Who We Are

• Non-profit 501(c)3 organization
• Founded April 2008
• Energy Efficiency/Renewable Energy Services
  • Education & Outreach
  • Project Management
  • Financing
• Market focus
  • Single-family residential
  • Non-profit organizations
  • Performance Contracting
Our Team

Executive Director
Andy Holzhauser

Finance Director
Al Gaspari
- Office Manager
  Linda Sloan
- Finance and Accounting Contractor
  Lisa Van Divender
- Data Analyst
  Adam Harris

Marketing & Community Outreach Director
Lilah Glick
- Community Outreach Advisor
  Traci Osborne
- Community Outreach Advisor
  Sean Fisher
- Marketing Co-op
  Nate Shryock

Operations Director
Chris Jones
- Residential Energy Services Manager
  Mike Robinson
- Non-profit Energy Services Manager
  Steve Pohlman
- Operations Co-op
  Andrew Finton
Our Role

• Marketing & Outreach
  • Branding
  • Neighborhood Canvasses
  • Community Meetings
  • Volunteer Management
• Project Management
  • Oversee energy assessment & upgrade
  • Quality Assurance
• Workforce Development
  • Contractor Recruitment
  • Measure job creation and retention
  • Enhance training capacity
• Financing
  • Reduced cost energy assessments
  • Low-interest lending
  • Public financing
  • Utility on-bill
Funding Sources

- Greater Cincinnati Foundation
- Formulaic EECBG
  - Cincinnati, OH
  - Hamilton County, OH
  - Covington, KY
  - Florence, KY
  - Kenton County, KY
  - Campbell County, KY
  - Boone County, KY
- Competitive EECBG: Better Buildings
- EPA Climate Communities Showcase
- Utility program management
- Consulting & other earned income streams
Barrier: Gov’t Collaboration

- 1 program, 7 local gov’ts
- Opportunities
  - Create economies of scale
  - Serve underserved populations
  - Financing
  - Contractor Base
  - Simplified Marketing Messaging
  - Align w/regional community initiatives
  - Align w/Duke Energy service territory
  - Twice as many advocates
- Challenges
  - Twice as many stakeholders
  - Programmatic differences in OH vs. KY
Path to Financial Sustainability

- Strategic Planning
- Outside investment for project financing
  - Impact investors
  - Public finance
  - Financial Institutions
- Robust contractor infrastructure
  - Equipment lending
  - Training
  - Back office
- Utility-friendly program delivery
- Long-term investments
  - Branding
  - Technology
  - Market Analysis
- Community-based volunteerism
- OH & KY program development support
Contact Info

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