

## 9. THE STOP ORGANIZATION

Ms. Regina Lawrence, President and CEO of The STOP Organization will attend your meeting to present the following:

### A. WEATHERIZATION ASSISTANCE PROGRAM

The Weatherization Assistance Program is a federally-funded program that provides financial resources to install measures that increase the energy efficiency of housing occupied by low-income persons and reduce their total residential energy expenditures. Among other things, the program provides repairs and improvements to home heating and cooling systems in addition to the installation of energy-saving measures in the house, such as insulation and air sealing.

Federal funding flows through the Virginia Department of Housing and Community Development (VDHCD), which is now requiring all sub-grantees to renew their eligibility for weatherization services, either for the current service area or for a revised service area (see attached map). The STOP Organization has served as Southampton County's service provider since program inception and is seeking your consideration in allowing them to continue.

Over the past 5 years, The STOP Organization has installed \$232,000 in weatherization improvements to fifty (50) homes in Southampton County.

**MOTION REQUIRED:** If the Board is so inclined, a motion is required to support and endorse The STOP Organization's continued administration of the Weatherization Program in Southampton County .

### B. FY 2015 BUDGET REQUEST

While she's here, Ms. Lawrence also wanted to briefly discuss the agency's FY 2015 budget request with you. While they're seeking a substantial increase (from \$1,494 to \$15,319.77), they've indicated their intention to provide almost \$11,000 in emergency payments for mortgage and rental assistance to distressed Southampton County residents, and to develop and conduct a 4-week Certified Nursing Assistant (CNA) class in Southampton County.

**MOTION REQUIRED** No action required until adoption of the FY 2015 annual budget.

# The STOP Organization-Hampton Roads Weatherization Assistance Program

"America's largest, oldest, and most comprehensive residential energy efficiency program."



## Mission

Funded by the U. S. Department of Energy, The STOP Organization Weatherization Assistance Program (WAP) Increases the energy efficiency of dwellings occupied by low-income American, thereby reducing their energy costs, while safeguarding their health and safety. Among low-income households, the program prioritizes those with elderly residents, individuals with disabilities and families with children.

## Operations

Created in 1976, the program utilizes partnerships between state and local level Weatherization agencies to achieve its goals. Weatherization programs operate in all 50 states, the District of Columbia and among Native American tribes. More than 970 local agencies comprise this national network. Services are provided in every city, town and county in America. Since the program's inception, STOP has weatherized over 15,720 homes. In the last five years alone, STOP has weatherized **50 homes** in the **County of Southampton** at a cost of **\$232,000** which averages approximately **\$4,000 per home**.

## Weatherization Services

The STOP Organization's trained weatherization technicians use advanced energy audits and sophisticated diagnostics equipment to identify cost-effective, energy saving measures for each home. These measures include:

- Heating and Cooling Safety inspections
- Combustion Appliance Zone Testing
- Whole House Pressure Testing
- Heating and Cooling System Repair and Replacement
- Blower Door Directed Air Sealing
- Duct Diagnostics and Repair
- Advanced Insulation Techniques
- Carbon Monoxide Testing
- Inefficient Appliance Replacement
- Mechanical Ventilation
- Energy Education

## Local Job Creation and the Economy

- STOP has a weatherization staff of nine (9) and utilizes local, licensed & insured contractors; while the national program provides 7,000 living wage jobs that are supported by Weatherization
- The STOP staff are highly trained and certified and are part of the largest energy efficiency retrofit workforce in the nation.
- Several local businesses are supported by the activities of The STOP Weatherization Assistance Program such as roofers and mechanical contractors
- Weatherization provides a marketplace for innovation in the energy upgrade and energy efficiency retrofit industry and supports the growth of American businesses.

## National Weatherization Impact

- Weatherization reduces residential and power plant emissions of carbon dioxide by 2.65 metric tons per year per home.
- Weatherization decreases national energy consumption by the equivalent of 24.1 million barrels of oil annually.
- Over 7.4 million homes have been weatherized since the program's inception.

