



Delaware
Sustainable
Energy Utility



2014 Annual Report



DESEU VISION AND MISSION STATEMENT

Delaware Sustainable Energy Utility Vision Statement

The Delaware Sustainable Energy Utility (DESEU) will be the leading organization in the State of Delaware that offers cost effective opportunities for energy savings, creates new markets for customer-sited renewable energy generation and reduces environmental impacts of energy production and use.

The DESEU's efforts will build jobs in Delaware, improve our national security, support the local economy, improve energy reliability and protect Delaware from the damaging effects of volatile energy prices. The DESEU will accomplish this by utilizing both its authority granted by the State of Delaware and private sector entrepreneurial strategies.

Respected as an accountable, transparent, effective and nimble non-profit organization, the DESEU operates at the highest standards recognized in its industry.

Delaware Sustainable Energy Utility Mission Statement

Delaware Sustainable Energy Utility, a 501 (c) 3 non-profit organization, serves Delawareans by promoting the use of affordable, reliable clean energy and energy efficiency initiatives. The DESEU operates as the premier one-stop-shop for connecting and empowering energy consumers with the resources to reduce costs, improve the environment and ensure energy independence for future generations.

The DESEU develops and implements energy efficient solutions, clean energy and air pollution reduction programs. These programs include funding, financing, and educational programs. In addition, we provide highly valuable technical and financial services to our clientele so that they can make informed decisions regarding their energy future.

The DESEU offers our programs by fully utilizing the authority granted by the State of Delaware to issue tax-exempt bonds, invest Regional Greenhouse Gas Initiative (RGGI) funds, bank solar renewable energy credits (SRECs), and most recently offer programs funded by Delaware energy providers. The DESEU also utilizes private sector entrepreneurial strategies.

The DESEU focuses on building relationships with residents and businesses so that they are motivated to use less energy, generate clean energy and reduce harmful emissions. We serve people of all incomes and housing styles. We serve businesses, industries and institutions from all sectors. We apply our programs to new construction projects, the rehabilitation of existing buildings, transportation projects and innovative technologies.

A LETTER FROM THE CHAIRMAN AND EXECUTIVE DIRECTOR



State Senator Harris B. McDowell III



DESEU Executive Director Tony DePrima

Dear Delawareans,

The year 2014 was one of substantial progress and a number of firsts for the Delaware Sustainable Energy Utility. The successful implementation of several new Energize Delaware programs and the development of our first long term strategic plan position us perfectly for future growth. In addition the Oversight Board approved several new policies establishing guidelines for both internal and external operations. Overall, the DESEU's operations, competitive posture and foundation for cost-effective growth are much stronger today than a year ago.

This, our first Annual Report, includes a page dedicated to each of our energy saving programs with supporting data and testimonials from clients and contractors. Alongside our annual financial statement, we've included pages dedicated to our comprehensive strategic plan, our renovated website, Oversight Board, mission and values.

The DESEU has achieved several ambitious goals for fiscal year 2014, including:

- First comprehensive strategic plan
- First audited financial statements
- First \$1,000,000 energy efficiency loan
- First set of comprehensive adopted corporate policies to insure confidence and accountability: credit card, record retention, internal financial controls, whistleblower, and customer confidentiality policies

- Completed a Saving Analysis of the successful 2011 Energy Efficiency Bond program that shows the projects funded more energy savings per capita than any other state in one year
- New program alliances with:
 - » The Delaware Valley Green Building Council
 - » University of Delaware's Industrial Assessment Center
 - » Delaware Division of Energy and Climate

The Delaware Sustainable Energy Utility is excited to serve Delaware businesses, non-profits, state agencies, local governments and residents with Energize Delaware programs designed to mitigate upfront financial risks through long term savings. We are dedicated to the goals of creating green jobs while diminishing pollution, saving our customers money and reducing dependence on foreign oil. With our continued funding mechanisms, we will add more sustainable energy programs in 2015 providing real value for Delawareans.

Sincerely,

Sen. Harris B. McDowell III
Chairman

Anthony J. DePrima
Executive Director

“2014 has been a year of firsts and new relationships for the DESEU.”

