

APPENDIX D

Weatherization & CDBG pathway.

Two contracting opportunities for small developers and contractors. Both stabilize cash flow and build relationships that lead to off-market acquisitions.

IMPORTANT CLARIFICATION

These are **different programs run by different state agencies**. MSHDA administers CDBG / MI Neighborhood for non-entitlement communities. MDHHS administers the Weatherization Assistance Program through local Community Action Agencies (CAAs).

Two programs at a glance.

PROGRAM	WHAT IT FUNDS	ADMINISTRATOR	AWARDED BY
WEATHERIZATION (WAP)	Free energy efficiency upgrades for income-eligible households	MDHHS	Community Action Agencies
CDBG / MI NEIGHBORHOOD	Housing rehab, demo/reconstruct, infrastructure in non-entitlement areas	MSHDA	Cities, townships, counties

Preferred contractor pathway.

BUSINESS SETUP & INSURANCE

- ☐ Registered Michigan business entity
- ☐ Michigan Residential Builder license
- ☐ Workers comp for any W-2 staff
- ☐ EIN issued
- ☐ General liability insurance (\$1M+ common)

VENDOR REGISTRATIONS & CERTIFICATIONS

- ☐ SIGMA VSS for state bids
- ☐ EPA RRP Certified Renovator
- ☐ BPI Building Analyst
- ☐ BidNet / MITN for local RFPs
- ☐ EPA Lead-Safe Firm
- ☐ BPI Envelope Professional

WHY IT MATTERS

Smooths cash flow between flips. Builds relationships with municipal staff who first learn about distressed properties. Opens the door to MSHDA's broader developer programs (LIHTC, MI Neighborhood, Housing Resource Funds).