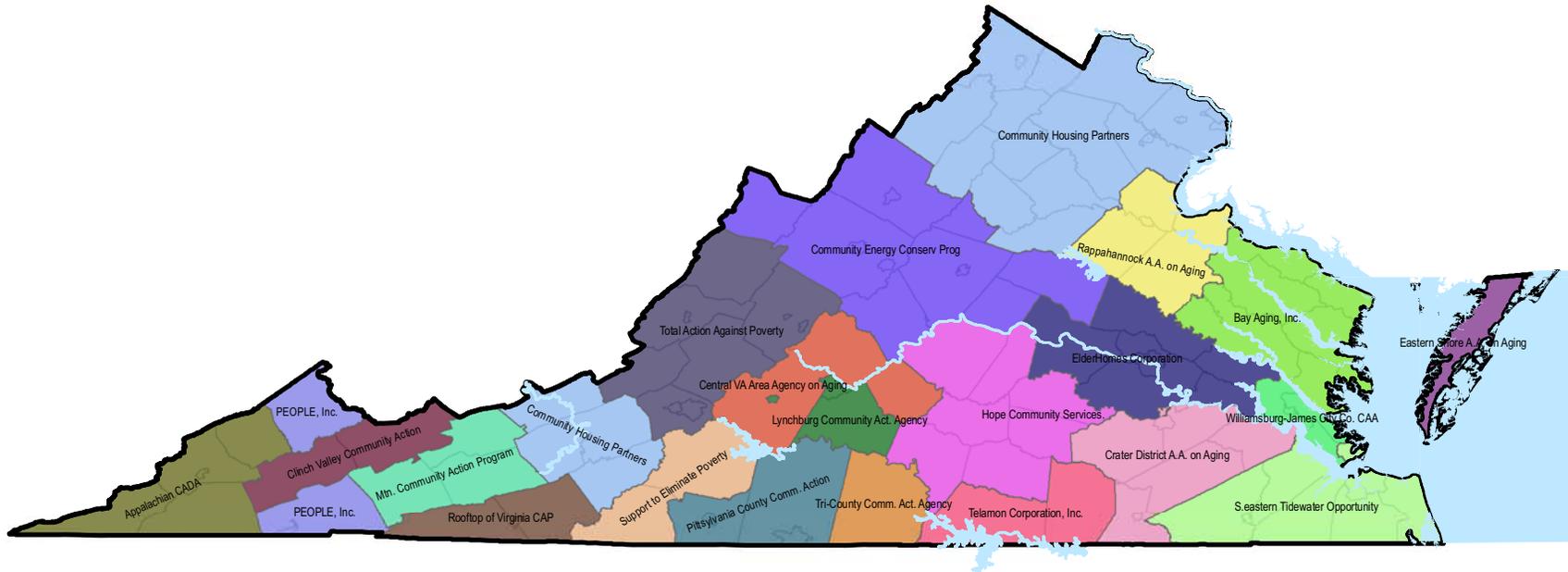
## Leadership

The Weatherization Assistance Program (WAP) has pioneered the tools, techniques, diagnostic approaches, and measures that have laid the foundation for the home performance contracting industry and the national energy efficiency retrofit effort. WAP has developed and implemented proven best practices that are tested daily in real world situations. The STOP Organization-Hampton Roads utilizes these applications; this technical expertise have provided the necessary leadership required to address the growing need in our communities to make our existing homes more energy efficient. **STOP's 2011 and 2012 Department of Housing and Community Development (DHCD) Monitoring Reports reflect "NO FINDINGS"; the 2012 Monitoring Report also reflects commendable actions which noted that the readiness of the Agency was exemplary!**

## For More Information

Please contact Tyrone E. Sessoms, Sr. Vice President of Housing & Economic Development: (757) 858-1397; (757) 635-6794; [tsessoms@stopinc.org](mailto:tsessoms@stopinc.org). Department of Energy Office of Weatherization and Intergovernmental Program: <http://www1.eere.energy.gov/wip/>. Weatherization Assistance Program Technical Assistance Center: <http://www.waptac.org>

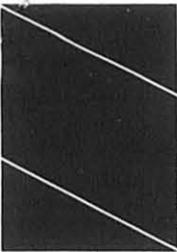
# Weatherization Providers in Virginia



Find provider in your area and scroll down for provider contact information.