Tony DePrima
Executive Director

2014 DESEU ACCOMPLISHMENTS



The Delaware Sustainable Energy Utility (DESEU) and its Energize Delaware programs are providing energy savings for Delawareans contributing directly to their bottom line, lowering operating costs making more money available for expansion and jobs – all while lowering greenhouse gas emissions.

We are proud of the progress we've made during the 2014 fiscal year. Several ambitious goals including innovative program launches and partnerships have been accomplished, all designed to save energy, reduce harmful air emissions, create green jobs in Delaware, and insure confidence and accountability. In 2014 the DESEU strategically positioned itself to become the single source for energy saving and clean energy programs in Delaware.

Here are some of our 2014 accomplishments:

- **First comprehensive strategic plan**

The new plan charts the future course for growth and new sustainable energy programs for homes, businesses, governmental buildings and non-profits. In addition, the new plan includes the organization's mission, vision, strategic priorities, goals and key objectives. See page 3 for more information.

- **First audited financial statements**

Performed by the accounting firm Whisman, Giordano & Associates, LLC, the audit ensures the financial statements prepared by the DESEU's management are fairly presented and conform to accepted accounting principles. To provide openness and transparency, this audit is available to the general public via download from our website. See page 16 for more information.

- **Major upgrades to our website, www.energizedelaware.org**

The DESEU's website underwent a complete renovation. In order to align our site with our current program offerings, we've made it user-friendly by including up-to-date information. See page 4 for more information.

- **Completed savings analysis of the successful 2011 Energy Performance Bond projects**

In 2011 the DESEU issued the first ever energy efficiency revenue bonds that financed \$72.5 million dollars in energy savings performance contracts for state agencies, Delaware State University and DelTech. By 2014 most of the projects were completed or near completion. A study done with University of Delaware graduate interns determined that first year energy savings were on track. The first phase of the study confirmed that energy savings were 3% more than originally guaranteed. See page 12 for more information.

- **Re-launched our Revolving Loan Fund**

In 2014 the DESEU re-launched its low interest loan program and started big with a \$1,000,000 loan toward energy improvements at 1105 N. Market Street in Wilmington. It is estimated the

project will save over \$4 million in energy costs over the life of the project, and reduce carbon emissions by 820 metric tons. Our first low interest loan of \$499,999 was provided for a 205 KW ground mounted solar array in Wilmington. The solar energy generated will reduce carbon emissions by 4,881 metric tons over the lifetime of the project. See page 7 for more information.

- **Re-launched the Home Performance with Energy Star program**

Serving as the flagship for our Energize Delaware initiative, this popular program combines low cost energy audits, rebates for energy improvements and low interest loan financing to encourage Delawareans to save energy. See Page 6 for more information.

- **Adopted comprehensive corporate policies**

A comprehensive set of corporate policies have been adopted to ensure confidence and accountability. These include the use of credit cards, record retention, internal financial controls, whistle blower protection and customer confidentiality policies.

Rounding out our list of achievements for 2014, the DESEU has built tactical alliances with various organizations to bring our Energize Delaware programs to market. These include:

- **The Delaware Valley Green Building Council**

Assists in our Pathways to Green Schools Program for energy efficiency in Delaware's schools. See page 11 for more information.

- **UD Industrial Assessment Center (IAC)**

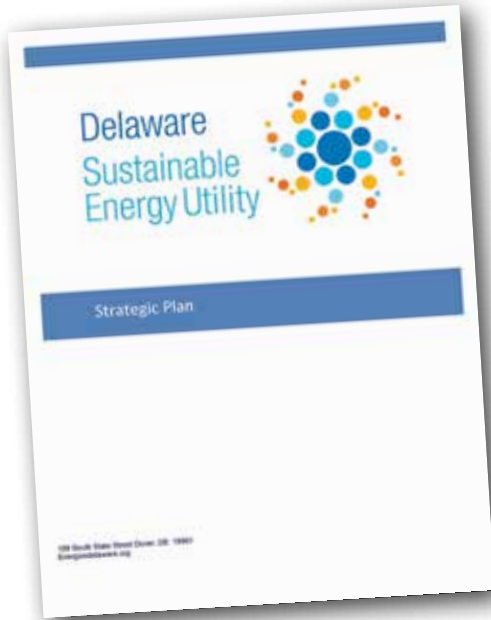
Provides energy audits and energy savings recommendations by University of Delaware engineers for our Revolving Loan Program. See pages 7 and 10 for more information.

