

FY 2010 LIHEAP LEVERAGING REPORT

Grantee: Maryland Rec'd 11.12.10

Express: Faxed: Regular: E-Mail: Certified: x

Base Period October 1, 2009 -- September 30, 2010

	SUBMITTED	Changes	FINAL
A. # of Resources	8		
B. Gross value/countable	\$47,064,084		
C. Grantee's own funds used	0		
D. Total costs/charges to low income	0		
E. Initial net value	\$47,064,084		
F. Federal LIHEAP funds	- \$35,000		
G. Final net value	\$47,029,084		
ENTERED INTO DATABASE	12/7/10 KL		

Signed by CEO (Y or N) _____

Delegation on File (Y or N) _____

Math Check: Date 12/7/10 KL

Reviewer _____

First Review Cycle

Review Complete

1st Reviewer: _____ Date: _____ 1st Reviewer: _____ Date: _____

2nd Reviewer: _____ Date: _____ 2nd Reviewer: _____ Date: _____

DEA DIRECTOR: _____ Date: _____

Additional Information

Date Requested _____

Date Received _____

Resources Changed or Deleted

Resource # _____ Action _____

Resource # _____ Action _____

Resource # _____ Action _____

O · C

454,754 · +
1,240,259 · +
4,707,212 · +
12,662,640 · +
842,421 · +
1,725,254 · +
2,154,263 · +
23,277,281 · +
47,064,084 · G +

O · C

47,064,084 · +
35,000 · -
47,029,084 · G +

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
SUMMARY PAGE

Grantee: MARYLAND ENERGY ASSISTANCE PROGRAM

Base Period: 10/01/09 - 09/30/10

FFY 2010 OFFICE OF COMMUNITY SERVICES

Address: 311 West Saratoga Street

Estimated reporting burden = 38 hours total

Name and telephone number of person(s) to contact for further information: Ralph Markus (410) 767-7415

On this Summary Page, show the grand totals for all leveraged resources that the grantee proposes to count for this base period. Items B through E are to show the sums of the information from item 1 of the Resource/Benefit Description Pages, Part 1 of this form.

A. Total number of leveraged resources	B. Total gross value of countable benefits provided by these resources to low income households during this base period	C. Total amount of grantee's own funds used to leverage these resources (not including funds from grantee's Federal LIHEAP allotment)	D. Total costs/charges to low income households to participate/ receive these benefits	E. Net value of these resources/benefits (To calculate item E, subtract items C and D from item B.)
8	\$47,064,084.00	-0-	-0-	\$47,064,084.00
F. Amount of funds from grantee's Federal LIHEAP allotment used to identify, develop, and demonstrate leveraging programs during this base period				\$35,000
G. Final net value of leveraged resources/benefits to be counted for this base period (To calculate item G, subtract item F from item E.)				\$47,029,084.00

I certify that, to the best of my knowledge, the information in this LIHEAP Leveraging Report is correct, and documentation to support this information is readily available and will be submitted upon request to the U.S. Department of Health and Human Services.

Blaine M. ...

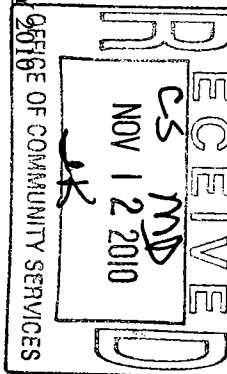
Interim Secretary

11/10/10

Signature of Chief Executive Officer or Designee

Title

Date



Martin O'Malley
Governor

Anthony Brown
Lt. Governor

Brian Wilbon
Interim Secretary

November 12, 2010

Nick St. Angelo, Director
Division of Energy Assistance
Office of Community Services, ACF, HHS
370 L'Enfant Promenade, SW
Washington, DC 20447

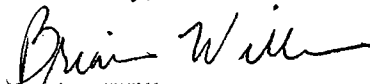
Dear Mr. St. Angelo:

On behalf of Governor Martin O'Malley, I am forwarding the enclosed Maryland Energy Assistance Program Leveraging Report for FY 2011. The leveraged resources proposed are from FY 2010 State and other non-federal resources provided to low-income households, which enable an expansion of the effect of federal LIHEAP funds.

