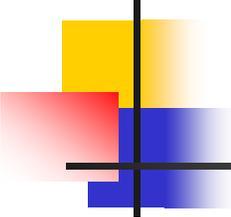


Southwest PA Woodstove Changeout Program

Who:

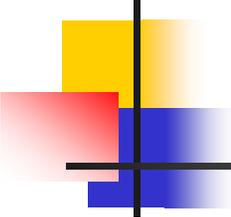
- **Southwest Pennsylvania Air Quality Partnership**
- **U.S. EPA**
- **Hearth Patio & Barbecue Association (HPBA)**
- **Allegheny County Health Department (ACHD)**
- **PA Department Of Welfare and PA Department Of Health local WIC offices**
- **14 Retailers**



Southwest PA Woodstove Changeout Program

What:

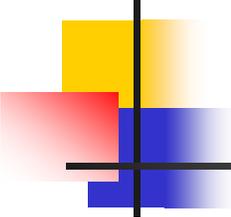
- EPA pilot project
- Changeout woodstoves or fireplace inserts
- Exchange only – no new
- Change to new cleaner woodstove, wood pellet, or natural gas
- 10-20% price discount
- Free to low income – limited number (~70)



Southwest PA Woodstove Changeout Program

When:

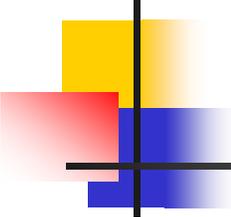
- Program kicked off September 29, 2005 with media event attended by EPA Regional Administrator
- Discounted/free units offered Sept 29 through November 3, 2005
- Processing 'low income' installations is ongoing



Southwest PA Woodstove Changeout Program

Where:

- 11 counties in SW Pennsylvania -
- Allegheny County (Pittsburgh) and 10 surrounding counties
- 2.8 million people
- 20,000 woodstoves & 20,000 fireplace inserts
- 9000 homes use wood as primary heating fuel



The Great American Woodstove Changeout Program

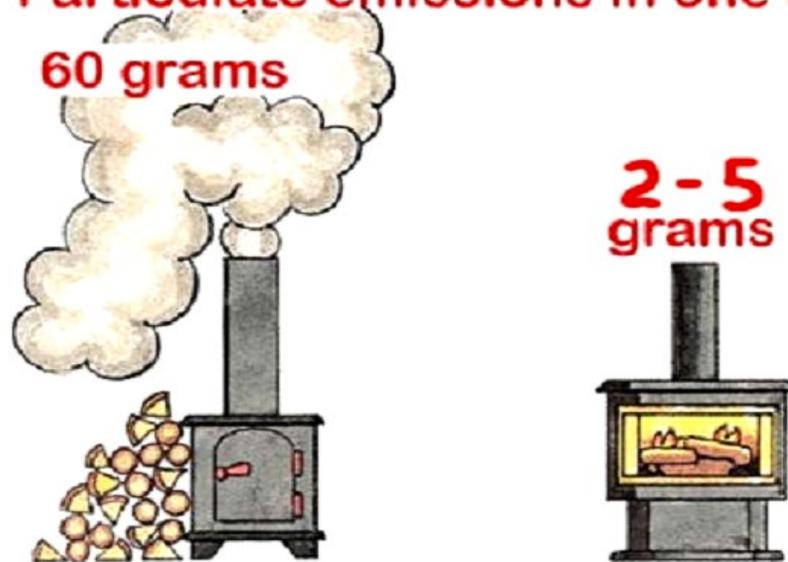
Why changeout nationally:

- 8-9 million old woodstoves in use nationwide
- 80-90% are pre-NSPS (pre-1988)
- Wood smoke = 6% of total PM2.5 emissions Cleaner burning, more efficient technologies are available

The Great American Woodstove Changeout Program

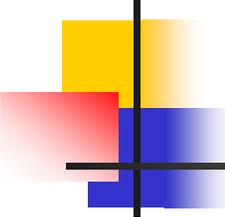
- Cleaner burning, more efficient technologies are available
- Changing out 20 old woodstoves will reduce 1 ton of PM_{2.5} per year
- New stoves use 1/3 less fire wood for same amount of heat

Particulate emissions in one hour:



Old

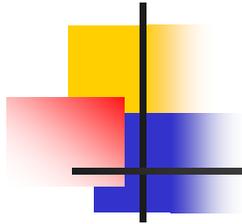
New



Southwest PA Woodstove Changeout Program

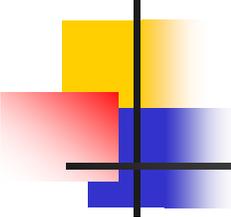
Why changeout locally:

- Assist with EPA pilot study
- Wood smoke = 6% or 0.36 $\mu\text{g}/\text{m}^3$ of organic carbon in Pittsburgh (Carnegie Mellon study)
- PM2.5 non-attainment area – every little bit helps



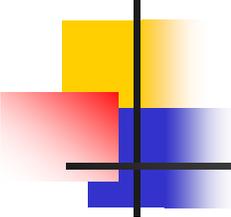
Purpose

- Traditional changeout programs based on retailer rebate incentives
- Success limited by high cost of new stove
- **SW PA program to demonstrate a new changeout model for low income homeowners**



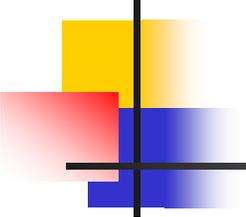
Method

- SW PA to **leverage** \$100,000 EPA grant to purchase large number of new wood burning appliances for qualified applicants



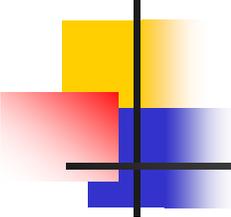
Goals

- **250 free woodstoves to low income applicants**
(\$500,000)
- 750 discounted woodstoves to others



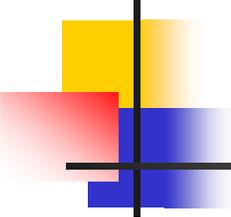
Initial Financial Support

- **\$100,000 EPA grant (intended to leverage additional local support)**
- **\$80,000 local support through ACHD grant**
- **HPBA support through retailer discounts and manufacturer rebates (5-10%)**
- **In-kind support of ACHD, SW Air Quality Partnership and PA DEP.**



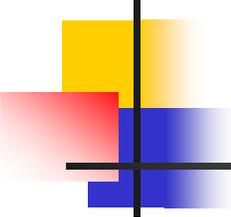
Challenges

- **Raising funds from foundations**
- **Developing the changeout mechanics**
 - **Determining 'low income' status with help of welfare and WIC offices**
 - **Directions for retailers to follow**
 - **Directions for low income applicants to follow**
 - **Communicating with the three different sectors above**



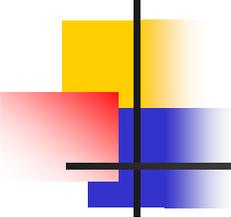
Funding Realities

- In the end, no foundation funding acquired
- Initial government grants fund 70 free woodstoves @ \$2000 each
- 5-20% discounts from HPBA for non low-income customers



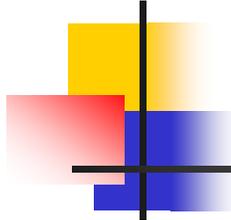
Low Income Determinations

- PA Depts of Welfare & Health and ACHD WIC partner for low income determinations
- Applicants eligible if receiving assistance from any of four programs:
 - Food stamps
 - Medical assistance
 - LIHEAP
 - WIC



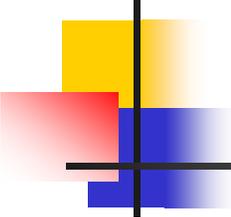
Kickoff Event

- Thursday, Sept 29, 2005 w/U.S. EPA Regional Administrator
- Working woodstoves displayed
- Media coverage – print, radio, TV



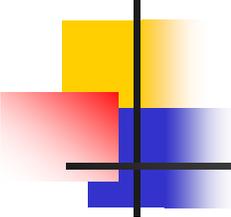
Public Response

- Several hundred phone calls received
- Weekend calls overwhelm voice mail
- High call volume first week, slows with time
- 3000 calls taken during 5 week program



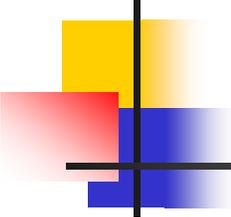
Low Income Applicants

- 137 low income applicants
- Money for approx 70 to receive free stove or insert
- Last low income application received Nov 3
- 66 placed on waiting list



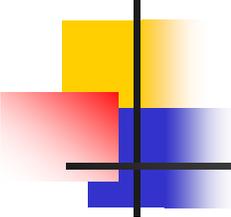
Low Income Program Status

- Installations proceeding, some applicants dropping out
- For the first 71 applicants:
 - 42 have had estimates authorized worth \$86,290.
 - Installations for 34 of these 42 have been completed.
 - 25 applicants have dropped out of the program:
 - 15 declined to pay the overage
 - 10 dropped out because stove did not quality or other reasons
 - 4 estimates have yet to be received from the retailers.



