



Accessing Government Funding

VQA Institute

September 16, 2008

Baltimore, MD

New Jersey SHARES

New Jersey SHARES(NJS) is a 501(c)(3) non-profit organization established in 1998 to assist our neighbors who have fallen behind on their natural gas and electric utility bills due to a temporary financial crisis.

A financial crisis can happen to anyone regardless of age, income, or household situation. NJS helps those who do not qualify for other energy assistance programs. Households that are receiving LIHEAP and/or NJ Universal Service Fund credits are not eligible for the NJS program. NJS partners with 160 community based organizations and legislative offices offering 220 intake sites across the state.



NJS Programs

- NJS is the statewide energy fund assisting natural gas and electric customers throughout NJ. We partner with all of the regulated energy utilities in NJ.
- NJS provides statewide outreach and client services for the Verizon NJ Communications Lifeline Program.
- NJS assists United Water Company residential customers experiencing a temporary financial crisis in nine states.

Celebrating 10 years of providing solutions for our neighbors in need.

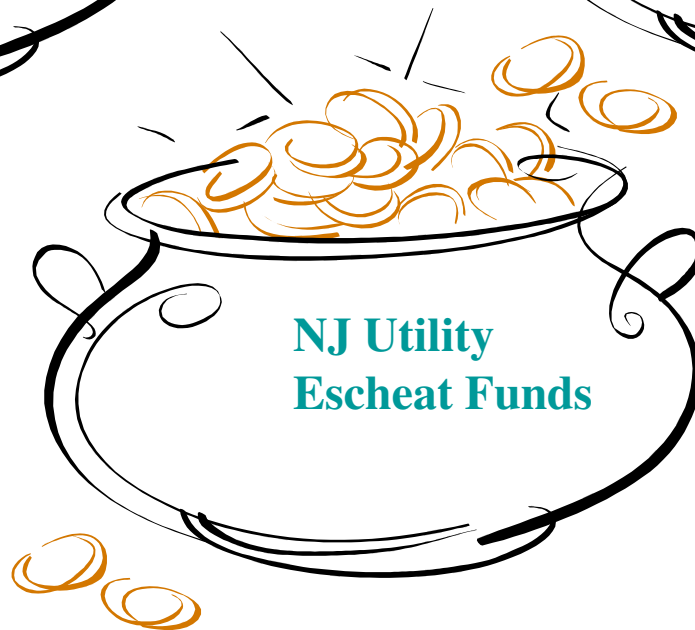
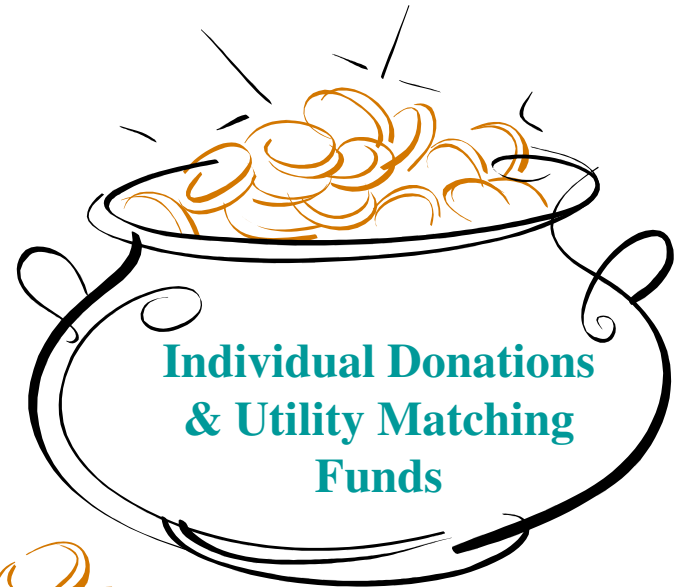


Benefits of a Statewide Program

- Encourages participation from all stakeholders (advocates, energy providers, community organizations, regulatory agencies and legislators).
- Provides a community based solution for energy and other service providers.
- Simplifies eligibility requirements, outreach efforts and provides easy access for clients.



Funding Sources



New Jersey SHARES

The first \$1M in funding for New Jersey SHARES was the result of partnership with the NJ Rate Payer Advocate, Board of Public Utilities, Regulated Utilities and concerned consumer advocates.

The NJ Legislature has acted three times to support NJ SHARES.

- Directed Utility Escheat Funds on an annual basis
- Directed \$15M in sales tax related to high energy bills
- Directed \$7M in general revenues to address high bills.

