## FY 2010 LIHEAP LEVERAGING REPORT

**Grantee:** Maryland  
**Rec’d:** 11.12.10

<table>
<thead>
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<th>Express:</th>
<th>Faxed:</th>
<th>Regular:</th>
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**Base Period:** October 1, 2009 -- September 30, 2010

<table>
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<tr>
<th></th>
<th>SUBMITTED</th>
<th>Changes</th>
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<tbody>
<tr>
<td>A. # of Resources</td>
<td>8</td>
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<tr>
<td>B. Gross value/countable</td>
<td>$47,064,084</td>
<td></td>
<td></td>
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<tr>
<td>C. Grantee's own funds used</td>
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<tr>
<td>D. Total costs/charges to low income</td>
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<tr>
<td>E. Initial net value</td>
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<td>F. Federal LIHEAP funds</td>
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<td>G. Final net value</td>
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**Signed by CEO (Y or N):**  
**Delegation on File (Y or N):**

**Math Check:** Date 12/7/10  
**Reviewer:**

**First Review Cycle**  
1st Reviewer:______ Date:______  
2nd Reviewer:______ Date:______

**DEA DIRECTOR:**______ Date:______

**Additional Information**  
**Date Requested:**______  
**Date Received:**______

**Resources Changed or Deleted**

<table>
<thead>
<tr>
<th>Resource #</th>
<th>Action</th>
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<tr>
<td>Item</td>
<td>Description</td>
</tr>
<tr>
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</tr>
<tr>
<td>A.</td>
<td>Total leveraged resources used for LPAP programs during this base period</td>
</tr>
<tr>
<td>B.</td>
<td>Total leveraged resources provided by other resources</td>
</tr>
<tr>
<td>C.</td>
<td>Total amount of leverage from item C (and from item E, if any)</td>
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<tr>
<td>D.</td>
<td>Total cost incurred by low income households on item E</td>
</tr>
<tr>
<td>E.</td>
<td>Net value of leveraged resources/benefits to be counted for this base period (to calculate item C, subtract item E from item D)</td>
</tr>
</tbody>
</table>

**Formula:**

\[ \text{Sum} = A + B + C + D + E \]

**Note:** The sum of the information from items A through E must equal the total leverage from item D.

**Estimated Reporting Burden:**

38 hours per year

**Base Period:**

10/01/10 to 09/30/10

**Program:**

*Maryland Energy Assistance Program*

**OMB Clearnace No.:** 0970-0121

**Contact:**

Baltimore, Maryland 21201

**Address:** 311 West Saratoga Street
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/DHR

Base period: 10/1/09 - 09/30/10 FFY 2010
Month/Day/Year - Month/Day/Year

1. 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:
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 surplants 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

<table>
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<th>Approved Applicants</th>
<th>Total Benefits</th>
<th>3% Discount Amount</th>
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<tr>
<td>21,817</td>
<td>$15,158,474</td>
<td>$454,754</td>
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</table>

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.
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
    2009 8,584 MEAP certified households = $429,200

    **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.
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/DHR
Base period: 10/1/09 – 9/30/10 FFY 2010
Month/Day/Year - Month/Day/Year

1. Resource #4

A. Resource/benefit name: Utility Companies Leveraged Resources $ 12,662,640.00

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) $ 12,662,640.00

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: 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:

   Allegany 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, 2010

8. 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.
MARYLAND ENERGY ASSISTANCE PROGRAM (MEAP)
FY' 10 UTILITY COMPANIES' LEVERAGED RESOURCES

