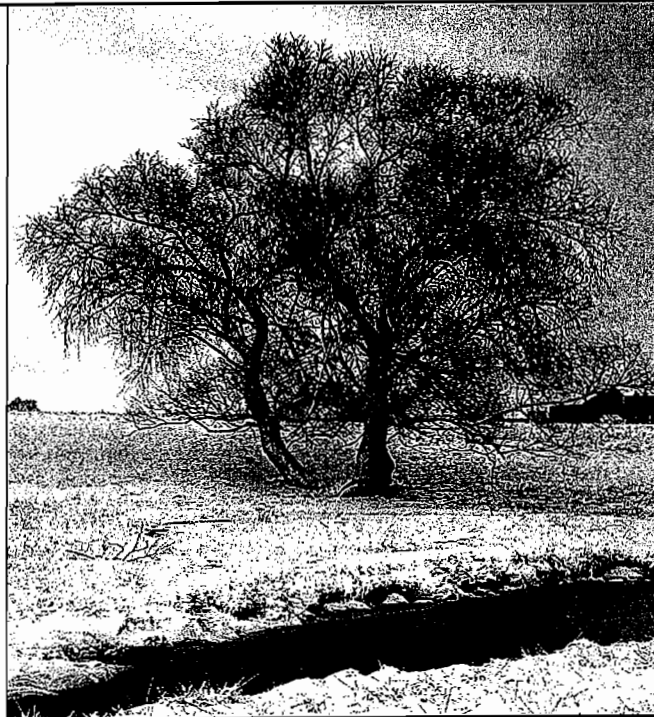




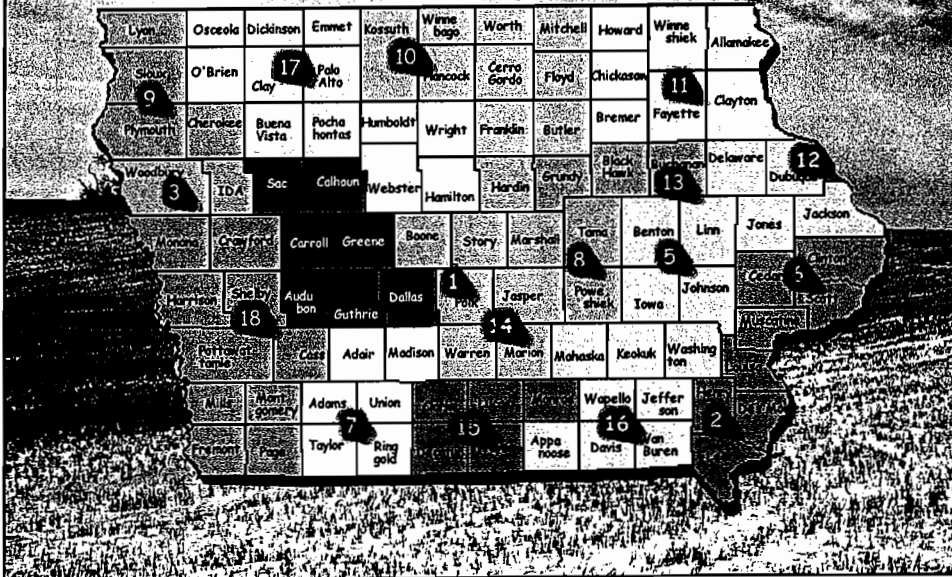
**Iowa  
Community  
Action  
Association**

**Interim Study  
Committee  
October 11, 2006**

**Lana Ross  
Executive Director**  
*Helping Iowans in all 99  
Counties Stay Warm*



**Iowa's Community Action network of 18 agencies  
has served Iowa's 99 counties for over 40 years**





## Complementary Approaches to Energy Affordability

### LIHEAP

(Low Income Home Energy Assistance Program)

- Assisted 89,638 households last year.
- Provides a rapid response to family crises such as rapidly escalating prices, loss of jobs, medical emergencies, etc.
- Prevents dangerous situations which would occur if households would have lost power.



### Weatherization

- Assisted 2,139 households last year.
- While substantially more costly than LIHEAP per home, Weatherization provides annual savings through proven conservation and efficiency measures.
- Is not directly responsive to household emergencies or sharp increases in prices.



### Why Community Action Agencies are the Best Organizations to Deliver LIHEAP to Iowa's Residents

1. Offices in All 99 Iowa Counties.
2. One-stop Shopping for a Wide Array of Services.
3. Community Action Agencies consistently leverage substantial non-federal community dollars to supplement LIHEAP locally.
4. The administration costs for LIHEAP are the lowest in the nation at just 5.5%.