Also enclosed is the information regarding leveraged resources: Form No. ACF-119, PART 1; and the summary page, Form No. ACF-119, Part 2.

If you have questions, or need clarification, please contact Ralph Markus, Director, Office of Home Energy Programs at 410-767-7415.

Sincerely,



Brian Wilbon
Interim Secretary

Enclosures

Cc: Ralph Markus

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHRBase period: 10/1/09 - 09/30/10 FFY 2010
Month/Day/Year - Month/Day/Year1. **Resource # 1**A. Resource/benefit name: **Three percent discount – propane, coal, wood, fuel, oil and kerosene for MEAP customers**B. Gross value of countable benefits provided by resource during this base period: \$ **454,754.00**C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): \$ **-0-**D. Costs and charges to low income households to participate/receive these benefits: \$ **-0-**E. Net value of countable benefits provided by resource during this base period.
(To calculate item E, subtract items C and D from item B) \$ **454,754.00**2. Type of resource: Cash Discount/waiver In-kind contribution

If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: Propane, coal, wood, oil and kerosene suppliers

4. Brief description of resource: Home energy discount

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource as described in item 4, or if more information is needed):

Under the direction of the Maryland General Assembly, MEAP customers receive a three percent discount off of the lowest retail price from all participating propane, coal, wood, oil and kerosene fuel suppliers.

6. Geographical area in which benefits were provided: Statewide

7. Month(s) and year(s) when benefits were provided to recipients during this base period: October 1, 2009 - September 30, 2010

8. Number of low-income households to whom benefits were provided in this base period: **21,817**

9. Eligibility standard(s) for low income households to whom benefits were provided:

- Income at or below 150% of the poverty level
 Income at or below 60% of State median income
 Other-Specify: Income at or below 175% of the poverty level

10. Agency/agencies that administered resource/benefits: Statewide local administering agencies
11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

Office of Home Energy Programs (OHEP) Energy Delivery Record (automated system); Energy Supplier Contracts; Energy supplier payment records; State documentation of discussion, negotiation and reporting to Maryland General Assembly

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

See Value of Discounted Fuels Summary Totals Attachment A

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are summarized below. For full text, see regulations and instructions for form.)

- (i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.
- (ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.
- (iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and/or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, and significant.

As a result of the joint efforts of the MEAP Oil Advisory Committee, annual vendor meetings, public hearings, and MEAP Policy Planning Committee, MEAP proposed the three percent discount to participating oil, kerosene, propane, coal and wood suppliers during FY 1993. Negotiations and sensitive discussions continued involving the forenamed parties, DHR Attorney General and executive staff and the Maryland General Assembly. This proposal supplants the previous 3 cents per gallon discount for oil and kerosene suppliers. The proposal was adopted achieving an expansion of the discount concept to increase the net benefit of low-income families of all non-utility fuel types. The provision is included in the State Plan and energy supplier contract as a result of collaborative efforts with the State, oil industry, other supplier groups, the Maryland General Assembly and the public.

The entire initiative was successfully completed with the overall input and cooperation of the program staff working closely with pertinent parties.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B C D E F G H

16. If criterion (iii) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of how resource/benefits were integrated and coordinated with grantee's LIHEAP program.

**OFFICE OF HOME ENERGY PROGRAMS
VALUE OF DISCOUNTED FUELS
FY 2010**

Approved Applicants	Total Benefits	3% Discount Amount
21,817	\$15,158,474	\$454,754

**Source: Maryland Department of Human Resources
Office of Home Energy Programs**

NOTE: The individual grants of participating households were reduced by the three percent discount before forwarding to the fuel supplier. The suppliers were required to deliver the full benefit amount as stipulated in the contract.

