



GreenSavingSmart

Financial and Energy Coaching Initiative

Kelsey Gibb

GreenSavingSmart Statewide Team Lead

Laurie Kozar

GreenSavingSmart Coaching Specialist

Agenda

Part 1:
About Us

Part 2:
Program Overview

Part 3:
Coaching Exercise

Part 4:
How can you help?





- Financial Stability
- Children & Families
- Community Building
- Health & Well-Being
- Housing Assistance
- Energy Assistance

65,594

Vermonters live in poverty.

14,835

Vermont children live in poverty.

18,703

Vermonters of color are disproportionately affected.

8,664

Vermonters 65 or over are living in poverty.

Vermont Community Action Agencies



Energy Burden

Energy Burden = \$ spent on energy / income

High Energy Burden: **6%**

Severe Energy Burden: **10%**

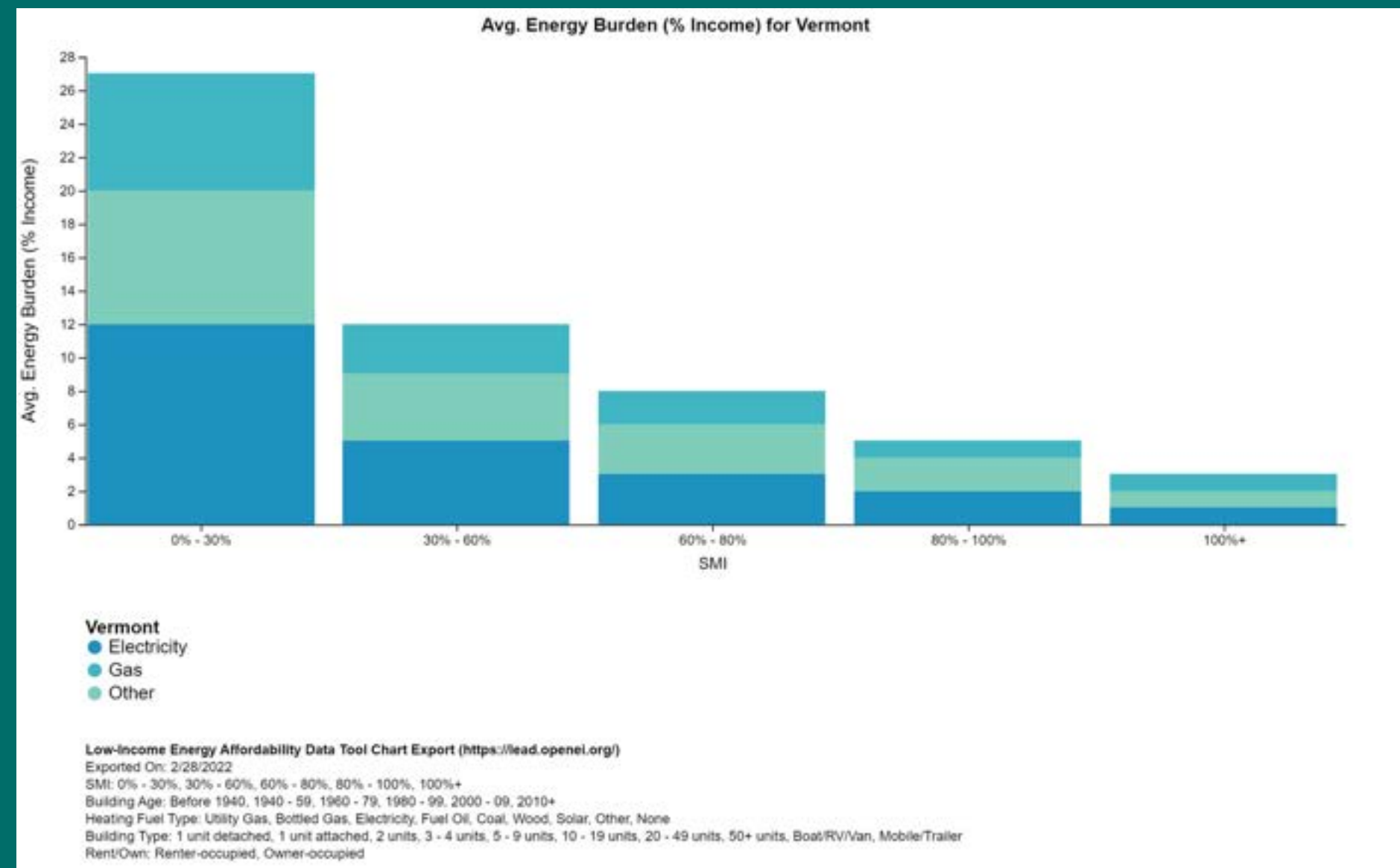
National Statistics

- The median energy burden of low-income families is **3.5x** higher than non-low-income households
- The median energy burden of black households is **45%** higher than non-hispanic white households





How are Vermonters affected?



How does GreenSavingSmart work?

1. Free one on one coaching
 - a. Define goals
 - b. Evaluate budget
 - c. Analyze energy burden
 - d. Create an action plan
 - e. Make referrals
 - f. Follow up



How does GreenSavingSmart work?

Partner Referrals

- Energy Efficiency Utilities
- Electric Utilities
- Financial Institutions
- Weatherization Programs
- Electric Vehicles Assistance



How does GreenSavingSmart work?

- 2. Community webinars
 - a. Series of virtual webinars
 - b. Financial and energy topics



What does GreenSavingSmart plan to accomplish?

Impact Statement: Vermonters living with low and moderate incomes will experience greater quality of life, including greater financial stability and a cleaner environment

Systemic Changes:

- Cleaner Environment
- Combat Climate Change
- Reduce Use of Fossil Fuels
- Help People Out of Poverty
- Economic Justice
- Improved Quality of Life
- Larger Sense of Community

Quantitative Outcomes:

- Lower heating bills
- Increased credit scores
- Increased savings
- Access to non predatory loan products
- Increased energy efficient vehicles
- Reduced GHG emission
- and more!

Qualitative Outcomes:

- Access to energy education information, assistance, and programs
- Reduced anxiety regarding personal finance
- Greater financial literacy
- Warmer, more comfortable homes
- and more!

Who is GreenSavingSmart?