## **Developmental Assessment Resolution Program (DARP)**

*An Innovative Approach for  
Families Facing Energy Crises*

**Developed by the Iowa  
Community Action  
Association and the Iowa  
Division of Community  
Action Agencies**

### **The Need for DARP**

**As household energy prices  
continue to escalate annually, an  
increasing number of families  
with low income find energy  
costs to be unaffordable.**

**April – August, 2006**

<b>Disconnections:</b>	<b>31,421</b>
<b>Reconnections:</b>	<b><u>17,804</u></b>
<b>No Service (9/1/06):</b>	<b>13,986</b>

**A new approach is needed to  
work more intensely to help  
families develop financial  
management skills and  
approaches to address their  
household energy burden.**



## Anticipated Outcomes of DARP

Program effectiveness will be measured by comparing households which receive DARP with non-DARP households as follows:

1. Disconnection rates.
2. Percentage of households previously experiencing a crisis who are now current on their bills.
3. Percentage of households current on their deferred payment agreements.
4. Percentage of households current on their second deferred payment agreements.

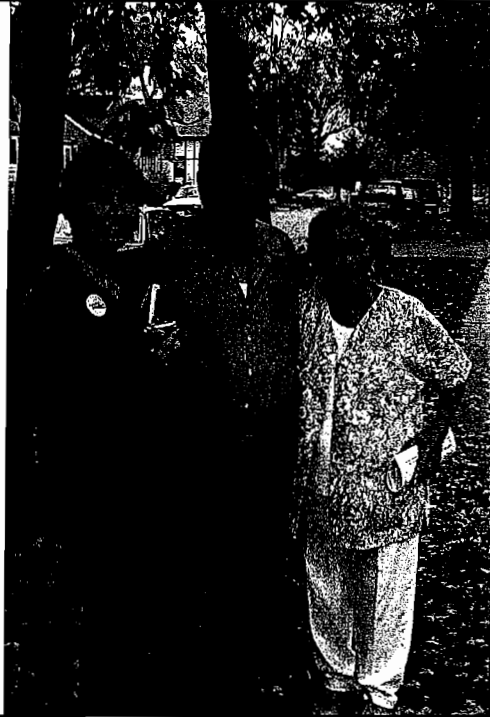
### Number of DARP Households Per Agency (Anticipated, 2006-2007)

- Community Opp. (103)
- HACAP (197)
- Eastern Iowa (230)
- MATURA (66)
- MICA (115)
- Mid-Sioux (69)
- City of DSM (197)
- North Iowa (142)
- Northeast Iowa (127)
- New View (130)
- Threshold (160)
- Red Rock (134)
- SCICAP (72)
- Southeast Iowa (130)
- SIEDA (148)
- Upper DSM (186)
- WCDC (198)
- Woodbury (96)

## Targeted Households for DARP Services

For the pilot project,  
households must be:

1. LIHEAP eligible.
2. Customers of either MidAmerican, Aquila, or Alliant for their primary heating source.
3. Have or need a Deferred Payment Agreement.
4. Be able to maintain or regain service in their own name.



## The 5 Steps of DARP

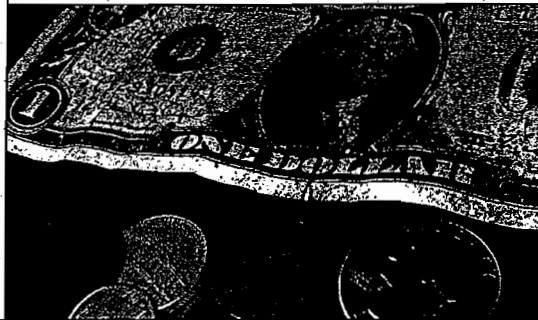
1. Analyze Current Situation.
2. Resource and Money Management Review.
3. Negotiate/Renegotiate a Payment Plan.
4. Develop a Written Household Energy Affordability Plan.
5. Energy Conservation Training.

- A. Determine LIHEAP eligibility.
- B. Review the household's payment and usage history for the past 12 months.
- C. Review factors which have contributed to the family's inability to pay (such as health issues, job loss, etc.).

## The 5 Steps of DARP

1. Analyze Current Situation.
2. Resource and Money Management Review.
3. Negotiate/Renegotiate a Payment Plan.
4. Develop a Written Household Energy Affordability Plan.
5. Energy Conservation Training.

- A. Sit down face-to-face to develop a written budget that details family spending for a typical month. Suggest non-essential expenditures which could be trimmed.
- B. Review resources and services which the family is not receiving but for which they would appear to be eligible to receive which could improve their family's financial stability.



## The 5 Steps of DARP

1. Analyze Current Situation.
2. Resource and Money Management Review.
3. Negotiate/Renegotiate a Payment Plan.
4. Develop a Written Household Energy Affordability Plan.
5. Energy Conservation Training.