- **Delaware Division of Energy and Climate**

Working with the Division, the DESEU set up the GreenGrantDelaware.com website that serves as the on-line application portal for the Delaware Green Energy Grant, the Solar Renewable Energy Credit (SREC) Upfront Purchase Program and the Commercial Solar Thermal and Geothermal Grant program.

As we move into fiscal year 2015, the DESEU will build on the successes of our existing Energize Delaware programs and launch new programs based on market demand. We are extremely proud of the achievements that have become the touchstone of our success in 2014.

Long Term Strategic Plan



Between December 2013 and May of 2014, the DESEU Oversight Board, its Executive Director, program staff and program partners worked together to establish the DESEU's first comprehensive Strategic Plan. Internal and external evaluations were conducted utilizing a structured planning method known as a SWOT analysis. This analysis revealed key strengths, weaknesses, opportunities and threats.

The planning process was thorough and inclusive. Two public workshops were held, both upstate and downstate, to facilitate public comment as well as a focus group component. Subsequently, there was an open comment period where numerous letters, remarks and observations were received and considered.

On January 15, 2015 the Strategic Plan for 2015 and beyond was

finalized and adopted by the Oversight Board. This document is a result of the DESEU's first major strategic planning effort under its new management structure. The new plan charts the future course for growth and new sustainable energy programs for homes, businesses, governmental buildings and non-profits. In addition, the new plan includes the organization's mission, vision, strategic priorities, goals, and key objectives.

Based on research and conclusions that were revealed during the planning process, the DESEU Strategic plan lays out five core initiatives:

1. Encourage State owned/funded facilities to reduce energy costs by making state-owned facilities more energy efficient.

2. Increase and diversify program offerings to match the varied needs of the marketplace with a focus on residential energy efficiency projects.
3. Increase public awareness of the benefits and resources associated with energy conservation and renewable energy.
4. Increase organizational capacity in marketing/communications to enable the expansion and support of public engagement and educational initiatives.
5. Build a high performance organization so that the DESEU illustrates its worth to the public, thus assuring public confidence in the DESEU.

The final adopted plan includes mechanisms for:

- Evaluation, Verification and Measurement Reporting
- Education, Marketing, and Communications
- Establishment of long-term performance targets for the DESEU and targets for each program based on potential energy savings and clean energy deployment so that the DESEU performance can be measured and reported

The Strategic Plan provides the blueprint for success of the DESEU activities and programs.

Our New Website: EnergizeDelaware.org

On January 9, 2015, the Delaware Sustainable Energy Utility launched a complete renovation of its fully-featured website www.energizedelaware.org. The new site has extensive, updated content including a new home page with easy to use links to each of its Energize Delaware programs.

The new DESEU website offers a clean, modern design, easy-to-navigate functionality, and a content-rich site experience. Features of the new site include:

- The site has been redesigned with an improved spacious layout, including more intuitive navigation and a standardized menu structure
- Mobile-friendly dynamic framework
- A rotating, interactive news feed that will be regularly updated
- A simplified home page with large, graphic icons that link to each of the Energize Delaware programs as well as legend indicating which market sectors are served
- Updated, detailed information about new Energize Delaware programs with links and instructions on how to enroll

The site includes valuable program information to help customers understand Energize Delaware's energy saving solutions. Technical data, videos and case studies work together to provide a detailed overview of Energize Delaware's programs across a wide range of sectors, including homes, businesses, non-profit organizations, government agencies and schools.





