

# Chewonki 350

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**Lead Organization:** The Chewonki Foundation

**Partner Organizations:** Coastal Enterprises, Inc.; MaineHousing (consulting organization)

**Community Need:** There is a need for an entity that can perform high quality energy audits and weatherization services in a business-like manner while serving as an incubator to provide training and experience for a steady stream of individuals who are interested in gaining this set of skills. In short, we need to increase the availability of weatherization services while enlarging the pool of well trained personnel.

**Project Activities:** The *Chewonki 350* teams, lead by experienced members, will assist members of the midcoast community by conducting energy audits of homes and businesses. Team members then will help their clients evaluate opportunities for efficiency and conservation, particularly but not exclusively in lowering their use of fossil fuels. Team members will work with clients to help them evaluate and secure the financial and other resources necessary to put their energy conservation plans into action. If appropriate, the weatherization teams will perform any necessary work as soon as possible. All necessary equipment and office support will be provided to the teams so efficient work can be performed. Our anticipation is that “graduates” of the incubator program will go on to set up their own businesses or join other firms as skilled practitioners.

*Chewonki 350* team members will become certified energy auditors and weatherization technicians at the beginning of their tenure in the project. Additional opportunities for training, including business training and guidance by Coastal Enterprises, Inc., will be made available throughout a team member’s involvement with the project. We anticipate that the minimum tenure of a team member will be 6 to 9 months and no longer than 2 years. We plan to develop a model that provides maximum flexibility and works to ensure the greatest possible participation.

The long-term goals of *Chewonki 350* are to assist the community by providing important energy-related services while helping young people to develop the confidence, skills, and sense of personal direction to join the growing climate action workforce. The target population is anyone in our catchment area needing energy audit and weatherization services, especially low-income households identified by MaineHousing. The project will begin as soon as start-up funds are secured. *Chewonki 350* would launch Year 1 with one team of auditors and one team of weatherization technicians, adding an additional team after four months. We plan the addition of two teams in Years 2 and 3.

**Outcomes / Impact:** Our Year 1 numbers are based on two teams of auditors performing 372 audits (approx 24/month for each team, once they are up and running) and half as many weatherizations. For Year 2, the total number grows to 576 audits and 288 weatherizations. The social impact would be many warmer families and seniors spending significantly less money on fuel.

**Total Project Budget:** The total budget for Year 1 is \$255,000, which includes \$24,000 in equipment (2 sets of blower doors and infrared cameras), \$200,000 in personnel with health insurance (headcount of 10, with staggered starts through the year) and approximately \$30,000 of administration and travel expenses. We expect revenue will be generated by audits and

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weatherizations, at \$500 and \$750, respectively. We also are assuming a 20% reduction in gross revenue due to discounts for qualifying households.

**Funds Requested from the Philanthropic Sector:** We are seeking \$150,000 to cover the first 6-7 months of the operating budget. Funds will be used for equipment, personnel and regular operating expenses.

**Ability to Target Funds:** This project will be focused initially in the midcoast area. We would welcome the opportunity to expand the model to other areas of the state as we gain experience.

**Accountability / Reporting:** As a non-profit organization, The Chewonki Foundation is well established and has extensive experience in receiving philanthropic gifts and reporting results to donors. Chewonki keeps exact financial records and would set up a specific project account for *Chewonki 350*. Results can be reported with a letter and statement of financial status.

## Contact Information:

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