Laurie Kozar - Capstone



Erik Schultz - NEKCA



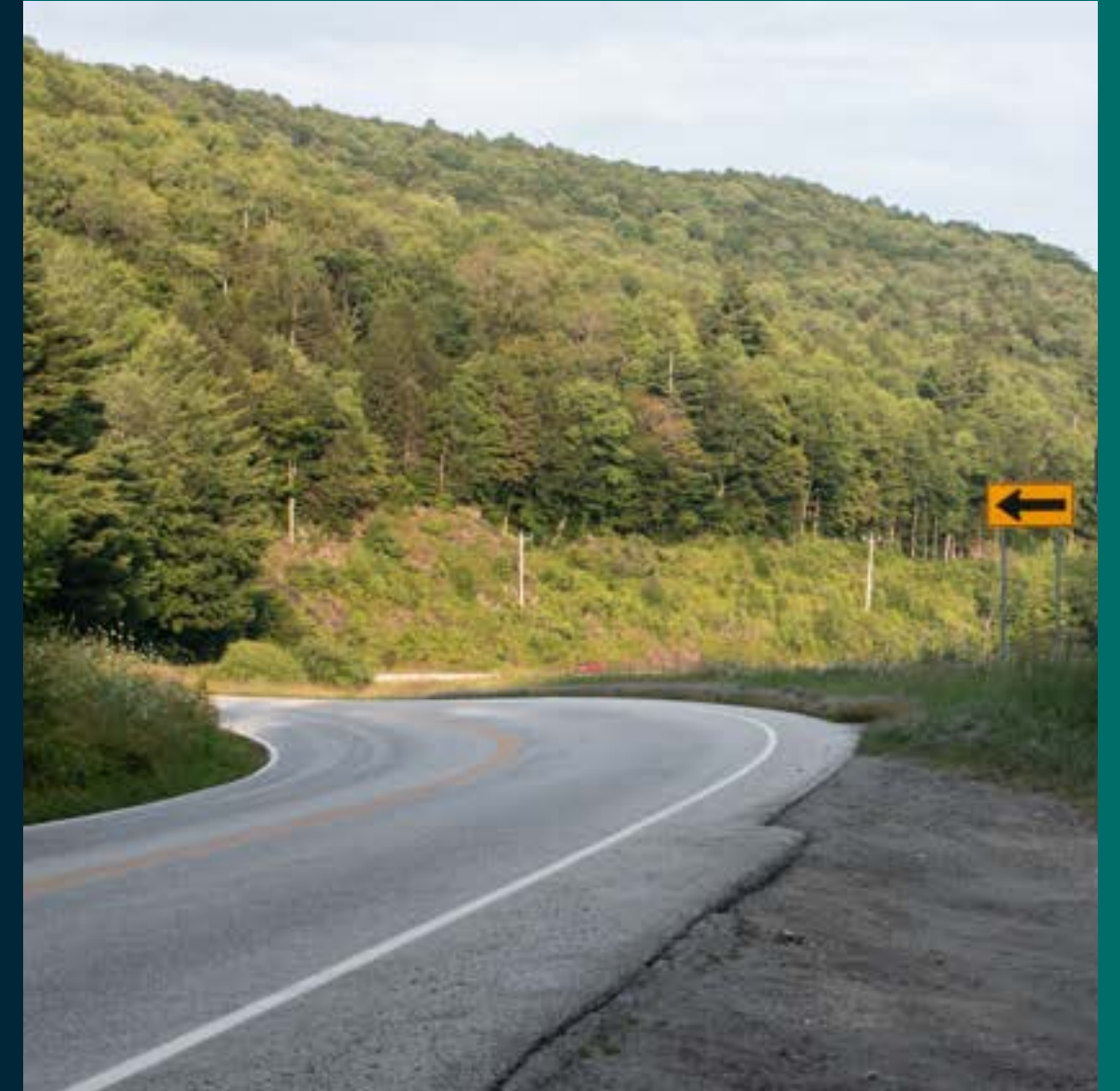
Ana Mejia - SEVCA

Who does GreenSavingSmart Serve?

GreenSavingSmart has two criteria to qualify for the program:

1. You must live in Vermont.
2. Your annual income must be at or below 80% MFI or 120% MFI if you identify as being part of a 1) single parent 2) BIPOC and/or 3) New American household.

GreenSavingSmart 2022 Income Eligibility Chart								
80% MFI	1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
	\$47,100.00	\$53,800.00	\$60,550.00	\$67,300.00	\$72,650.00	\$78,050.00	\$83,450.00	\$88,800.00
120% MFI	1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
	\$70,650.00	\$80,700.00	\$90,825.00	\$100,950.00	\$108,975.00	\$117,075.00	\$125,175.00	\$133,200.00





What are the goals of Financial and Energy Coaching?

- 01 ———— Improve clients financial capabilities
- 02 ———— Help participants make changes
- 03 ———— Guide them to services and programs
- 04 ———— Reduce energy burdens, and reduce carbon fot prints

Providing Experience & Support

Building financial capacity
and solving energy burden challenges
is as unique as each client we serve.



Wayfinding through the complexity of programs, eligibility criteria, and incentives can be an overwhelming experience for many.



A coach can help
clients make decisions
about their future.



We meet clients where they are to help them make changes they want.

- Building a monthly budget
- saving for a large purchase,
- transitioning from oil to a electric heat pump,
- improving their building's thermal envelope,
- purchasing a new EV ride

It's more than crunching numbers.

Coaches build relationships - They help clients feel confident by clarifying information, identifying areas of strength & areas for growth. Coaches can help clients set SMART goals, share information about options, opportunities and services, develop action plans, and continue to check with client's about their progress.