An initiative of Delaware's Sustainable Energy Utility

2014 PROGRAMS

2014 ENERGIZE DELAWARE PROGRAM LIST

PROGRAM	MARKETS SERVED
• Home Performance with Energy Star	Homeowners
• Energize Delaware Revolving Loan Fund	Businesses; non-profits
• SREC Upfront Purchase program	Businesses; non-profits; schools; government
• Green for Green program	Homeowners
• Energy Assessments for Non-Profits and Government	Non-profits; government
• Pathways to Green Schools	Schools
• Energy Savings Performance Contracting and Bond Financing	Non-profits; schools; government
• Annual SREC Procurement Auction	Businesses; non-profits; schools; government

Home Performance with Energy Star Program



The Home Performance with ENERGY STAR Program is a whole-house approach to improving comfort and safety in the home, while saving on their utility costs. Delaware homeowners learn ways to improve the energy efficiency of their homes through completion of a subsidized, comprehensive home energy audit performed by certified participating contractors.

After the audit, homeowners can make the recommended energy-saving improvements and take advantage of rebates that make the upgrade projects much more affordable. Homeowners also receive the following energy-saving items (up to a \$220 value) at no additional cost: light bulbs,

shower heads, faucet aerators, pipe insulation and smart power strips. Additionally, qualifying homeowners may also receive special 5.99% financing for energy-saving home improvements, up to \$15,000, through AFC First.

Program Start	May 2014	Annual Energy Savings	\$36,450
Participating Households	364	Lifetime Energy Savings	\$484,606
Rebates Awarded	\$207,468		
Total Program Cost	\$1,039,146*		

*includes startup year expenses

MARGARET & DAVID CASSLING'S HOME



Homeowner Margaret Cassling discovered the cause of her home's draftiness when she scheduled a home energy audit through Energize Delaware's Home Performance with ENERGY STAR® Program.

"The main thing the audit revealed was air leaks and draftiness all around the house," Margaret says. Using state-of-the-art diagnostic equipment, the energy audit revealed the sources of the Casslings' discomfort, while making specific recommendations to alleviate the discomfort and high energy bills.

Following the guidance of her Energize Delaware advisor, Margaret contacted a program-approved, Building Performance Institute-certified contractor to air seal and add insulation to her

home. After sealing air leaks throughout the home, the contractor added insulation in the attic, installed a sealed and insulated attic pull-down ladder cover, and insulated and vented two bathroom exhaust fans to the outside so the moisture wouldn't rot the roof deck. In the end, the insulation and air sealing reduced air leakage by 47%.

The Casslings received a rebate from Energize Delaware for \$2,170, covering nearly half the cost of the entire project. Financially, the project is expected to pay for itself within five years.

Another benefit: The Casslings' monthly energy bill is half what it was last year.

Energize Delaware Revolving Loan Fund



The Revolving Loan Fund objective is to encourage the adoption and installation of end-user energy efficiency processes and customer-sited renewable generation and greenhouse gas emission measures. The result is lower customer bills and reduced environmental impact.

Eligible activities include the installation of measures in or on a building or site owned or leased by the applicant. Eligible activities include: Conducting an investment-grade energy efficiency audit, energy savings improvements, clean energy systems and required code-related repair and health and

safety measures to secure the energy savings of the project.

Savings over the life of the project must be greater than the investment including financing. With this cash positive financing, annual energy savings exceed the amount of the loan payments.

Program Start.....	2011
Applications Received	3
Value of Loan Applications	\$1,877,260
Loans Closed	1

Value of Closed/Completed Loans	\$1,000,000
Annual Energy Savings Completed Project ..	\$197,959
Completed Projects Energy Savings*	\$4,043,566

*Lifetime

1201 NORTH MARKET STREET



“We were fortunate enough to have received the very first loan approved by the DESEU’s Revolving Loan Program. That enabled us to install energy efficient equipment for our new fiber optic data center at 1201 North Market Street in Wilmington. The DESEU was competent, responsive and a pleasure to work with. Because this was such a positive experience, we are exploring additional energy saving projects that will be funded through the DESEU. Overall, this is a great program for Delaware. It’s a job generator! The revolving loan program will provide continuous funding for more of these initiatives.”