Updated July 2012



# SOUTHEASTERN TIDEWATER OPPORTUNITY PROJECT of Hampton Roads

2551 ALMEDA AVENUE • NORFOLK, VIRGINIA 23513 • (757) 858-1360 • FAX (757) 858-1389

*Helping People, Strengthening Families and Communities Since 1965.*

February 11, 2014

Michael W. Johnson  
County Administrator  
County of Southampton  
Post Office Box 400  
Cortland, VA 23837

REF.: The STOP Organization-Hampton Roads  
Federal Tax ID#: 54-0787715  
FY 2014-2015, County of Southampton  
Membership Funding Request

Dear Mr. Johnson:

The STOP Organization-Hampton Roads is grateful for the opportunity to present this Membership Funding Request to Southampton County for Fiscal Year 2014-2015. This letter of transmittal, with enclosures, will not only provide you with information regarding the services we have provided in Southampton County for FY 2012-2013 but hopefully, will provide you with information for FY 2014-2015 funding choices.

- **MISSION/PURPOSE OF THE AGENCY:** The mission of The STOP Organization-Hampton Roads (STOP) is to leverage human and financial resources to reduce the effects of poverty by assisting low wage and economically disadvantaged residents in Southampton Roads, Virginia to achieve self-sufficiency and improve their quality of life.

STOP's purpose is to provide strategies and initiatives for low and moderate income individuals and families which increase access to opportunities for better education and training; assistance with obtaining employment which pays a "living wage"; supports to reduce barriers to obtain and retain employment; adequate healthcare; safe and affordable housing; financial literacy education and increased financial assets; and improved child and family development.

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- **SPECIFIC BENEFITS OF THE AGENCY'S SERVICES TO SOUTHAMPTON COUNTY RESIDENTS:** For Fiscal Year 2012-2013, the following services were provided, at no charge, for Southampton County residents:
  - **Weatherization Assistance Program** ~ With funding available through the Department of Housing and Community Development (DHCD), STOP improved the energy efficiency of homes weatherized and provided healthier and safer homes for approximately 12 households which will include an estimated 28 individuals who reside in Southampton County. The cost per household ranges from \$4,000 to \$4,700 depending upon what is required to reach completion.
  - **Housing Counseling** ~ With funding available from the State Department of Social Services, Office of Community Services, Community Services Block Grant (CSBG), housing counseling services were provided to 5 families and 7 individuals who have experienced hardship in maintaining or obtaining permanent housing. The Agency's Certified Counselors provide Comprehensive Housing Counseling, Counseling for first time home buyers, Homeownership Education, Fair Housing Training, Basic intermediate Foreclosure Prevention and assistance in locating affordable housing.
  - **Emergency Services** ~ With funding available from the State Department of Social Services, Office of Community Services, Community Services Block Grant (CSBG), rental payments were made for 3 families at \$450.00 per family, representing 10 residents accruing a total of \$1,350 expended. An additional 4 families were assisted with utility payments at \$400.00 per family; 24 individuals assisted, expending a total \$1,600 for utility assistance.
- **TARGETED POPULATION:** The mandated population serviced by The STOP Organization will be individuals and families that fall below 125% of the Federal Poverty Guidelines. Our internal demographic data for service delivery in FY 2012-2013 indicates that for the County of Southampton, this population includes mostly female heads of household but also includes single person households; households with two adults and no children and elderly and disabled residents. Our data also indicates that we served more two-person families through weatherization but more four-person families with crisis intervention (emergency services).

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- **PROPOSED FY 2014-2015 BUDGET REQUEST:** Since its inception in 1965, STOP has been at the forefront of regional efforts in helping people and strengthening families and communities. In prior years, STOP had the ability to assist individuals and families through a rough period in their lives through crisis intervention (emergency) services when no one else had the resources. In the last several years, non-profit organizations across our Nation and State have experienced decreased funding to provide “stop gap” assistance for needy families; STOP is no exception. Though desperately needed by so many individuals and families, short-term monetary aid for rental, mortgage and utility assistance are not considered services which have the potential of yielding long term benefits. Today, funders are seeking a greater return on their investments by awarding grants for initiatives which produce sustainable outcomes.

In FY 2011-2012, STOP received an average of three (3) requests per month from Southampton County residents for emergency services assistance. As of this writing, we continue to average three (3) requests per month. Without the funding STOP previously received from Temporary Assistance for Needy Families (TANF), we could only provide emergency services assistance, on a very limited basis, through the end of FY 2012-2013. Our funding level will not increase for 2014-2015; we will only be able to service approximately two (2) families from Southampton County per month with emergency services issues.

