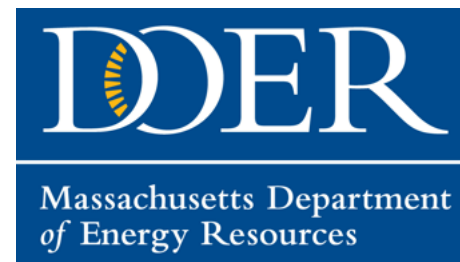


# Merrimack Valley Renewal Fund Advisory Committee

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**Location:** Lawrence Senior Center - 155 Haverhill St, Lawrence, MA  
01840

September 29, 2022, 9 AM – 11 AM



# Agenda

- Introductions
- Updates
  - Facilitator PON
  - Workforce
  - Small Businesses – Rebates and Incentives
- Next Meeting

# Existing Workforce Development Programs

## **Institution: Northern Essex Community College**

**Mission:** Committed to unlocking the potential within each student and to empower a diverse community of learners, creating innovative opportunities that encourage excellence in the greater MV.

**Program: Home Inspection Licensure Preparation Certificate:** Prepare students for the National Home Inspector Examination (NHIE) that is required for Home Inspector licensing in MA, and other states.

### **Courses:**

- Massachusetts Regulations 266 CMR;
- Structures
- Electrical, roofing
- Contract Law, Ethics
- Exterior Cladding; Foundations
- Pools & Spas
- Plumbing; Heating & Cooling and Report writing.

**Duration:** 3/6 or 9 hours per session (12 sessions total)

**Location:** Haverhill Campus, Building B, Room 303.

# Existing Workforce Development Programs

## **Institution: Massachusetts Clean Energy Center**

**Mission:** to accelerate the clean energy and climate solution innovation that is critical to meeting the CW climate goals. Develops and manages workforce programs that increase access to clean energy careers, education and training. Programs include industry stakeholders with relevant experiences from the public, private, and non-profit sectors across MA.

MCEC partners with schools and training organizations to teach future clean energy workers the skills they need to succeed.

**Program: Clean Energy Internship:** provides paid internship opportunities for college students and recent graduates at MA-based clean energy companies., and after the internship the students can gain a full-time or part-time employment

**Duration:** Runs all year, with Spring, Summer, and Fall sessions

**Location:** 294 Washington St., 11th Floor Boston, Massachusetts 02108

# Existing Workforce Development Programs

**Institution:** Mass Save®

**The Clean Energy Pathways program:** full-time, paid internship that aims to boost the energy efficiency workforce. Matches interns with local companies to develop skills in Heating, Ventilation, and Air Conditioning or weatherization.

**The program helps interns to gain:**

- Professional development skills.
- Case management support from community-based organizations to support a transition into employment. A deeper understanding of the energy efficiency profession.
- Mentorship to support retention in industry.
- Hands-on experience in a high-demand field, while being compensated.
- Job placement assistance
- Access to additional workforce pathways in energy efficiency and to a large network to help career growth.
- Internship could turn into full-time job with student employer or with another company.

**Duration:** Three-month

**Location:** Online

# Existing Workforce Development Programs

## **Institution: Green Jobs Academy**

**Mission:** to create real job and career opportunities in the field of weatherization and energy conservation. These programs consists of some hours in a classroom and lab space (full size model mobile house) that allows students to get the hands-on experience of what they would see out in the field. The [Bridges to Green Jobs Program](#) through LISC Boston offers similar training. GJC offers two programs.

**1) Weatherization Installer training:** provides the groundwork for new/existing weatherization workers who would like to increase their knowledge of the weatherization and energy conservation field.

### **Courses:**

- Introduction to weatherization
- Safe Work Practices

**Duration:** 4 to 5 days per program

**Location:** Marlborough, MA (willing to provide trainings in Lawrence)

# Existing Workforce Development Programs

## **Institution: Green Jobs Academy**

**2) Weatherization Lead Crew Chief:** will provide the groundwork for new/existing weatherization workers interested in understanding and expanding their knowledge of weatherization.

### **Courses:**

- The Role of the Crew Chief
- Adult Learning Concepts
- Effective Crew Management
- Equipment Tracking and Maintenance
- Organization: Materials Tracking, Warehousing Materials
- Technical Expertise: Building and Safety Codes, Maintaining Quality Control, Safe Work Practices, Understanding a Work Order, Combustion Safety & Advanced Blower Door.

**Duration:** 4 to 5 days per program

**Location:** Marlborough, MA (willing to provide trainings in Lawrence)

# Existing Workforce Development Programs

## **Institution: Building Pathways**

**Mission:** Non-profit organization in partnership with the Greater Boston Building Trades Union. Dedicated to the recruitment, retention, and advancement of under-represented groups in the union building trades (women, people of color, and urban young adults)

Seeks to increase the pipeline of diverse workers in the building trades workforce, while ensuring employment and advancement opportunities.

**Program: Pre-Apprenticeship Training:** Participants receive free occupational and employability skills training designed to impart skills common for entry into all building trades - An opportunity for long-term, skilled careers.