- Scott Johnson, Partner, The McConnell Johnson Companies

Solar Renewable Energy Credit Upfront Purchase Program



This program is open to all Delawareans wanting to install new 50 KW or less photo voltaic (PV) solar systems.

This program provides an upfront payment of \$.45/watt (\$450/KW) in exchange for the first 20 years of solar renewable energy credits (SRECs) created by the system.

This program is initially funded at \$1.5 million per year for two years in an effort to encourage small PV construction projects in Delaware to support local green jobs.

Program Start.....	August 2014	Annual Value of Solar Production.....	\$11,645
Number of System Enrolled.....	7	Lifetime Value of Solar Production.....	\$233,996
Total SREC Purchase Costs.....	\$28,902	Program Funds Reserved	\$527,900
KW of Enrolled Systems	64		
Annual Tons of Air Emissions Avoided	63		

CLEAN ENERGY USA



“The SREC Up-front Purchase Program has proven to be the best tool to date for simplifying the shift to solar energy. It’s a win-win all around – for consumers, installers, end users and the DESEU. When someone enters into the program, they can go to sleep at night knowing exactly what they’ll get. The process is simple, the costs and benefits are known up front and everyone has peace of mind. The SREC Upfront Purchase Program has delivered on its environmental goals at a minimal expense, driving more demand for solar energy.”

- John Sertich, Clean Energy USA

Green for Green Program



The Green for Green Program offers Delaware’s new home buyers rebates between \$1,000 to \$4,500 for homes upgraded to national standards for energy efficiency, water conservation, indoor air quality, building materials and other conservation-oriented, energy-saving features.

Homeowners can save from \$21 to \$47 a month on average, or up to 36 percent, on an average monthly electric bill. Developed jointly with the Home Builders Association of Delaware, the rebate is available for homes in Delaware’s designated growth areas and is applied for through a participating home builder. To qualify for a rebate, candidates

need to build a home that conforms to one of the national certification program standards. There are three standards to choose from, including the Standard National Green Building Homes, Standard LEED Homes, Resnet or Energy Star 3.0 with HERS Rating.

Program Start	2013	Annual Energy Savings	\$124,371
Participating Households.....	129	Lifetime Energy Savings	\$2,487,420
Active Home Builders	6 Profit; 1 Non-profit	Tons of Air Emissions Avoided.....	568
Rebates\Incentives Awarded	\$412,500	Total Program Funding	\$465,995

HOME BUILDERS ASSOCIATION OF DELAWARE



“The Delaware Green for Green program has fostered local market demand for high-performing third-party certified green newly built homes. Home buyers receive a significant cash incentive through the program and a healthier more efficient home. This encourages new home building which benefits our members and the economy as each new home built generates three permanent new jobs.”

- Howard Fortunato, C.G.P., Executive Vice President, Home Builders Association of Delaware

Energy Assessments for Non-profits and Government



The DESEU recently partnered with the University of Delaware’s award-winning Industrial Assessment Center (IAC) to fund energy assessments for non-residential buildings operated by non-profits and government agencies in Delaware.

The energy audits are done by University of Delaware graduate students under the supervision of the IAC directors. The program offers energy savings solutions for a wide variety of buildings including senior centers, community

centers, churches, municipal buildings and firehouses. Savings between 20% and 30% are typically found after the installation of recommended upgrades.

Program Start	2013	Tons of Air Emissions Avoidance Found	3835
Participating Nonprofits	14	Total Program Funding	\$64,540
Annual Energy Savings Found	\$551,013		
Lifetime Energy Savings Found	\$11,020,260		

KENT-SUSSEX INDUSTRIES



“The team was professional and thorough. They provided actionable recommendations that could save us up to \$14K annually. Every dollar we save goes directly to helping us fulfill our mission of providing employment for people with disabilities.”

- Craig Crouch, Chief Executive Officer, Kent-Sussex Industries, Inc.

Pathways to Green Schools



The DESEU and the Delaware Valley Green Building Council have teamed up to reduce energy costs and foster the growth of sustainability initiatives in Delaware's Schools.