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
 RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHR Base period: 10/01/09- 9/30/10 FFY 2010
 Month/Day/Year - Month/Day/Year

1. Resource # 2

- A. Resource/benefit name: Local Energy Tax Dollars Added to MEAP Grant
- B. Gross value of countable benefits provided by resource during this base period: \$ 1,240,259.00
- C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): \$ -0-
- D. Costs and charges to low income households to participate/receive these benefits: \$ -0-
- E. Net value of countable benefits provided by resource during this base period \$ 1,240,259.00

2. Type of resource: Cash Discount/waiver In-kind contribution
 If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: Local Funds

4. Brief description of resource: Cash- Local Funds

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource as described in item 4, or if more information is needed):

Local energy tax dollars are given in a rebate to low income households in three jurisdictions, Prince George's County, St. Mary's County and Montgomery County. In Prince George's County, the MEAP grant is increased by \$72 per household.

In St. Mary's County, the list of certified MEAP households is provided and a direct payment of \$55 is sent to St. Mary's county resident households receiving MEAP.

In Montgomery County, the MEAP grant is increased by \$50 per household.

6. Geographical area in which benefits were provided: St. Mary's County, Prince George's County and Montgomery County, Maryland
7. Month(s) and year(s) when benefits were provided to recipients during this base period:
 October 1, 2009 - September 30, 2010
8. Number of low income households to whom benefits were provided in this base period: 20,392

9. Eligibility standard(s) for low income households to whom benefits were provided:

- Income at or below 150% of the poverty level
- Income at or below 60% of State median income
- Other--Specify: Income at or below 175% of the poverty level

10. Agency/agencies that administered resource/benefits:

St. Mary's County Local Administering Agency (LAA), Prince George's County LAA and Montgomery County LAA

11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

In St. Mary's County, a year-end-list of certified MEAP households is sent to the County and the County makes payments from the MEAP list.

In Montgomery County and Prince George's County, payment of the energy tax rebate is incorporated into the MEAP database. They reimburse MEAP with the amount of rebate for each eligible case.

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

FFY St. Mary's County: \$55 per eligible household	
2010 2,301 MEAP certified households x \$55 (tax)	= \$ 126,555
FFY Prince George's County: \$72 per eligible household	
2010 9,507 MEAP certified households x \$72 (tax)	= \$ 684,504
FFY Montgomery County: \$50 per eligible household	= \$ 429,200
2009 8,584 MEAP certified households	

Total leveraged Resource \$1,240,259.00

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are summarized below. For full text, see regulations and instructions for form.)

- (i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.
- (ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.
- (iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and/or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, and significant.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B C D E F G H

16. If criterion (iii) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of how resource/benefits were integrated and coordinated with grantee's LIHEAP program.

The Local Administering Agencies (LAAs) and their Boards of Directors were involved in the development of their respective tax rebate programs. In a collaborative effort with county officials and the public, the LAAs and their Boards conferred extensively, provided testimony, and participated in negotiation for effective implementation. The county governments imposed a tax on local fuel suppliers and collected the tax for disbursement to low-income families. The Local Administering Agencies (St. Mary's, Prince George's and Montgomery Counties) certify local low-income households that are MEAP eligible, a requirement for receipt of the rebate. County accounting offices are provided MEAP certification data for documentation of household eligibility for the rebate program.

Only low-income households in St. Mary's, Prince George's and Montgomery Counties who receive LIHEAP assistance during the base period are eligible for assistance from this resource.

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHR Base period: 10/1/09-09/30/10 FFY 2010
 Month/Day/Year - Month/Day/Year

1. Resource # 3

A. Resource/benefit name: Fuel Funds of Maryland

B. Gross value of countable benefits provided by resource during this base period: \$* 4,707,212.00

C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): \$ -0-

D. Costs and charges to low income households to participate/receive these benefits: \$ -0-

E. Net value of countable benefits provided by resource during this base period
 (To calculate item E, subtract items C and D from item B) \$* 4,707,212.00

2. Type of resource: Cash Discount/waiver In-kind contribution
 If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: Private contributions; fund raising events

4. Brief description of resource: Cash – private funds
 * This figure represents FFY 2010- Fuel Fund disbursements, excluding client's own contribution toward overdue fuel bills. The Baltimore Gas & Electric Company and other utilities matching credits are included here and not included in Resource #4.

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource in item 4, or if more information is needed:

MEAP eligible low-income households are given Fuel Fund payments for the purpose of combining with the household's own contribution toward the overdue oil or gas and electric bills. Contributions from the households are not included in the total amount claimed for this resource.