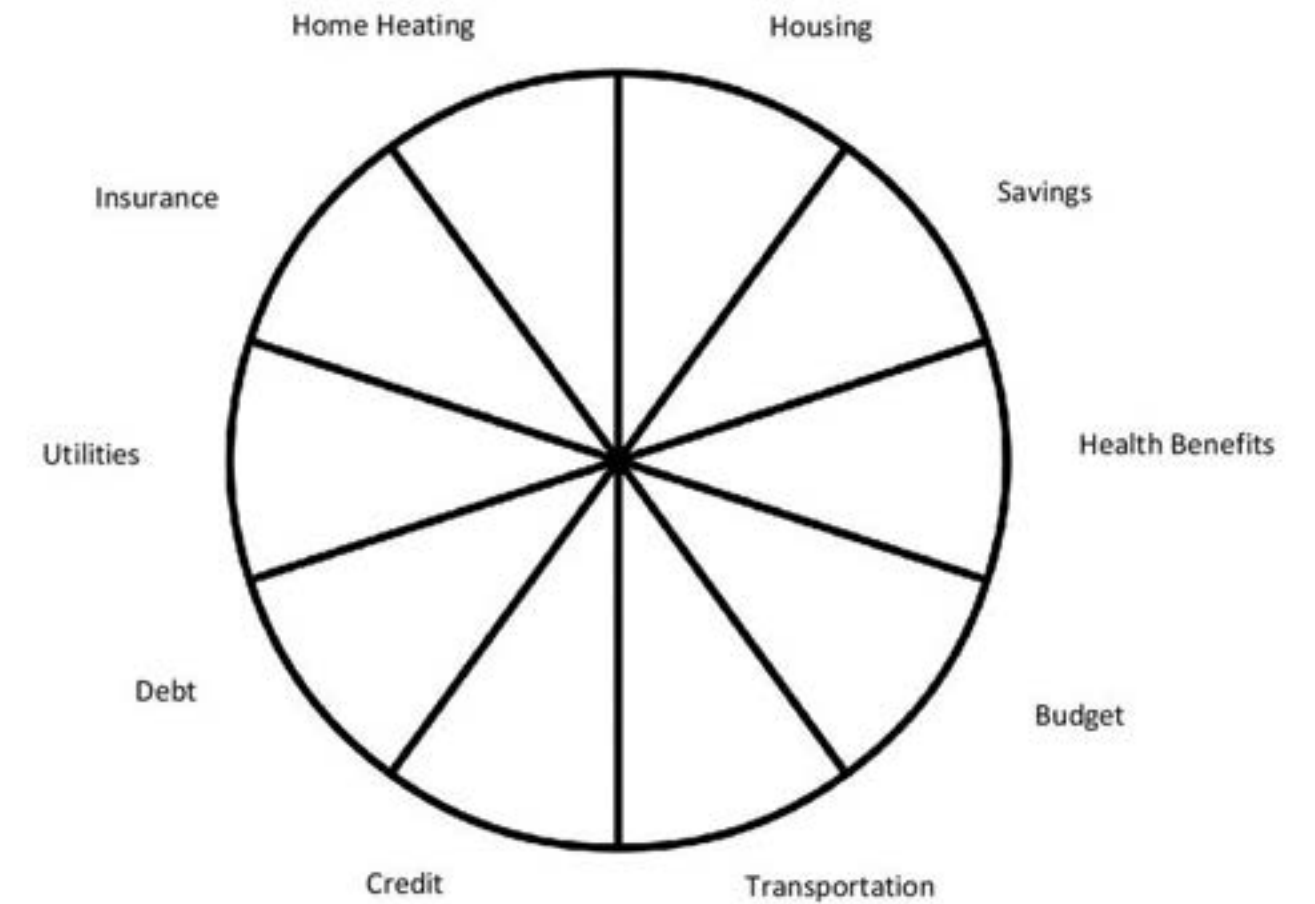
Everyone learns differently -

Inquiry based approach

Coaches can shift approaches and use different modalities to make learning about financial and energy decisions engaging, and meaningful.

