

Exercise #5 : Referrals and Upselling Opportunities

Issue	Possible Referral (Circle applicable)	Local Organization	Local Contacts	Upselling Opportunity ?
Lead	State lead office HUD lead grantee Local lead program			
Asbestos	State asbestos office			
Radon	State radon official www.epa.gov/iaq/whereyoulive.html			
Pests	Local rodent control Qualitypro IPM contractor			
Asthma	State asthma program Local health officer			
Extensive Rehab	State or local housing agency (administering HOME Repair, LIHEAP, other funds) Community Action Programs Community based organization Local contractors			
Injury Risks	Local or State programs (e.g., Council on Aging) Community based organizations			
Mechanical System Upgrades	LIHEAP, Utility programs Community based organization Contractors			
Other				

Note: www.hhcontractors.org is a web site that identified firms and individuals with third party credentials relevant to healthy housing assessments and remediation.