6. Geographical area in which benefits were provided: Allegany County, Anne Arundel County, Baltimore City, Baltimore County, Carroll County, Cecil County, Charles County, Garrett County, Frederick County, St. Mary's County, Harford County, Howard County, Montgomery County, Prince George's County, Queen Anne's County and Washington County

7. Month(s) and year(s) when benefits were provided to recipients during this base period:
 October 1, 2009 – September 30, 2010

8. Number of low income households to whom benefits were provided in this base period: **10,283**

9. Eligibility standard(s) for low income households to whom benefits were provided:

Income at or below 150% of the poverty level

Income at or below 60% of State median income

Other-Specify: Income at or below 175% of the poverty level

10. Agency/agencies that administered resource/benefits: Maryland Fuel Fund Agencies: Anne Arundel County, Baltimore City, Baltimore County, Carroll County, Harford County and Howard County, Columbia Heat Share, Washington Area Fuel fund/Salvation Army Agencies: Charles County, St. Mary's County, Prince George's County and Montgomery County, Garrett County Fuel Fund and Talbot County Neighborhood Center and CHAP Fuel Fund

11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

Fuel Fund of Maryland's statement of funds leveraged for FY'10 and survey forms from additional Fuel Funds of Maryland

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

The valuation of this leveraged resource is the dollar amount reported by the Fuel Fund of Maryland combined with the sums submitted from additional fuel funds of Maryland. The amount claimed for this resource does not include contributions by the low-income households.

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are summarized below. For full text, see regulations and instructions for form.)

(i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.

(ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.

(iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and /or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is check in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, and significant.

The Fuel Fund of Maryland and other Fuel Funds require applicants to apply for MEAP, when available, or exhaust the MEAP benefit in order to be determined eligible. Sometimes, a combination of the MEAP benefit and Fuel Fund contribution is needed before a utility or fuel supplier will reconnect or continue service. The Office of Home Energy Programs (OHEP) Director in some counties serves as the Fuel Fund Director and /or is a member of the Fuel Fund Board. OHEP works closely with the Fuel Funds year round on policy matters to acquire and disburse funds through a variety of activities including Fuel Fund participation on the OHEP Advisory Board, participation of OHEP staff on the Fuel Fund Board, fund raising activities and joint efforts of the Energy Advocates.

OHEP coordination with the Fuel Funds has effectuated in the increase in Baltimore Gas & Electric matching credits. The increase in matching credits resulted in more low-income applicants being served.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B C D E F G H

16. If criterion (iii) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of how resource/benefits were integrated and coordinated with grantee's LIHEAP program.

Fuel Fund payments are given to MEAP eligible low-income households for the purpose of combining with the household's own contribution toward overdue oil or gas and electric bills.

The Office of Home Energy Programs (OHEP) and Local Administering Agencies (LAAs) work closely with the Fuel Fund of Maryland and other fuel funds in Maryland year round to acquire and disburse funds through a variety of fund raising activities. Individuals, private charities, corporations, utility customers and matching funds from utility companies donate these monies.

State OHEP and LAA's work closely with fuel funds and refer low-income customers for whom the MEAP benefit is not sufficient to meet home heating energy needs for gas and electricity. When MEAP benefits are not enough to allow for reconnection or to prevent shutoff, the Fuel Funds often help to pay for arrearages and service reconnection to enable customers to use the MEAP benefit for current heating needs.

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHRBase period: 10/1/09 – 9/30/10 FFY 2010

Month/Day/Year - Month/Day/Year

1. Resource #4A. Resource/benefit name: Utility Companies Leveraged Resources \$ 12,662,640.00C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): \$ -0-D. Costs and charges to low income households to participate/receive these benefits: \$ -0-E. Net value of countable benefits provided by resource during this base period
(To calculate item E, subtract items C and D from item B) \$ 12,662,640.002. Type of resource: Cash Discount/waiver In-kind contribution

If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: Utility companies which serve the State of Maryland

4. Brief description of resource: Cash – utility companies
Discount/credit- utility companies

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource as described in item 4, or if more information is needed):

Allegheny Power, Baltimore Gas & Electric Company (BGE), Choptank Electric Cooperative, Chesapeake Utilities Corp., Columbia Gas, Elkton Gas, Easton and Southern Md. Electric Cooperative provided waivers of absorbed costs, reconnection, deposit fees, and service application charges, write-offs, weatherization, air condition and water heater credits and Customer Assistance Maintenance Program Bill Credits (CAMP). The cost to carry special agreements for MEAP customers is absorbed by BGE.