<table>
<thead>
<tr>
<th>Company</th>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baltimore Gas &amp; Electric Co.</td>
<td>$3,389,843.00</td>
<td>Limited Income Energy Efficiency Program-Cost of Energy</td>
</tr>
<tr>
<td></td>
<td>$727,493.00</td>
<td>Special Funds to Limited Income Customers</td>
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<tr>
<td></td>
<td>$929,050.00</td>
<td>Customer Assistance Maintenance Program Bill Credits (CAMP)</td>
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<tr>
<td></td>
<td>$27,207.00</td>
<td>Air conditioner/Water Heater Credits</td>
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<tr>
<td></td>
<td>$558,739.00</td>
<td>Security Deposit Waiver</td>
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<td></td>
<td>$47,360.00</td>
<td>Reconnection Fees Waiver</td>
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<tr>
<td></td>
<td>$4,760.00</td>
<td>Service Application Charges</td>
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<tr>
<td></td>
<td>$519,691.00</td>
<td>Absorbed Cost to Carry Special Agreements</td>
</tr>
<tr>
<td></td>
<td>$5,281,281.00</td>
<td>USPP Customers' Uncollectible Write-offs</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$11,485,424.00</strong></td>
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<table>
<thead>
<tr>
<th>Company</th>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southern Md. Electric Coop</td>
<td>$15,000.00</td>
<td>Waived Deposits</td>
</tr>
<tr>
<td></td>
<td>$1800.00</td>
<td>Waived Reconnect Fees</td>
</tr>
<tr>
<td></td>
<td>$500.00</td>
<td>Application Fees</td>
</tr>
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<td><strong>Total</strong></td>
<td><strong>$17,300.00</strong></td>
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<tr>
<td>Company</td>
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<td>Description</td>
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<td>-------------------------</td>
<td>------------</td>
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<tr>
<td>Columbia Gas</td>
<td>$120.00</td>
<td>Waived Reconnect Fees</td>
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<tr>
<td></td>
<td>$48,665.00</td>
<td>Weatherization</td>
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<tr>
<td></td>
<td>$66,567.00</td>
<td>Waived Deposits</td>
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<td>Total</td>
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<td>Choptank Electric</td>
<td>$206,200.00</td>
<td>Waived Forgive/Reduce</td>
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<tr>
<td>Cooperative</td>
<td>$382,750.00</td>
<td>Waived Security Deposits</td>
</tr>
<tr>
<td></td>
<td>$122,480.00</td>
<td>Waived Reconnect Fees</td>
</tr>
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<td>Total</td>
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</tr>
<tr>
<td>Allegheny Power</td>
<td>$26,991.00</td>
<td>Waived Forgive/Reduce Arrearage</td>
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<td></td>
<td>$11,752.00</td>
<td>Waived Deposits</td>
</tr>
<tr>
<td></td>
<td>$247,809.00</td>
<td>Weatherization</td>
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<tr>
<td></td>
<td>$192.00</td>
<td>Waived Reconnect Fees</td>
</tr>
<tr>
<td>Total</td>
<td>$286,744.00</td>
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<tr>
<td>Elkton Gas</td>
<td>$37,310.00</td>
<td>Waived Security Deposits</td>
</tr>
<tr>
<td>Total</td>
<td>$37,310.00</td>
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<tr>
<td>EASTON</td>
<td>$980.00</td>
<td>Waived Reconnect Fees</td>
</tr>
<tr>
<td>Total</td>
<td>$980.00</td>
<td></td>
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<tr>
<td>Corporation</td>
<td>Amount</td>
<td>Description</td>
</tr>
<tr>
<td>---------------------</td>
<td>--------------</td>
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<tr>
<td>Chesapeake Utilities</td>
<td>$6,000.00</td>
<td>Waived Security Deposits</td>
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<tr>
<td>Corp.</td>
<td>$2,100.00</td>
<td>Waived Reconnect Fees</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$8,100.00</strong></td>
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<td><strong>Grand Total</strong></td>
<td><strong>$12,662,640.00</strong></td>
<td></td>
</tr>
<tr>
<td><strong>HOUSEHOLDS SERVED</strong></td>
<td><strong>81,784</strong></td>
<td></td>
</tr>
</tbody>
</table>
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 - 9/30/10 FFY 2010
Month/Day/Year - Month/Day/Year

1. **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.
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.

<table>
<thead>
<tr>
<th>Resource Provided</th>
<th>Number of Companies Responding</th>
<th>Yearly Dollar Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discount for elderly (Additional) Above mandatory 3 %</td>
<td>32</td>
<td>$118,459</td>
</tr>
<tr>
<td>Offer Special Payment Arrangements</td>
<td>32</td>
<td>$188,150</td>
</tr>
<tr>
<td>Contribute Cash to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fuel Fund</td>
<td>5</td>
<td>$2,200</td>
</tr>
<tr>
<td>Other Charities/organizations</td>
<td>30</td>
<td>$163,197</td>
</tr>
<tr>
<td>Contribute Fuel to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fuel Fund</td>
<td>4</td>
<td>$802</td>
</tr>
<tr>
<td>Elderly</td>
<td>11</td>
<td>$9,100</td>
</tr>
<tr>
<td>Low-Income (Non-MEAP)</td>
<td>15</td>
<td>$39,090</td>
</tr>
<tr>
<td>Waiver of Payment/Reconnect Fee</td>
<td>17</td>
<td>$29,367</td>
</tr>
<tr>
<td>Equipment Upgrade/Repair</td>
<td>14</td>
<td>$82,290</td>
</tr>
<tr>
<td>Labor Charges</td>
<td>22</td>
<td>$50,740</td>
</tr>
<tr>
<td>Service</td>
<td>Quantity</td>
<td>Amount</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>----------</td>
<td>---------</td>
</tr>
<tr>
<td>Waiver of Burner Start-up</td>
<td>34</td>
<td>$60,900</td>
</tr>
<tr>
<td>Minimum Delivery Charges</td>
<td>14</td>
<td>$30,260</td>
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<tr>
<td>Finance Charges</td>
<td>25</td>
<td>$38,455</td>
</tr>
<tr>
<td>Burner Service Charges</td>
<td>17</td>
<td>$29,411</td>
</tr>
</tbody>
</table>

**Grand Total** $842,421.00

**Households Served** 21,626
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- 9/30/10 FFY 2010  
Month/Day/Year - Month/Day/Year

1. Resource #6

A. Resource/benefit name: Energy-Related Emergency Assistance Grants

B. Gross value of countable benefits provided by resource during this base period: $1,725,254.00

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): $1,725,254.00

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:


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 X 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
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 eligibility criteria for energy–related emergency assistance grant are determined by the Local Department of Social Services (DSS). Applicants seeking emergency assistance during the heating season must apply for MEAP first. If the MEAP grant is not sufficient to resolve an energy–related emergency, the local Office of Home Energy Programs refers the customer to the local DSS office to apply for an emergency assistance grant. Energy-related emergency assistance is also available when MEAP is not available through the local DSS.