In this DESEU funded program, eight schools were selected to receive a University of Delaware Industrial Assessment Center (IAC) energy audit. The schools were provided guidance on using Energy Star Portfolio Manager as well as guidance on implementing two to four environmental

and health education programs for students. Schools that complete the program receive monetary achievement awards from the DESEU of \$1,000 and the school that saves the most energy receives a \$10,000 grand prize.

Program Started	2014	Annual Energy Savings Found	\$399,811
Participating Schools	9	Lifetime Energy Savings Found	\$7,996,220
Schools Enrolled in Portfolio Manager	6	Tons of Air Emissions Avoidance Found	2254
School Audits Complete	7	Total Program Funding	\$66,000
Schools Received Awards	6		

MT. PLEASANT ELEMENTARY SCHOOL



"The DE Pathways to Green Schools program provides an excellent framework for schools to initiate and realize their environmental goals. With this support, Mt. Pleasant Elementary School was able to become a more environmentally responsible member of the community. As a result of our participation in this program, we were selected as one of Delaware's three Green Ribbon Schools this year. We would never have been able to do this work without Energize Delaware's Pathways to Green Schools program."

– Wendy Turner, 2nd Grade Teacher

Energy Savings Performance Contracting and Bond Financing



The DESEU has unique authority to issue tax exempt bonds to finance Energy Saving Performance Contracts (ESPC). Available to public agencies and schools, ESPC's use utility cost savings to finance construction through pre-qualified Energy Services Companies (ESCOs) that offer guaranteed energy savings.

In 2011, a \$72.5 million bond was issued to finance energy saving improvements in state facilities including offices, prisons, academic buildings and dormitories. The first of its kind in the country, these projects guaranteed \$148 million in energy savings. The majority of the 950 construction jobs created went to Delawareans. By the end of 2014

seven projects were operational for nearly a year. Analyzing post construction savings, the DESEU and the UD Center for Energy and Environmental Policy found their projected energy savings were exceeded by 3% the first year.

Program Start.....	2011	Total Construction Value.....	\$75,100,000
Number of Contracted State Agencies.....	8	Guaranteed Energy Savings.....	\$148,000,000
Overall Financing Interest Rate	4.07%	Tons of Air Emissions Avoided.....	22,000
Bond Term.....	20 Years		

DEPARTMENT OF CORRECTIONS



“Working with the DESEU was a great experience. Senator Harris B. McDowell III had the foresight to author legislation that provided a framework for the development and financing of Guaranteed Energy Savings Contracts used by state and other Delaware agencies. The contractor developed a variety of energy conservation measures that made operational, energy and financial sense. Although the project is just reaching completion, it looks like energy and utility savings will exceed our expectations. The bottom line: The DESEU made this possible and they did it in a way that encourages us to continue the process in the remainder of Department of Corrections institutions and facilities.”

– Bob Furman, Delaware Department of Corrections

Annual SREC Procurement Auction



In 2014 the third annual Solar Renewable Energy Credits (SREC) auction was held. The DESEU manages the auction on behalf of Delmarva Power in accordance with rules set by the Delaware Public Service Commission. The purpose of the auction is to provide a market mechanism for solar system owners in Delaware to sell their SRECs through long term contracts to Delmarva Power. The auction is also designed to protect Delmarva ratepayers from above market SREC pricing. Delmarva Power is the largest procurer of SRECs in Delaware.

Delmarva Power selected the DESEU to operate the program and plans to run at least one solicitation each spring as an online auction in order to fulfill its long-term SREC needs. Facilities that qualify as having been built with either Delaware labor or Delaware manufactured parts may be granted an SREC bonus of 10% for each qualification. For example, a facility that qualifies as having been built with Delaware labor may be granted the equivalent of 10%

SREC bonus for every SREC produced. A facility that is certified as having been built with both Delaware parts and labor is qualified for a 20% bonus for every SREC produced.