6. Geographical area in which benefits were provided:

Allegheny County, Anne Arundel County, Baltimore City, Baltimore County, Caroline County, Carroll County, Cecil County, Dorchester County, Frederick County, Garrett County, Harford County, Howard County, Kent County, Montgomery County, Prince George's County, Eastern Shore, Southern Maryland, and Washington County.

7. Month(s) and year(s) when benefits were provided to recipients during this base period:
October 1, 2009– September 30, 20108. Number of low-income households to whom benefits were provided in this base period: **81,784**

9. Eligibility standard(s) for low income households to whom benefits were provided:

- Income at or below 150% of the poverty level
- Income at or below 60% of State median income
- Other-Specify: Income at or below 175% of the poverty level

10. Agency/agencies that administered resource/benefits: Various Utility Companies - **See Attachment B**

11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

The Office of Home Energy Programs surveyed the utility companies serving Maryland in FFY 2010 to obtain data regarding quantified resources from non-federal sources. The summary report is included in **Attachment B**. The information was provided by Baltimore Gas & Electric (BGE), Chesapeake Utilities Corp., Choptank Electric Cooperative, Columbia Gas, Allegheny Power, Easton, Southern Maryland Electric Coop. and Elkton Gas to determine the amount of waivers granted for service application charges, application fees, reconnection and deposit fees to low- income households during FFY 2010.

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

Valuation of this resource is based on the FFY 2010 utility company survey information. Included are various waivers granted to assist low-income households pay for home energy costs.

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are Summarized below. For full text, see regulations and instructions for form.)

- (i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.
- (ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low-income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.
- (iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and/or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, and significant.

The collaborative efforts of the State Office of Home Energy Programs (OHEP) and Local Administering Agencies' with Fuel Funds, other charities and organizations, and such agencies as the Office of the People's Counsel, Energy Advocates, OHEP Advisory Board and the utility companies, have helped to develop and enhance the utility companies' leveraged resources. Ongoing discussion and negotiations are expected to increase the types of leverage activities of the largest utility companies.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B C D E F G H

16. If criterion (iii) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of how resource/benefits were integrated and coordinated with grantee's LIHEAP program.

The Office of Home Energy Programs (OHEP) and Local Administering Agencies refer MEAP eligible participants to utility companies who provide bill credits and waivers of fees. When utility companies encounter low- income households who are MEAP eligible, they refer them to the local agency for assistance.

The utility companies provide in-kind contributions in the form of credits, waivers of reconnection, deposit fees and service application charges to assist low income families in paying for home heating costs.

The point of entry for MEAP participants for referral to the Utility Service Protection Program (USPP) is through the OHEP Local Administrative Agencies via the MEAP application.

Columbia Gas

\$120.00	Waived Reconnect Fees
\$48,665.00	Weatherization
\$66,567.00	Waived Deposits

Total **\$115,352.00**

**Choptank Electric
Cooperative**

\$206,200.00	Waived Forgive/Reduce
\$382,750.00	Waived Security Deposits
\$122,480.00	Waived Reconnect Fees

Total **\$711,430.00**

Allegheny Power

\$26,991.00	Waived Forgive/Reduce Arrearage
\$11,752.00	Waived Deposits
\$247,809.00	Weatherization
\$192.00	Waived Reconnect Fees

Total **\$286,744.00**

Elkton Gas

\$37,310.00	Waived Security Deposits
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Total **\$37,310.00**

EASTON

\$980.00	Waived Reconnect Fees
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Total **\$980.00**

Chesapeake Utilities Corp.