- A. Staff will meet with families face-to-face to discuss the rules regarding Deferred Payment Agreements (DPA).
- B. Each household will also receive training on how to read their power bill.
- C. The household and the staff will call the power company to negotiate a reasonable DPA.
- D. Families will be reminded of the importance of honoring the DPA.



## The 5 Steps of DARP

1. **Analyze Current Situation.**
2. **Resource and Money Management Review.**
3. **Negotiate/Renegotiate a Payment Plan.**
4. **Develop a Written Household Energy Affordability Plan.**
5. **Energy Conservation Training.**

- A. Develop with the household a written Energy Affordability Plan. Each plan will include:
1. Information on the Deferred Payment Agreement
  2. A Resource Review and any Services for which the Household will Apply
  3. A Spending Review and a reminder of any Spending the Household will plan to trim
  4. The Household's Commitment to Participate in Energy Conservation Training
  5. The Agency's Responsibility if the Family Completes their Commitments – an additional payment from non-federal resources, furnace clean and tune, other creative ideas

## The 5 Steps of DARP

1. **Analyze Current Situation.**
2. **Resource and Money Management Review.**
3. **Negotiate/Renegotiate a Payment Plan.**
4. **Develop a Written Household Energy Affordability Plan.**
5. **Energy Conservation Training.**

- A. Conduct face-to-face energy conservation training with each family either in a classroom setting or individually.
- B. The Quantec Energywise Home Savings Kit will be provided to each household.



## Reporting and Analysis of DARP Results

Agencies will report statistics quarterly, and the Division of Community Action Agencies will develop a written report no later than one year after the beginning of the limited pilot project to determine the project's effectiveness related to the stated outcomes.



## Staff Training

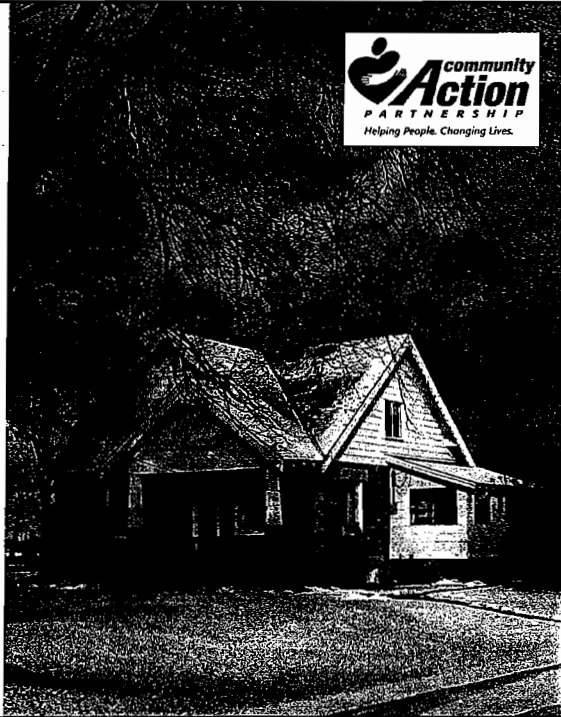
Comprehensive staff training to address all five components of the DARP program will be implemented prior to beginning DARP activities in 2007.





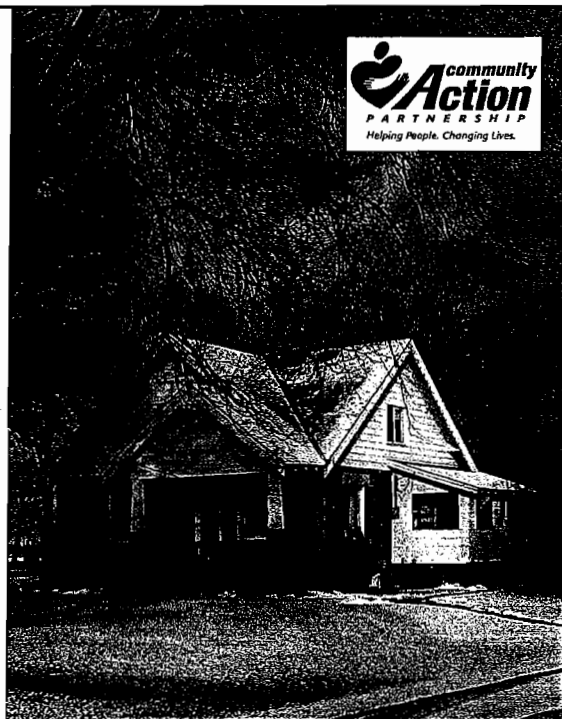
**Moving Towards Winter  
Residential Energy  
Affordability in Iowa**