Personal Finance Wheel

When it comes to our own finances, we usually have some areas of our lives that we feel more on top of than other areas. Using the below pie chart, color in how comfortable you are in each of the labeled financial areas (each area might be considered to hold equal value in a balanced finance life) How much you color in – from inside to outside of the slice indicates more or less comfort.



Goal Setting: In which area(s) do you want to improve?

Housing Savings Health Benefits Budget Transportation
Credit Debt Utilities Insurance Home Heating

What Financial Goal could you set in that area in the next six weeks?

My goal is _____

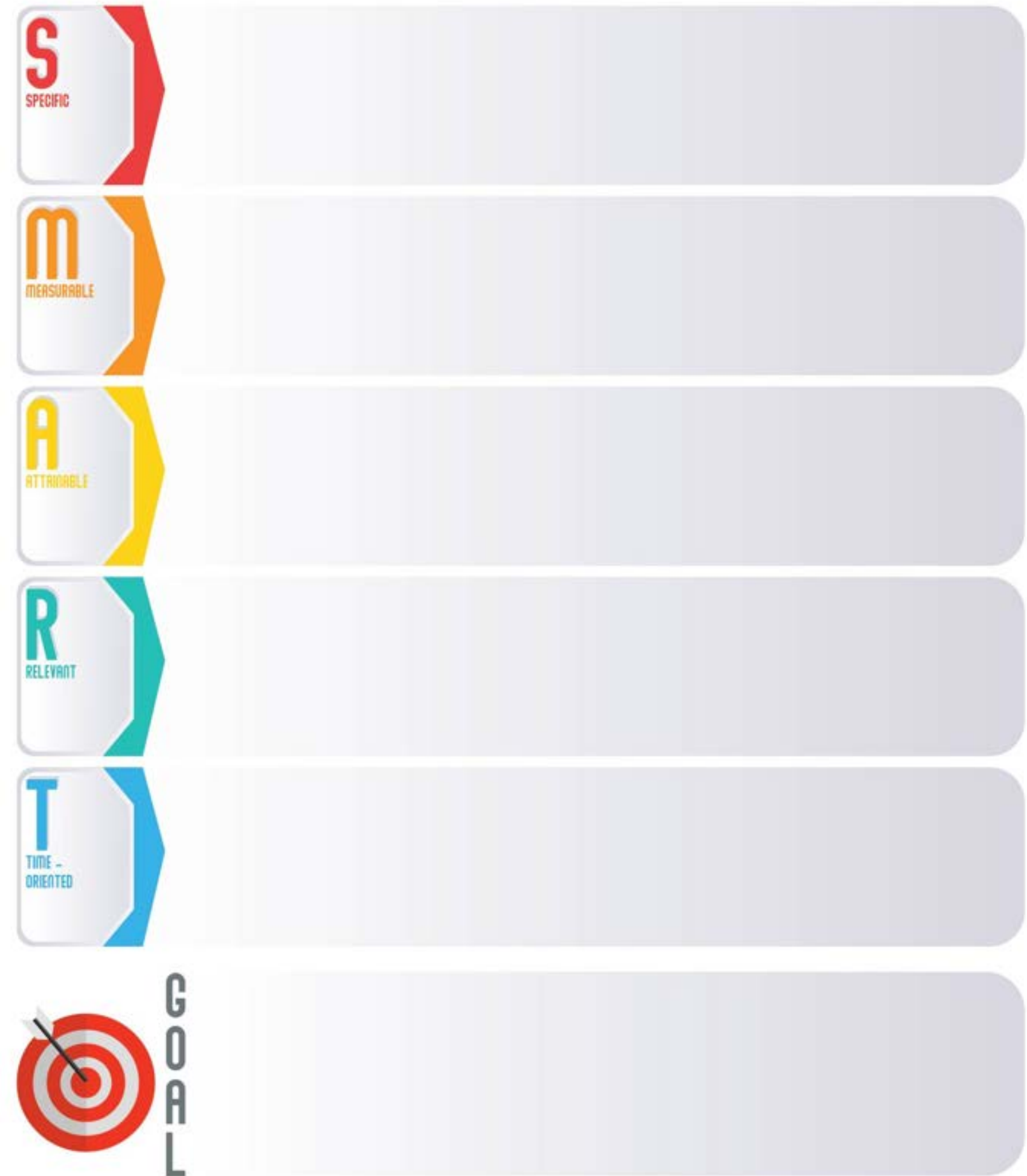
What could you do in the next six weeks to make progress towards your goal?