\$6,000.00

Waived Security Deposits

\$2,100.00

Waived Reconnect Fees

Total

\$8,100.00

Grand Total

\$12,662,640.00

HOUSEHOLDS SERVED

81,784

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHRBase period: 10/1/09 - 9/30/10 FFY 2010
Month/Day/Year - Month/Day/Year1. **Resource # 5**A. **Resource/benefit name: All other fuel suppliers (Except Utilities)**B. Gross value of countable benefits provided by resource during this base period: **\$ 842,421.00**C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): **\$ -0-**D. Costs and charges to low income households to participate/receive these benefits:
(To calculate item E, subtract items C and D from item B) **\$ -0-****\$ 842,421.00**2. Type of resource: Cash * Discount/waiver In-kind contribution

If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: Fuel Suppliers and their customers

4. Brief description of resource: Cash – Fuel suppliers and customers
In-kind – Fuel Suppliers

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource as described in item 4, or if more information is needed):

6. Geographical area in which benefits were provided: Statewide

7. Month(s) and year(s) when benefits were provided to recipients during this base period:

October 1, 2009 – September 30, 2010

8. Number of low income households to whom benefits were provided in this base period:

There were 21,626 MEAP participating households, i.e. those using fuel suppliers of propane gas, oil, kerosene, coal and wood.***This amount represents discounts in addition to the required three percent discounts.**

9. Eligibility standard(s) for low income households to whom benefits were provided:

- Income at or below 150% of the poverty level
 Income at or below 60% of State median income
 Other-Specify: Income at or below 175% of the poverty level

10. Agency/agencies that administered resource/benefits: Fuel Suppliers

11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

Fuel suppliers' FFY 2010 Leveraging Survey conducted by The Office of Home Energy Programs (OHEP), Summary attached, **Attachment C**, and individual responses are on file at OHEP. This is the nineteenth survey conducted by OHEP as an outgrowth of the 1990 Energy Suppliers' Conference.

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

The resources shown are the cash contributions to fuel funds by fuel suppliers, the waiver of payments granted to low- income households, and discounts of up to 5 cents per gallon in addition to the required 3 percent discount, for the elderly low- income customers whom they serve.

Note: Items 11 and 12 do not include the utility survey resource information.

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are summarized below. For full text, see regulations and instructions for form.)

- (i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.
- (ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.
- (iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and/or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that Involvement of LIHEAP program was active, substantive, and significant.

The collaborative efforts of State OHEP, Local Administering Agencies (LAAs), bulk fuel energy suppliers, and other entities associated with energy issues affecting low- income families have in part resulted in the offering of additional discounts, waivers of payment and cash contributions to fuel funds by fuel suppliers. The 1990 and 1991 Energy suppliers' Conference and the attendant Energy Suppliers' Survey (s) helped to identify and highlight the need for effective leveraging strategies. Some suppliers initiated activities at that time, while others expanded the concept throughout subsequent years.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B C D E F G H

16. If criterion (iii) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of how resource/benefits were integrated and coordinated with grantee's LIHEAP program.

Attachment C Resource #5

**MARYLAND ENERGY ASSISTANCE PROGRAM (MEAP)
FY'10 NON-UTILITY COMPANIES' LEVERAGED RESOURCES**

2010 SURVEY SUMMARY

The number of total surveys returned, answered "YES" to one or more of the following questions. The yearly dollar value shows the estimated amount provided in FY 2009. The dollar amount is in addition to the three percent (3%) required discount to MEAP customers.

Resource Provided	Number of Companies Responding	Yearly Dollar Value
Discount for elderly (Additional) Above mandatory 3 %	32	\$ 118,459
Offer Special Payment Arrangements	32	\$188,150
Contribute Cash to:		
Fuel Fund	5	\$ 2,200
Other Charities/organizations	30	\$163,197
Contribute Fuel to:		
Fuel Fund	4	\$802
Elderly	11	\$ 9,100
Low-Income (Non-MEAP	15	\$ 39,090
Waiver of Payment/Reconnect Fee	17	\$ 29,367
Equipment Upgrade/Repair	14	\$ 82,290
Labor Charges	22	\$ 50,740

Waiver of Burner Start-up	34	\$ 60,900
Minimum Delivery Charges	14	\$ 30,260
Finance Charges	25	\$ 38,455
Burner Service Charges	17	\$ 29,411

Grand Total **\$ 842,421.00**

Households Served **21,626**

LOW INCOME HOME ENERGY ASSISTANCE PROGRAM
LIHEAP LEVERAGING REPORT
 RESOURCE/BENEFIT DESCRIPTION PAGES

Complete this form for each separate leveraged resource/benefit that the grantee proposes to count for this base period. Only resources/benefits that are provided to low income households (as defined in 45 CFR 96.87(b)(6)) may be counted.