Program Started.....	2012
Auction Bids Received	296
SRECs Bid into Auction	5293
Value of all SREC Transactions	\$3,864,609

HAY ROAD SOLAR PROJECT



“The DESEU through both the SREC Procurement Auction and the Upfront Purchase Program has removed the largest barrier to the adoption of solar, namely the volatility of the SREC market. The Hay Road Landfill project, made possible by the 2014 procurement created 33 full time skilled trades’ jobs as well as technical support people and another 18 temporary construction jobs and brought over \$2.2 million in revenue to the state. The DESEU SREC programs are both efficiently run and straightforward in design. Outreach by the DESEU has been outstanding, ensuring the programs are widely disseminated. The DESEU has maximized the impact of solar employment and investment while keeping ratepayer impact to a minimum.”

- Dale W. Davis, President, CMI Solar & Electric

Energize Delaware Program Results

Energy Savings Data

Program	Energy Savings Annual	Energy Savings Lifetime	Gross Energy Savings (MMBTU) Annual	Gross Energy Savings (MMBTU) Lifetime	Gross Energy Savings (MMBTU) Lifetime
Green for Green	\$ 124,371.00	\$ 2,487,420	3,268	65,362	568
Home Performance	36,451.00	484,606	1,374	20,188	213
Jobs	N/A	N/A			
Revolving Loan	197,960.00	4,043,567	4,182	82,340	825
SREC Purchase	N/A	N/A	336	1,970	74
Total Savings	\$ 358,782	\$ 7,015,593	9,160	169,860	1,680

Savings Found through Energy Audits

Program	Potential Energy Savings (\$) Annual	Potential Energy Savings (\$) Lifetime	Potential Gross Energy Savings (MMBTU) Annual	Potential Gross Energy Savings (MMBTU) Lifetime	Annual Emissions Avoided* Metric Tons
Energy Audits for Non Profits	\$ 551,013	\$ 11,020,260	28,975	579,493	3,836
Pathway to Green Schools	399,811	7,996,220	16,676	333,526	2,255
Home Performance Audits	31,891	186,214	981	6,014	179
Total Savings	\$ 982,715	\$ 19,202,694	46,632	919,033	6,270

*The emissions avoided include CO₂, SO₂ and NO_x emissions.

Looking Forward

For 2015 and beyond, a number of new Energize Delaware initiatives are in the works, as well as the continuance of successful existing programs.

- **Home Performance for Delaware Downtown Development Districts** – To support downtown revitalization efforts throughout Delaware, special energy-saving opportunities are available in Seaford, Dover and Wilmington—the three towns recently designated by Governor Markell as Delaware’s first Downtown Development Districts. Homeowners and commercial establishments in the three urban centers qualify for a lower cost energy audit and higher rebates for making energy upgrades.
- **Pre-Weatherization Assistance program** – Managed by Catholic Charities and funded by the DESEU, the program will serve people whose family incomes are 200% or less of the federal poverty level. The program focuses on having homes prepared to participate in the State’s Weatherization Assistance Program (WAP). The WAP program defers many qualified applicants because their home has other “non-qualifying” repairs needed. The Pre-Weatherization Assistance Program would fund those improvements so that homes could proceed with the State’s Federal funded WAP program.
- **Assisted Home Performance Program** – Offering lower cost audits and higher rebates this program serves Delawareans who fall into an income bracket left unserved by Delaware’s WAP program and can’t afford the standard Home Performance Program.
- **Faith Efficiency Program** – In partnership with Delaware Interfaith Power and Light (DeIPL) the Faith Efficiency program will identify and engage houses of worship in New Castle, Sussex and Kent counties in order to provide affordable energy-saving solutions including energy audits, remediation solutions and energy education.
- **Solar Resiliency Pilot Program** – This program will assist selected schools and emergency facilities to install a solar system with a battery backup. With this type of system



the battery will recharge itself from solar energy thereby mitigating the issues seen in recent storms making the facility more resilient, while saving energy and lowering costs.