Therefore, STOP is urgently requesting that Southampton County consider the following information to meet the current requests for emergency services from its residents:

Mortgage payments for 5 families at \$800 per family; 20 individuals assisted ..... \$4,000  
Rent payments for 6 families at \$700 per family; 24 individuals assisted.....\$4,200  
Utility payments for 10 families at \$250 per family; 40 individuals assisted .....\$2,500

In conclusion, Training Solutions is a privately owned and operated company housed at STOP Headquarters. Through our collaboration with Training Solutions, STOP has the ability to provide supportive services and educational support for qualified individuals who seek training for entry level positions into the growing field of healthcare. With a minimum of eight (8) students, a four-week, Certified Nursing Assistant (CNA) class may conveniently be conducted in the County of Southampton. Training Solutions has a proven track record of providing “living wage” employment placement after training. The cost per student is \$850 of which STOP is committed to paying one-third of the cost or \$284 per student for one class cycle. STOP is requesting that the remaining cost per student be either equally split between the City and the student or be totally paid by the City.

CNA training for 8 students at a maximum cost of \$566 per student .....\$4,528  
Cost of 4 gas vouchers for newly employed C N A students @ \$25.00 each.....\$ 100

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STOP is requesting \$15,319.77 for FY 2014-2015. This request is based upon the following formula:

The Agency's operating cost of \$265,032 was divided by the County of Southampton's poverty level of 17.3 which equals \$15,319.77. The poverty level information was obtained from the United States Census Bureau Quick Facts. STOP respectfully requests that the City identify how approved funds are to be allocated.

- **ORGANIZATION'S MOST RECENT AUDIT:** STOP'S 2012-2013 Independent Audit Report is enclosed. In the Management Letter, located at the end of the report, you will find a statement from the auditor which indicates that *"the Board of Directors, staff and outside consultant of STOP of Hampton Roads, Inc. are to be commended for their diligent work in bringing the Organization back in good standing."* Collectively, the actions taken by the STOP Board and Staff have been and will continue to be designed to strengthen our infrastructure for better management and accountability.

**ADDITIONAL INFORMATION:** Also enclosed you will find a copy of information distributed at the STOP Board's Second Annual Stakeholder's Luncheon held on November 19, 2013. This information includes (1) an Agency Overview followed by our fifteen current programs, (2) our Fiscal Year 2012-2013 Agency-Wide Highlights and (3) the Board of Director's Seven Strategic Goals.

Although STOP, like many other non-profits, has lost federal and local funding over the last few years; our re-organization was designed to ensure a more well-managed and well-governed agency operated on a "business-first" model. We have gained a greater respect from our remaining funding sources and members of the business community who have stood with and by us, with financial support, through very challenging times.

In the words of our supporters, STOP still continues to provide quality, customer-driven services which yield positive outcomes. STOP is "growing forward" as we aggressively seek new funding opportunities which will allow us to continue to meet the growing demand for our services but to also meet the change in what is demanded. We understand the new faces of poverty; those individuals and families, who in some instances, have never before needed services from STOP or the County of Southampton.

We certainly realize that we are competing for shrinking available dollars. As you will note in our enclosed Stakeholder's Luncheon Booklet, our theme embraces the necessity of collaboration, cooperation and partnerships to transform individuals, families and communities in our service delivery area. We thoroughly understand that no one agency or organization can do all that is required. We are diligently proceeding to re-invigorate some of

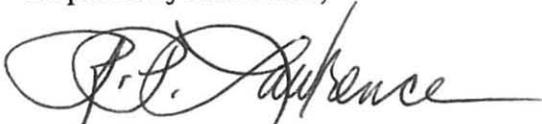
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our previous partnerships and collaborations as well as create new ones to better serve the community.

I would appreciate any discussions you may wish to have regarding this Membership Funding Request. Also, George Reed, STOP's Board Chairman and Ernest Claud, Jr., STOP's Board Member from Southampton and I would welcome an opportunity to discuss additional partnership strategies for achieving sustainable outcomes to meet the needs of the low and moderate income population residing in the County of Southampton.

Again, I sincerely appreciate your budget consideration and tolerance in reviewing the wordiness of this request; I patiently await your response.

Respectfully submitted,

A handwritten signature in cursive script that reads "R. P. Lawrence". The signature is written in black ink and is positioned above the typed name.

Regina P. Lawrence  
President and CEO

xc: George F. Reed, Chairman  
STOP Board of Directors

Ernest Claud, Jr., Parliamentarian  
STOP Board of Directors  
County of Southampton

Shelia L. Robinson, Vice President  
Financial Services and Human Resources