Grantee: Maryland Energy Assistance Program/DHRBase period: 10/1/09- 9/30/10 FFY 2010

Month/Day/Year - Month/Day/Year

1. Resource #6A. Resource/benefit name: Energy-Related Emergency Assistance GrantsB. Gross value of countable benefits provided by resource during this base period: \$1,725,254.00C. Amount of grantee's own funds used to leverage this resource (not including funds from grantee's Federal LIHEAP allotment): \$ -0-D. Costs and charges to low income households to participate/receive these benefits: \$ -0-E. Net value of countable benefits provided by resource during this base period
(To calculate item E, subtract items C and D from item B) \$1,725,254.002. Type of resource: Cash Discount/waiver In-kind contribution

If more than one type of resource is claimed: Gross value of countable benefits provided by each type of resource:

3. Source of resource: State contribution for Emergency Assistance grants.

4. Brief description of resource: Cash – State Funds

5. Brief description of benefit(s) provided to low income households by this resource (if benefits are different from resource as described in item 4, or if more information is needed):

Low - income households, which meet specified criteria, qualify for energy-related emergency assistance payments for over due bills.

6. Geographical area in which benefits were provided: Statewide

7. Month(s) and year(s) when benefits were provided to recipients during this base period:

October 1, 2009– September 30, 2010

8. Number of low-income households to whom benefits were provided in this base period: 7,689

9. Eligibility standard(s) for low income households to whom benefits were provided:
 ___ Income at or below 150% of the poverty level
 ___ Income at or below 60% of State median income
 Other-Specify: Income at or below 175% of the poverty level
10. Agency/agencies that administered resource/benefits: Local Departments of Social Services
11. Source(s) of data used to determine value of resource/benefits, and to determine associated costs to grantee and to recipient low income households:

The Family Investment Administration produced a report from Maryland's Client Information System (CIS). The report identified energy-related emergency assistance grants issued to low-income households across Maryland.

12. Brief description of how resource/benefits' value was quantified and how gross value of countable benefits was calculated, and how any offsetting costs to recipient low income households were calculated; also, for discounts, reduced rate/price actually paid, and fair market value:

The valuation of this leveraged resource is based on the dollar figure of \$3,450,508.00 total for energy-related emergency assistance grants identified by the PRJ report. Maryland's contribution for these grants is 50%. Therefore, $\$3,450,508.00 \times 50\% = 1,725,254.00$

13. Criterion/criteria in 45 CFR 96.87(d)(2) that resource/benefits meet (check one or two): (Criteria are summarized below. For full text, see regulations and instructions for form.)

- ___ (i) The grantee's LIHEAP program had an active, substantive, significant role in developing and/or acquiring the resource/benefits from home energy vendor(s) through negotiation, regulation, and/or competitive bid.
- ___ (ii) The resource/benefit(s) were distributed through (within, as part of) the grantee's LIHEAP program to low income households eligible under the grantee's LIHEAP standards, in accordance with the LIHEAP statute and regulations and the grantee's LIHEAP plan.
- (iii) The resource/benefit(s) were distributed to low income households as described in the grantee's LIHEAP plan, as a supplement and/or alternative to the grantee's LIHEAP program, outside (not through, within, or as part of) the LIHEAP program. They met at least one of conditions A through H demonstrating that they were integrated and coordinated with the grantee's LIHEAP program.

14. If criterion (i) is checked in item 13, and resource has gross value of \$5,000 or more: Explanation of specific role of grantee's LIHEAP program in development and/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, and significant.

15. If criterion (iii) is checked in item 13: Condition(s) under criterion (iii) that resource meets that demonstrate(s) resource's integration/coordination with grantee's LIHEAP program (check one or more):

A B ___ C ___ D E ___ F ___ G ___ H