Grants for energy-related emergency assistance vary in amount by the local jurisdiction. Only one emergency grant per year may be issued to households.

An example of the success of this collaborative effort is Baltimore City’s “one stop shop”. The OHEP, Local DSS, and Baltimore Gas & Electric provide the one-stop approach so that all energy related resources are co-located and coordinated to achieve maximum results and flexibility.
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: 10/15/09 – 9/30/10 FFY 2010 Month/Day/Year - Month/Day/Year

1. Resource #7

A. Resource/benefit name: Energy Assistance Providers

B. Gross value of countable benefits provided by resource during this base period: $2,154,263.00

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) $2,154,263.00

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: Energy Assistance Providers and their customers

4. Brief description of resource: Cash – Private 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):

Various service organizations provide funds to assist low-income households in meeting their energy needs.

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: 8,806
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:

    Certified Energy Assistance Providers such as the Salvation Army (not connected with a fuel fund agency), Businesses County Funds, Community Ministries, Lions Club, Kiwanis and various other organizations that directly work with the local agencies that provide coordinated service delivery to low-income customers.

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) sent a letter to the Energy Assistance Providers inquiring about the amount of aid given for energy needs to low-income households. The providers responded with specific dollar amounts given and specific numbers of households aided. These benefits are coordinated with local energy agencies to ensure maximum use of resources. The disbursement and administration of these funds mirror that of local fuel funds in that the funds are raised privately but are coordinated with and use low-income guidelines for administration. Fuel funds receive matching dollars from utility companies, etc., while service providers rely on donations only.

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 value of the resource was the summation of the actual dollar amounts submitted by the Energy Assistance Providers through OHEP's Local Administering Agencies. While these providers help with many needs of low-income households, only those monies used for heating assistance are reported.

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. 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):


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

   OHEP and the Energy Assistance Providers coordinate on various referrals. OHEP refers low-income customers to the various Energy Assistance Providers, when the MEAP grant is not sufficient to help with their energy burden and the customers receive cash grants from these nonprofit agencies.
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 #8

   A. Resource/benefit name: Electric Universal Service Program (EUSP)

   B. Gross value of countable benefits provided by resource during this base period: $23,277,281.00

   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) $23,277,281.00

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: State (DHR) funds

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):

   Maryland electric customers who are homeowners and renters and meet the eligibility criteria receive funds. These funds assist customers in meeting their electric needs through help with their current and past due bills and weatherization measure. In a deregulated environment, the customer is able to compete successfully by obtaining electric bill rate affordability. In addition, the Office of Home Energy Programs (OHEP) is able to reach rural, low income, elderly, disabled, ethnic minority and other traditionally underserved populations and is able to increase the customer’s awareness of energy efficiency and conservation options that results in more affordable bills. The customer with knowledge about Electric Universal Service Program/ Maryland Energy Assistance Program is able to make intelligent decisions.

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: **129,873**

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: Department of Human Resources/Community Service Administration/Office of Home Energy Programs administers both the Maryland Energy Assistance Program and EUSP

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:

   Department of Human Resources/Office of Home Energy Programs Electric Universal Service Program (EUSP) Allocation Report

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 funds expended for EUSP benefits. (See Benefit Allocation Report Attachment D)

    **This resource was reduced by $55,722,719.00 to account for the portion of the resource that was claimed for another federal program within Department of Human Resources.**

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/or acquisition of resource/benefits, demonstrating that involvement of LIHEAP program was active, substantive, If, and resource has gross value of $5,000 or more Explanation of specific role of grantee's LIHEAP program in development 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 Office of Home Energy Programs administers the Electric Universal Program (EUSP) and provides limited benefits to citizens of Maryland who meets the eligibility criteria. The Department of Social Services, the Local Administering Agencies and city governments communicate orally and/or in writing the criteria established by the State Department of Human Resources, Family Investment Administration, Office of Home Energy Programs in determining eligibility requirements for electric customers.

   The EUSP has two components: Bill Payment Assistance (Help with current bills) and Arrearage Retirement (Help with past due bills every seven years). EUSP and the Maryland Energy Assistance Program are closely coordinated and use a common application form to promote effective use of resources and achieve administrative simplicity.
MARYLAND DEPARTMENT OF HUMAN RESOURCES
OFFICE OF HOME ENERGY PROGRAMS

Electric Universal Service Program (EUSP) - FY 2010

Benefit Allocation Report

Total Non-Federal Monies = $79,000,000.00

*Less = $55,722,719.00

Total claimed for Leveraging = $23,277,281.00

Approved Households = 129,873

*claimed for another program within Department of Human Resources

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