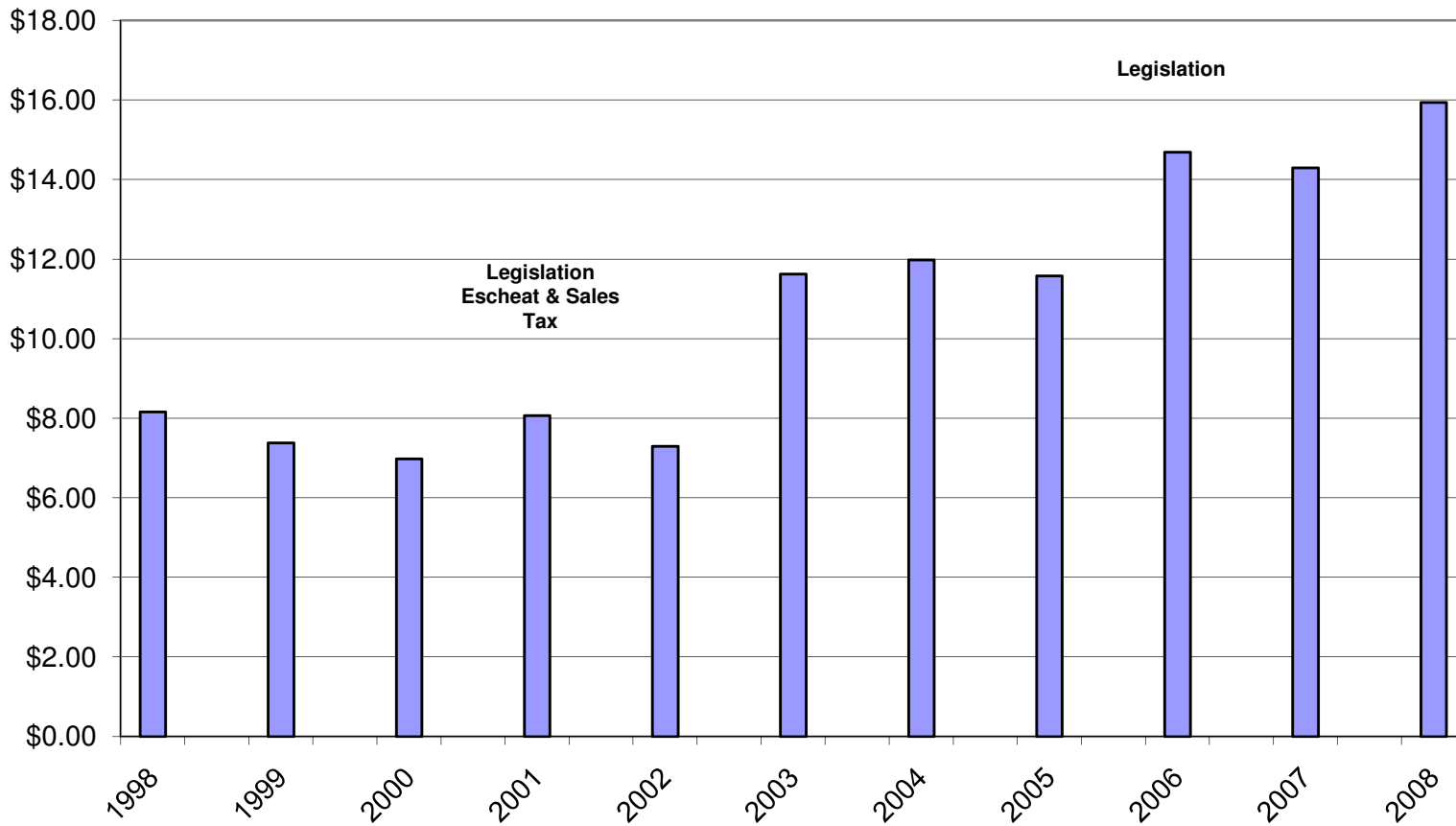


New Jersey SHARES Ongoing Efforts

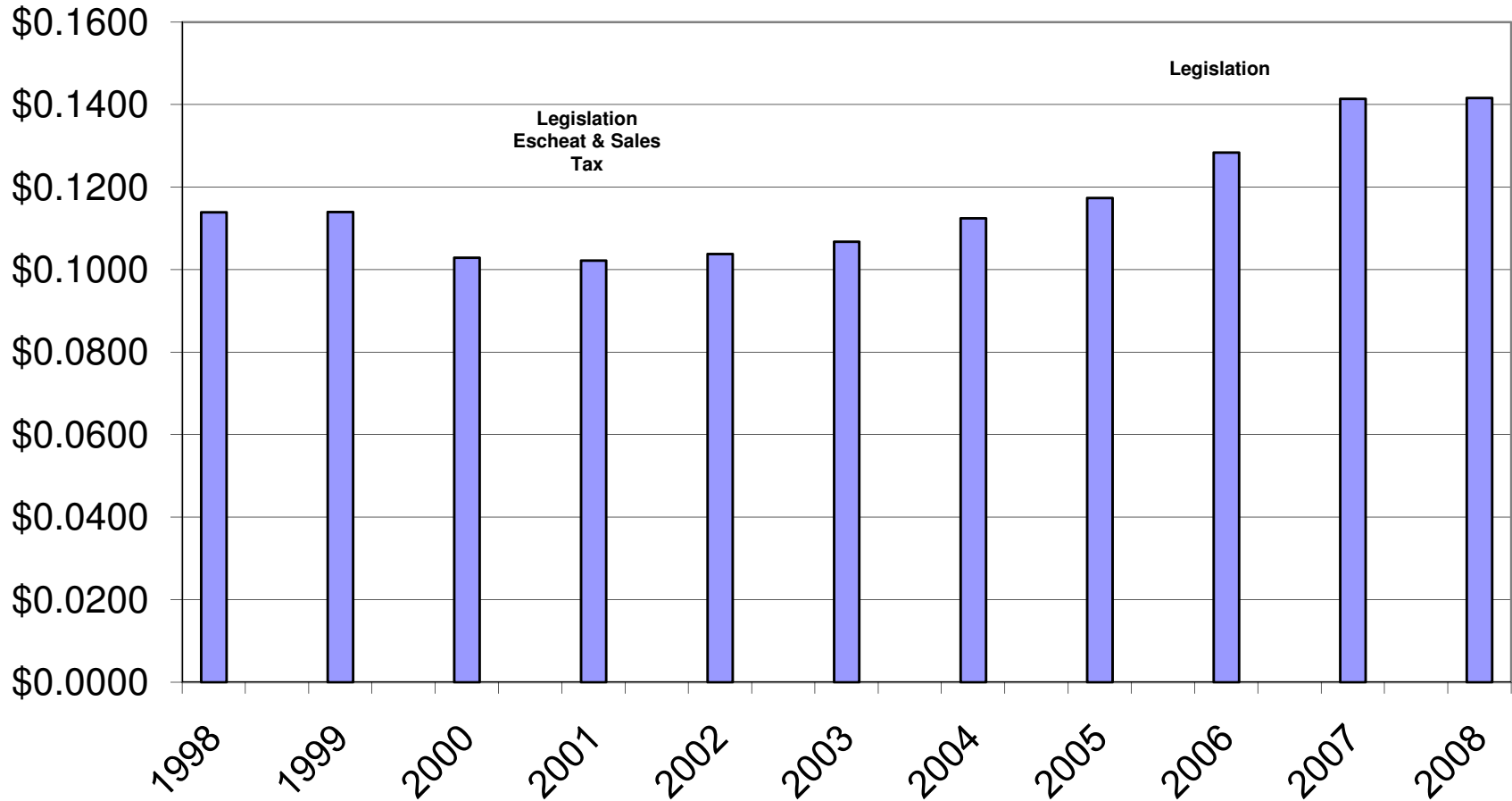
- A bill is pending in our legislature that would direct Societal Benefit funds to NJ SHARES on an ongoing basis
- Discussion of economic impact of Regional Greenhouse Gas Initiatives



**NJ Natural Gas Residential Price
US Energy Information Administration Data
12/98 - 06/08**



NJ Residential Electricity Price per Kwh
US Energy Information Administration Data
12/98 - 04/08