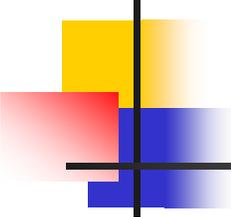
Waiting List

- Address waiting list as soon as ACHD contract is finalized



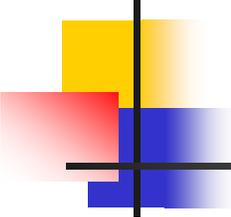
Program Difficulties Encountered

- Inability to develop any funding partners beyond EPA and ACHD
- Higher than expected cost for free woodstoves - \$2000/stove did not cover entire cost of stove and installation
- Operating a woodstove changeout program during the retailers' busy autumn season (during a particularly busy year)



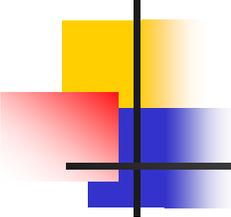
Program Difficulties Encountered

- Insufficient public education about the program
 - Some low income applicants did not understand the program required an “exchange”
 - Needed to emphasize \$2000 limit per “free” stove
 - Needed to emphasize program applied to stoves and inserts only, not furnaces and heatilators
- Insufficient phone answering capacity and should have had pre-recorded message describing the program



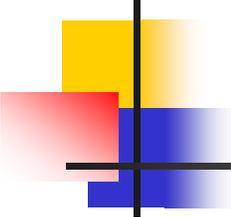
Program Difficulties Encountered

- Low income eligibility determination more cumbersome than desired
 - Applicants had to visit Welfare or WIC office to get "Certificate of Eligibility"
 - Some offices were not up to speed on the program or did not have forms
 - Had to use LIHEAP eligibility from previous year
- Potential for truly low income person to be ineligible if not served by one of the four assistance programs
- Low income renters could acquire free stove for installation in non low income landlord's property



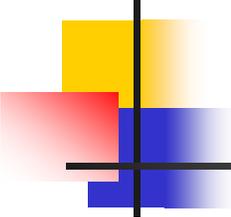
Program Difficulties Encountered

- Difficult for retailers to determine if a “working” stove exists or just something moved into the house to get a free unit
- Needed to more carefully define what a qualifying stove is, i.e.,
 - Non-EPA certified, installed, working during last heating season, not a furnace, not a heatilator, not a coal stove
 - Consider disqualifying stoves in the garage or “gameroom”
 - Consider limiting eligibility to stoves that are the primary heat source
 - Consider stoves in mobile homes – retailers found stoves outside waiting to be moved inside for the winter, making it difficult to prove “existing” status



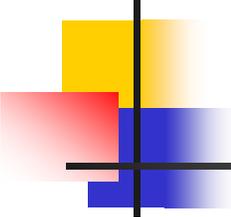
Program Difficulties Encountered

- Program required professional installation by retailer
- Installation costs could be up to \$750
- Some low income applicants claimed the installation was simple enough for them to perform and were frustrated and angered when they had to pay for overages resulting from installation fees



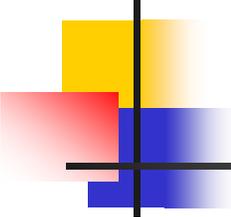
Program Difficulties Encountered

- Retailers were in their busy season
- Particularly busy year, stove shortages, long wait times for program customers
- Some retailers did not realize that they must install the stove
- Program needed to define a “basic” low cost stove to meet the heating needs without any frills



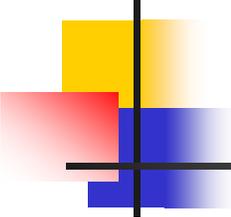
Program Difficulties Encountered

- Retailers sometimes put in difficult position of informing low income applicant that stove did not qualify
- Some retailers did not realize that they must install the stove and let customer cash and carry.



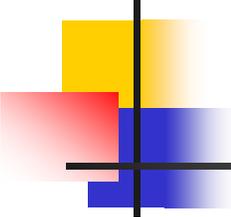
Program Difficulties Encountered

- Retailers sometimes found it impossible to stay under the \$2000 allocation per stove for low income applicants, who either paid or dropped out
- Program/Retailers need to define a “basic” low cost stove to meet the heating needs without any frills
- 50 – 75% of applicants needed new chimneys, ranging from \$1000-\$1500. Retailers needed more pricing flexibility to ensure safe installation



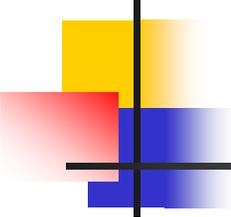
Program Difficulties Encountered

- No revenue was generated from recycled stoves
- Not all recyclers were aware of the program



The Discount Program

- About 115 discount stoves sold
- Retailers reported that shops were busy without the program
- Retailers suggested emphasizing the benefits of high efficiency stoves, i.e., less wood burned (saving money)



Questions/Contact Information

- If you have any questions, please feel free to contact me.
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- *Fax: 412-578-8144*
- *EMAIL: tlattner@achd.net <mailto:tlattner@achd.net>*