I will... _____

A positive approach

Client Centric

By focusing on client identified objectives we can help clients to explore options, research services, programs and incentives, and set SMART goals.



Use the sample budget and the Personal Finance Wheel to create a 6 week goal, and SMART goals

Budget Basics

Are there programs we might tell this client about?

Expenses	Amount	Frequency	Notes
Housing		Monthly	
Mortgage (includes escrow taxes and insurance)	\$1,203.50		30 year morgtage @ 3.64 %
Home repair/maintenance	\$150.00		
Home decorating/supplies	\$55.00		
Cleaning Supplies	\$25.00		
Utilitites			
Cable/Internet	\$79.99		
Cell Phone	\$120.00		
Electricity	\$290.65		
Fuel Oil	\$390.00		annual cost \$4,680.00
Wood	\$93.75		annual cost \$1,125.00
Garbage	\$50.00		
Water/Sewer Bill for Homeowers	\$83.33		annual water bill - \$1,000
Daycare	\$1,440.00		
Clothing	\$275.00		
Groceries	\$1,400.00		
Auto Insurance	\$60.00		
Gas for Car	\$75.00		
Total Monthly Expenses:	\$5,791.22		
Other Expenses Annualy		Yearly	
Snow Removal	\$250.00		
Lawn/garden care	\$200.00		
Car Repair/maintenance	\$395.00		
Inspection	\$75.00		
Registration	\$140.00		
Tires	\$400.00		\$121.67
Total Yearly Expenses	\$1,460.00		
Monthly need for yearly expenses	\$121.67		
Income: Gross			
Paycheck #1	\$5,208.00		
Child Support	\$475.00		
Total Monthly Gross	\$5,683.00		
Monthly Surplus or Deficit		-\$229.89	

GreenSavingSmart 2022 Income Eligibility Chart								
80% MFI	1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
	\$47,100.00	\$53,800.00	\$60,550.00	\$67,300.00	\$72,650.00	\$78,050.00	\$83,450.00	\$88,800.00
120% MFI	1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
	\$70,650.00	\$80,700.00	\$90,825.00	\$100,950.00	\$108,975.00	\$117,075.00	\$125,175.00	\$133,200.00

Vermont Weatherization Income Eligibility

Number in Household	1	2	3	4	5	6	7	8
Income	\$ 47,110	\$ 53,840	\$ 60,570	\$ 67,300	\$ 72,684	\$ 78,068	\$ 83,452	\$ 89,320

1:1 Client Meetings

Free Webinars

Referrals?