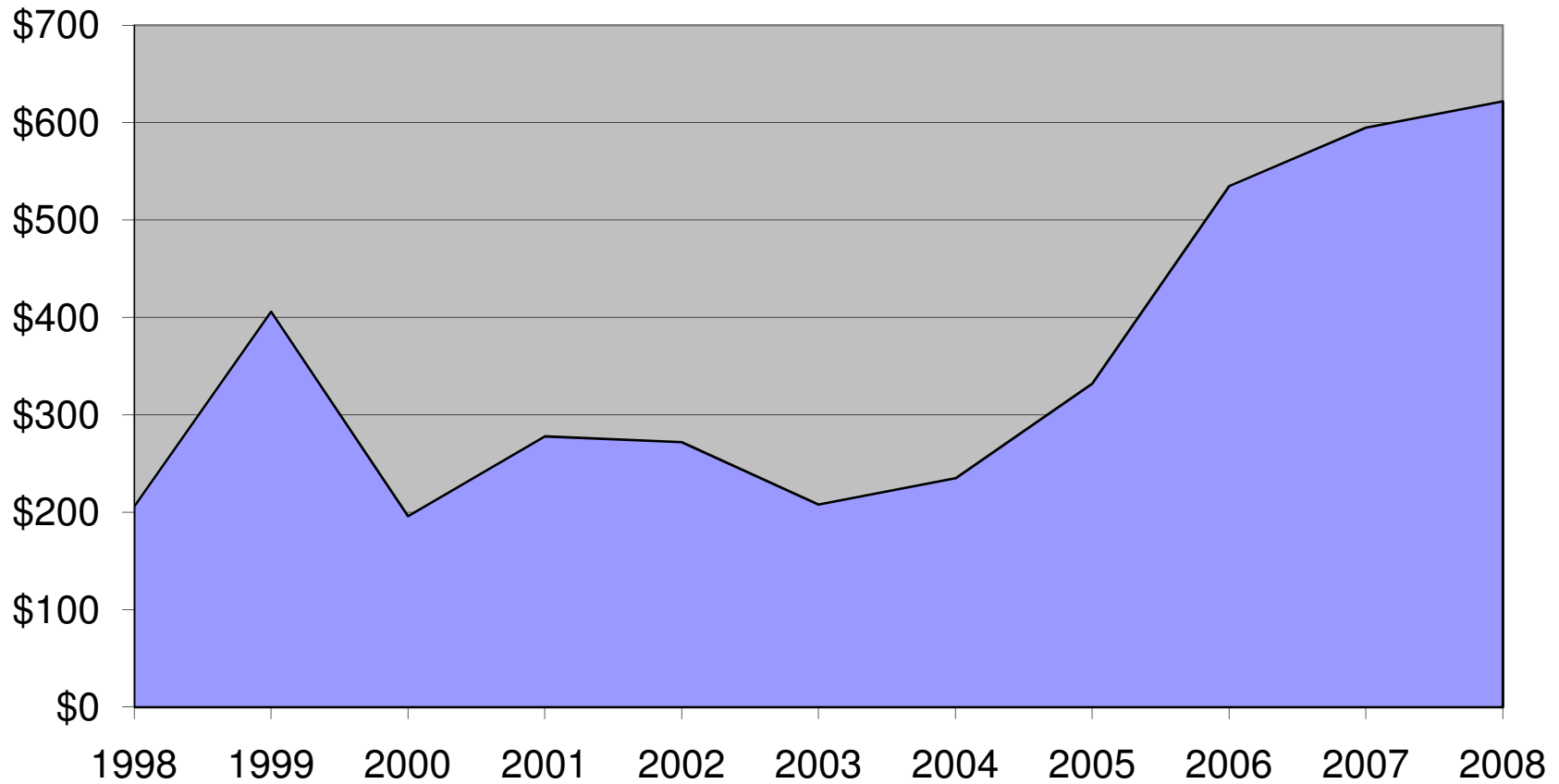


New Jersey SHARES Energy Assistance Program November 1998 – July 2008

- **Assisted more than 136,000 households**
- **Awarded grants in excess of \$47,000,000**



New Jersey SHARES Average Energy Assistance Grant 1998 - July 2008



Strategy

Reach out to key audiences on a regular basis!

**Program information, updates, white papers.
Provide statewide and regional demographics on
clients served and most importantly applicants
turned away.**

- **Community partners**
- **Media contacts**
- **Identify legislative leaders as advocates**
- **Contact Regulatory Agency and/or State Consumer Protection Agency**
- **Outreach to County Executives and Mayors**



NJS Client Information

NJ SHARES recipients are likely to have vulnerable household members!

- **60% had a child 18 or younger in the home**
- **12% had a household member over 60 years old**
- **5% were elderly only households**
- **13% were single parent households**



NJS Client Information

- **89% had employment income**
 - **12% had pension or retirement income**
 - **5% had unemployment compensation**
 - **4% had disability income**
 - **4% received child support**
 - **3% had other sources of income**
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- **94% had income above the NJ LIHEAP standard**
 - **72% had income between 176% and 300% of the FPL**



NJS Client Information

Reason for Application

- **Temporary financial crisis** **68%**
- **High energy cost** **24%**
- **Medical/Health** **5%**
- **Unemployment** **2%**
- **Other** **2%**

The crisis has been temporary for many families. The worsening economy may impact this in the future.

- **87 % needed assistance for one year**
- **11% needed assistance for two years**
- **2% needed assistance for three years**



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