***A secured funding  
source in the 2008  
budget for DARP will  
allow Iowa's  
Community Action  
Agencies to deliver  
the comprehensive,  
sensible approach to  
substantially more  
LIHEAP eligible  
households facing  
energy crises.***



**Moving Towards Winter  
Residential Energy  
Affordability in Iowa**

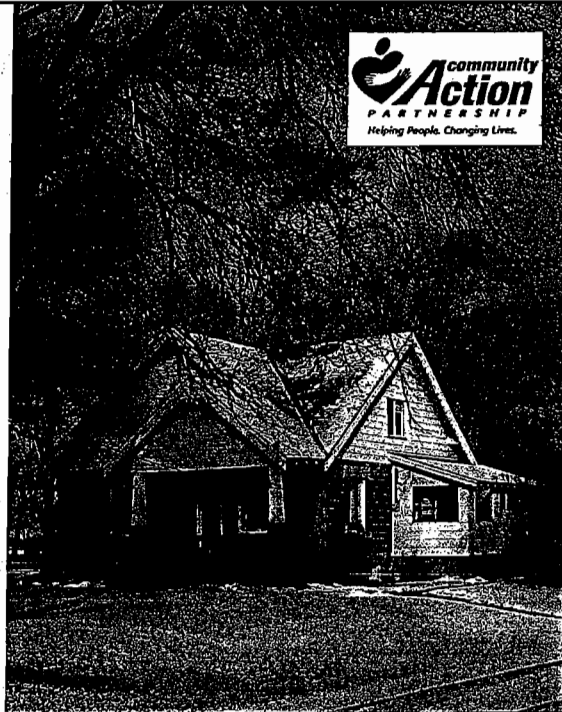
***Many cold weather  
states have  
established state  
funds for LIHEAP  
beyond relying only  
on federal funding.***



**Moving Towards Winter  
Residential Energy  
Affordability in Iowa**

***Households dependent  
upon deliverable fuels  
are unprotected by Iowa  
moratorium laws, and  
often face crises which  
are very difficult to  
resolve.***

***Additionally, the cost of  
a minimum delivery is  
often more than what  
LIHEAP can pay, leaving  
rural families without  
assistance.***



# Member Contact List

- 1. City of Des Moines Community Development Department**  
Counties Served: City of Des Moines Only
- 2. Community Action of Southeast Iowa**  
Counties served: Louisa, Henry, Des Moines, and Lee
- 3. Community Action Agency of Siouxland**  
Counties served: Woodbury
- 4. Community Opportunities, Inc.**  
Counties served: Sac, Calhoun, Carroll, Greene, Audubon, Guthrie, and Dallas
- 5. Hawkeye Area Community Action Program**  
Counties served: Benton, Linn, Jones, Iowa, Johnson, and Washington
- 6. Community Action of Eastern Iowa.**  
Counties served: Cedar, Clinton, Muscatine, and Scott
- 7. MATURA Action Corp.**  
Counties served: Adair, Madison, Adams, Union, Taylor, and Ringgold
- 8. Mid-Iowa Community Action**  
Counties served: Hardin, Story, Marshall, Tama, and Poweshiek
- 9. Mid-Sioux Opportunity**  
Counties served: Lyon, Sioux, Plymouth, Cherokee, and Ida
- 10. North Iowa Community Action Organization**  
Counties served: Kossuth, Winnebago, Worth, Mitchell, Hancock, Cerro Gordo, Floyd, Franklin, and Butter
- 11. Northeast Iowa Community Action Corp.**  
Counties served: Howard, Chickasaw, Bremer, Winneshiek, Fayette, Allamakee, and Clayton
- 12. North Iowa Community Action Organization**  
Counties served: Delaware, Dubuque, and Jackson
- 13. Operation Threshold**  
Counties served: Grundy, Black Hawk, and Buchanan
- 14. Red Rock Area Community Action Program**  
Counties served: Boone, Polk, Jasper, Warren, and Marion
- 15. South Central Iowa Community Action Program**  
Counties served: Clarke, Lucas, Monroe, Decatur, and Wayne
- 16. Southern Iowa Economic Development Assoc.**  
Counties served: Mahaska, Keokuk, Wapello, Jefferson, Appanoose, Davis, and Van Buren
- 17. Upper Des Moines Opportunity, Inc.**  
Counties served: Osceola, Dickinson, Emmet, O'Brien, Clay, Palo Alto, Buena Vista, Pocahontas, Humboldt, Wright, Webster, and Hamilton
- 18. West Central Development Corp.**  
Counties served: Monona, Crawford, Harrison, Shelby, Pottawattamie, Cass, Mills, Montgomery, Fremont, and Page