.

Recognition of Excellence

2010 NASCSP AWARDS

NASCSP’s membership will recognize extraordinary contributions made to NASCSP and to the programs that NASCSP represents during the NASCSP Mid-Winter Training Conference in February.

The **Marjorie J. Witherspoon NASCSP Award** will be presented to a current or former NASCSP member for significant service or support of NASCSP and/or length of service to NASCSP. The **Ann Kagie CSBG Award** will go to an individual involved in CSBG activities at the national, state or local level and for significant technological or program contributions and/or tenure with the program. The **James Gardner Weatherization Award** will be presented to an individual in the Weatherization Program at the national, state or local level for significant technological or program contributions and/or tenure with the program.

Look for more detailed information in the coming months.

2ND ANNUAL NATIONAL WEATHERIZATION AWARDS

The Awards, sponsored by State & Local Energy Report, the National Association for State Community Services Programs (NASCSP), the National Association of State Energy Officials (NASEO), and corporate sponsors including Retrotec, PDS Consulting, Conservation Services Group (CSG), Fluke Manufacturing, and BPI, will be given to 2009’s best projects in the following areas: single-family home weatherization or renovation, multi-family building weatherization or renovation, and new residential construction.

The Awards application and details are available at www.stateenergyreport.com. The NASCSP-selected panel of judges will announce the 2009 winning projects in February during the 2010 NASCSP Mid-Winter Conference in Bethesda, Maryland.

Only those who dare to fail greatly can ever achieve greatly.

—Robert F. Kennedy

2010 NASCSP MID-WINTER TRAINING CONFERENCE



IT'S TIME TO MAKE YOUR PLANS
 HYATT REGENCY BETHESDA
 FEBRUARY 22-26, 2010
 PLAN TO BE THERE!!!!

NASCSP

Timothy R. Warfield
 Executive Director
warfield@nascsp.org

Tabitha Beck
 Data Analyst
tbeck@nascsp.org

Jenae Bjelland
 Director, Research, CSBG
bjelland@nascsp.org

Joan Harris
 Director, Special Projects
jharris@nascsp.org

Arley Johnson
 Director, Government Relations
ajohnson@nascsp.org

Terry Joyner
 Director, Member Services
tjoyner@nascsp.org

Gretchen Knowlton
 Special Assistant to the Executive Director
gknowlton@nascsp.org

Natalya Lozovaya
 Research Assistant, CSBG
nlozovaya@nascsp.org

Robert Scott
 Director, Weatherization Services
rscott@nascsp.org

Rebecca Stewart
 Program Assistant, Weatherization Services
rstewart@nascsp.org

Mark Schmeissing
 Research Assistant, CSBG
mschmeissing@nascsp.org

Jovita Tolbert
 Director, Program Services
jtolbert@nascsp.org



NASCSP Mission:

“Building capacity in states to respond to poverty issues.”