Students could become successful electricians, carpenters, bricklayers, plumbers, pipefitters, sheet metal workers, elevator constructors, laborers, ironworkers, cement masons, painters, drywall finishers and more.

**Duration:** 200+hours

**Location:** Boston, MA. Could potentially expand to Lawrence



# Workforce Development Program RFP

- Establish a Workforce Development Program to select local educational institutions, community training centers, or trade programs which prepare workers or students for the energy efficiency, clean energy and related fields.
- Programs should serve low- and moderate-income residents with a focus on incentives for training and technical certifications in construction/housing upgrades and barrier mitigation to enable energy efficiency and weatherization measures; electrification, and clean energy installation.
- Designed to benefit residents and students residing in the City of Lawrence, and the Towns of Andover and North Andover. Location of training is TBD, however, local classes likely to be a focus.
- Potentially provide wrap-around services: job placement assistance of graduating students, transportation, and childcare support.

# Workforce Development Programs Proposals

## Next Steps

- RPF (Request for Proposal) to fund the programs
  - What types of programs should be called for?
  - Offer wrap-around Services?
  - What is the best approach to guarantee locals get training slots?
  - Outreach in the City of Lawrence, Towns of Andover, North Andover
  - How do we connect potential workers/students with program awardees?



Massachusetts Department  
of Energy Resources

COMMONWEALTH OF MASSACHUSETTS  
DEPARTMENT OF ENERGY RESOURCES

*Nina Mascarenhas*  
*Commercial Program Manager*

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# Merrimack Valley Renewal Fund Small Business Program

Sept 2022

# MASS SAVE SMALL BUSINESS WEATHERIZATION OFFERING

## Prescriptive Offering

Covers **attic and wall insulation** but not weatherstripping

Fixed incentive amounts targeting coverage of **70% of cost** of average project, including barrier mitigation

Incentive rate based on type of **insulation material** and **thickness/depth of insulation installed**

Insulation Type	Rebate Amount
Attic Insulation	\$0.08 per R-value added per square foot*
Wall Insulation (including attic knee walls)	\$0.12 per R-value added per square foot*

Insulation Material	R-value per inch	Insulation Material	R-value per inch
Cellulose (dense pack)	3.2	Rigid foam (EPS)	3.9
Cellulose (blown)	3.7	Rigid foam (XPS)	5.0
Fiberglass (batt)	3.4	Rigid foam (Polyiso)	6.6
Fiberglass (blown)	2.8	Spray foam (open-cell)	3.6
Mineral wool (batt)	3.3	Spray foam (closed-cell)	6.5
Mineral wool (blown)	3.0	Other (specify R-value)	(specify)

For more information on the offering :

<https://www.masssave.com/saving/business-rebates/weatherization-updates-ciwx>

## PROPOSED PROGRAM: OUTREACH AND FACILITATION

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### Outreach

Outreach contractors will work with local community-based organizations to:

- **Educate** small-business owners on energy usage of heating systems and **benefits of weatherization**
- **Explain the incentives** available through the Mass Save and MV Small Business programs to small business owners

### Concierge/facilitation services and Technical assistance

- Assistance scheduling a **no-cost energy assessment** through Mass Save
- Explanation of **measures and savings** proposed in energy assessment
- **Review of costs** quoted in project proposal
- Assistance connecting with local contractors
- Assistance accessing proposed 0% interest financing to cover the business owners share of costs for weatherization

# FOR DISCUSSION: PROPOSED PROGRAM IDEAS

Mass Save		Merrimack Valley Small Business program	
<i>Project area</i>	<i>Pathway</i>		
≤ 8,000 sq ft	<i>Prescriptive:</i> Fixed incentive amount per unit for attic and wall insulation	Cover Weatherstripping not covered in Mass Save prescriptive offering  Add on to existing Mass Save prescriptive incentive amount <ul style="list-style-type: none"> <li>• Tier I: buildings with no existing barriers</li> <li>• Tier II: buildings with barriers</li> </ul>	0% interest financing for customer cost-share  Concierge for small businesses: outreach and technical assistance
8,001 - 100,000 sq ft	Custom/ Custom Express	Cover barrier mitigation up to certain amount	
> 100,000 sq ft	Custom		

# FOR DISCUSSION: PROPOSED PROGRAM IDEAS

Mass Save		Merrimack Valley Small Business program	
<i>Project area</i>	<i>Pathway</i>	<i>Renter-occupied buildings</i>	<i>Owner-occupied buildings</i>
≤ 8,000 sq ft	<i>Prescriptive:</i> Fixed incentive amount per unit for attic and wall insulation	Continue to cover <b>100% of weatherization costs</b> if corresponding Mass Save offering is discontinued in 2023	<b>Barrier mitigation</b> up to certain amount and <b>0% interest financing</b> of customer cost share for owner-occupied properties
8,001 - 100,000 sq ft	Custom/ Custom Express		
> 100,000 sq ft	Custom		

# Next Meeting

- November 30, 9 AM – 11 AM