Direct clients to the website

- or -

Have clients call the
main number of their
Community Action Network

Take Aways

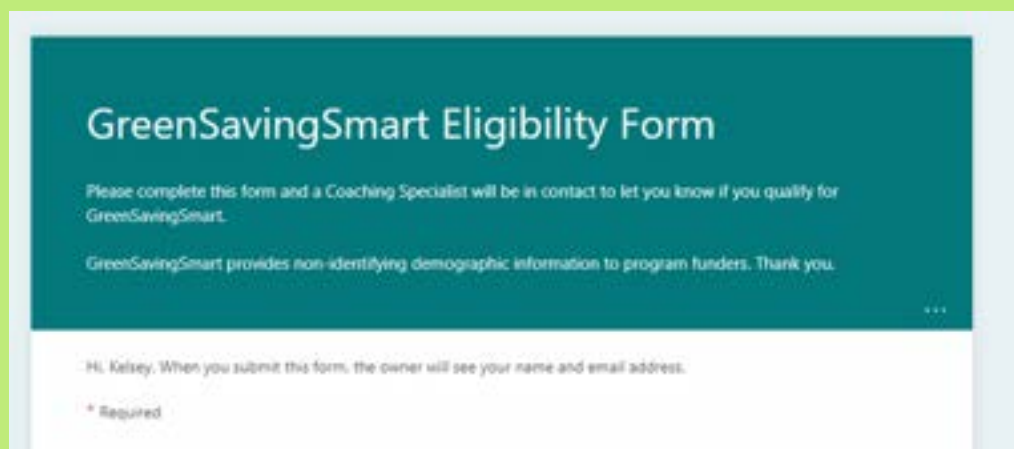
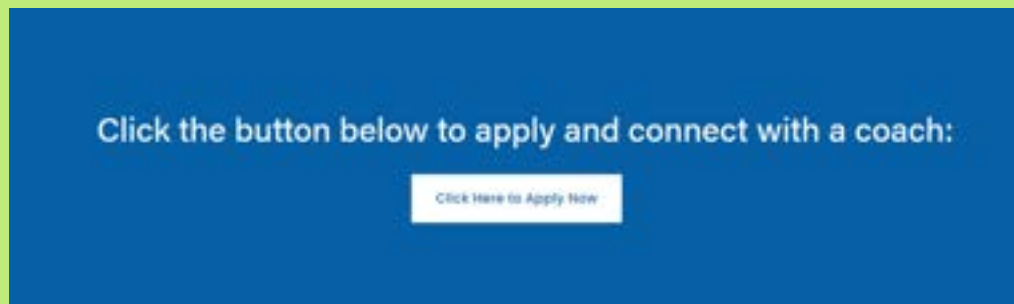
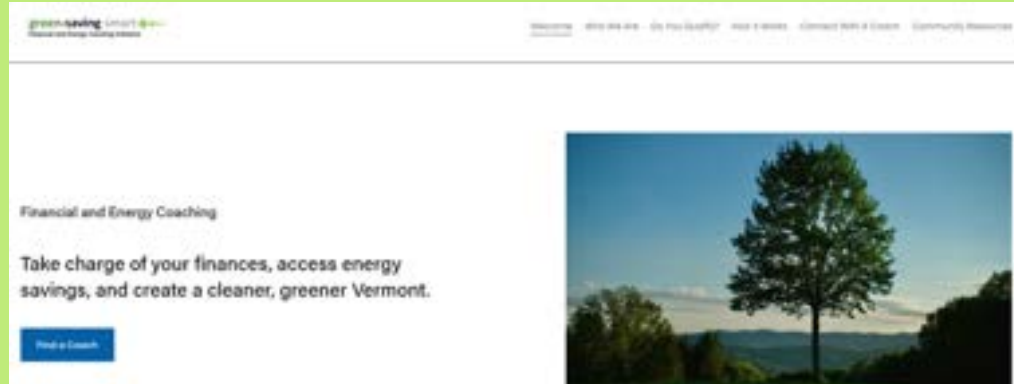
Income Eligibility

80% of MFI

- or -

120% of MFI

for BIPOC, New American, and single parent
households



Referral Process

Option 1: GreenSavingSmart Website

Step 1: Go to GreenSavingSmart.org

Step 2: Click on "Connect with a coach"

Step 3: Click on "Apply Now" button

Step 4: Complete Eligibility Form



Referral Process

Option 2: Contact your CAA directly

BROC Community Action:

Phone: 802-775-0878

Toll Free: 800-718-2762

Website: www.broc.org

Capstone Community Action

Phone: 802-479-1053

Toll Free: 1-800-639-1053

Website: www.capstonevt.org

Champlain Valley Office of Economic Opportunity (CVOEO).

Phone: 802-862-2771

Toll Free: 800-287-7971 (Voice/TDD)

Website: www.cvoeo.org

Northeast Kingdom Community Action (NEKCA).

Phone: 802-334-7316 or 802-748-6040

Website: www.nekcavt.org

Southeastern Vermont Community Action (SEVCA).

Phone: 802-722-4575

Toll Free: 1-800-464-9951

Website: www.sevca.org



Thank you!



For more questions, please reach out to Kelsey Gibb at kgibb@capstonevt.org