

# Getting Work Done Beyond Weatherization

Taking a Business Approach: A Different  
Perspective On Service Delivery

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# Introduction

# Are not for profit programs different than for profit businesses?

- Do Utility company officials make you nervous?
- How do you describe your business and why you do it?

# How do You Approach your Company's Mission?

As Community Based Organizations or  
Community Action Agencies we can no  
longer simply take a grant-funded approach  
to the services we deliver.

(Private sector entrepreneurship vs. a grant  
mentality)

# Taking a Look at Your Business

- Policies and Procedures

Is your Company flexible with regard to potential business ventures or partnerships?

Does your Company have restrictive Personnel Compensation guidelines?

Does your Company have Equipment Purchase or Use Restrictions?

# Taking a Look at Your Business

- Affiliations

Local Trade organization, Better Business Bureau, Statewide Advisory or planning groups, Affordable Comfort

- Credentials

Do your employees have BPI, HVAC, Infrared camera, Training Center or schools and other certifications?

# Taking a Look at Your Business

- Credibility

Have you developed a track record of delivering quality programs ?

# Taking a Look at Your Business

- Assess your Market

Research availability of Request for Proposals, timelines, and criteria.

# Taking a Look at Your Business

- Access your Market

Being at the table with the decision makers.

Bringing opinions, thoughts, and ideas of services.

# Taking a Look at Your Business

- Collaborations/Partnerships

Federal, State, Local, Utilities, and others.

# Taking a Look at Your Business

- Benefits

Implementing these types of strategies will improve your company's bottom-line.