- **Measurement and Evaluation Process Study** – The DESEU hired Cadmus, a nationally recognized energy consulting firm, to help the DESEU establish program targets and ensure the necessary functionality is in place to track and measure program performance. This work includes an evaluability assessment; a pilot program evaluation tool; benchmarking; and creating operating and measurement and verification plans.
- **Complete a Green Bank Market Analysis** - A Green Bank is defined as public or quasi-public financing institution that provides low-cost, long-term financing support, to clean low-carbon projects by leveraging public funds through the use of various financial mechanisms to attract private investment. The Coalition for Green Capital, non-profit organization, was contracted to conduct an analysis to determine what opportunities and barriers exist in Delaware to form a “Delaware Green Bank” as a supporting DESEU subsidiary.
- **Zero Net Energy Manufactured Housing Pilot Program Study** - In 2014 VEIC was hired to study the concept of Zero Net Energy Modular Homes (ZNEMH) as an energy efficient housing option for low and moderate income Delawareans. A ZNEMH is an affordable home sized to replace a single-wide manufactured unit that produces as much energy through solar power as it uses annually. The study concluded that there is a sufficient market to justify the costs of a pilot program. Based on these conclusions the DESEU decided to move forward with Phase Two and develop a pilot program design for replacement units for income qualified Delawareans who own their land and manufactured home.

Delaware Sustainable Energy Utility Financial Statement

Below are comprehensive financial statements excerpted from the DESEU fiscal year (ending June 2014) audit performed by the accounting firm of Whisman, Giordano & Associates LLC, Certified Public Accountants, Newark, Delaware. Complete audited statements are available at www.energizedelaware.org.

Balance Sheet as of June 30th, 2014

Assets

Cash and Investments	\$ 25,925,225
Program Receivables	\$ 64,485,651
Program Loans Receivable, net	\$ 79,361
Fixed Assets, net	\$ 2,322,515
Limited Use Assets Held by Trustee	\$ 10,311,000
Total Assets	\$ 103,123,752

Liabilities and Net Assets

Accounts Payable	\$ 1,808,034
Bonds Payable	\$ 69,460,338
Net Assets	\$ 31,855,380
Total Liabilities & Net Assets	\$ 103,123,752

Statement of Revenue and Expenses as of June 30th, 2014

Revenue

Program Service Revenue	\$ 1,839,393
State of Delaware Contract-RGGI	\$ 11,921,542
Other Income	\$ 118,961
Total Revenue	\$ 13,879,896

Expenses

Program Activities	\$ 4,786,506
Support Services	\$ 1,517,605
Total Expenses	\$ 6,304,111
Increase in Net Assets	\$ 7,575,785

Delaware Sustainable Energy Utility Oversight Board & Staff



Senator Harris B. McDowell III
Chair and Co-Founder
Delaware State Senator



Kristopher E. Knight
Treasurer/Secretary
Director of Accounting, State of DE



Dr. Charles Gilbert Wagner, MD
Vice-Chairman
Manufacturer of Energy Devices



David Small
Secretary, DE Dept. of Natural Resources and Environmental Control



W. Charles Paradee III
Delaware House of Representatives



David Bonar
Delaware Public Advocate



Sean Finnigan
Chief of Staff, Delaware House of Representatives



Dr. Syed Ismat Shah
Sr. Policy Fellow at the Institute of Energy and Environment Policy, UD



Pamela Bakerian
Executive Director, Delaware State Farm Bureau



Joseph Schorah
Business Agent, Local 19 Sheetmetal Workers



Nnamdi Chukwuocha
Wilmington City Councilman



Dr. John Byrne
Honorary Member and Co-Founder UD Ctr. for Energy and Environ. Policy



Rob Underwood
Ex-Officio Member
DE Division of Energy and Climate



Tony DePrima
Executive Director



Lisa Gardner
Office Manager



Chu Chu and Alyssa Bruner
University of Delaware Interns

Delaware
Sustainable
Energy Utility



Energize
Delaware



An initiative of Delaware's Sustainable Energy Utility

The Sustainable Energy Utility and Energize Delaware

The **Delaware Sustainable Energy Utility** is a unique non-profit organization offering a one-stop resource through its **Energize Delaware** programs to help residents, businesses, non-profits and government save money through clean energy and efficiency. The DESEU was created in 2007 by the State of Delaware to foster a sustainable energy future.

109 South State Street · Dover, DE 19901 · (302) 883-3048

www.EnergizeDelaware.org

