




## DESEU Program Activity Report – November - December 2018



### Energize Delaware Programs

**Home Energy Counseling & Check-up HEC<sup>2</sup>** - We are launching the Home Energy Counseling & Check-up – HEC<sup>2</sup> in January 2019. This program is designed to empower the economically vulnerable Delaware population by providing high-quality energy education, resources to utility bill payment assistance, and resources to weatherization & energy-related home repair services. For additional information about this program, clients or partners can email or call [HEC2@franklinenergy.com](mailto:HEC2@franklinenergy.com) or call 302-203-6243 ext. 3101.

		
In-Home Energy Check Ups	Energy Conservation Workshops	One-on-One Energy Counseling
<p>A Home Energy Check-up is a home visit to identify ways the client can reduce the amount of energy they use and save money. The client will also receive One-on-One Energy Counseling services including referrals, budget counseling and energy advocacy.</p> <p>After the Check-up, the client will receive a report summarizing important findings, recommended improvements, recommended energy saving programs and the installation of:</p> <ul style="list-style-type: none"> <li>• LED light bulbs</li> <li>• Faucet aerators</li> <li>• Efficient-flow fixed showerheads</li> <li>• Water heater pipe insulation</li> </ul>	<p>Energy Conservation Workshops can be tailored to work in a corporate, community and/or educational setting.</p> <p>There is no cost to host or attend a workshop. At the end of the workshop, attendees will receive a kit of weatherization items to use at home.</p> <ul style="list-style-type: none"> <li>• LED light bulb</li> <li>• LED nightlight</li> <li>• Caulk &amp; caulk gun</li> <li>• Rope caulk</li> <li>• Window insulation kit</li> </ul>	<p>One-on-one counseling is designed to create energy awareness, reduce home energy needs and thereby the need for future energy assistance. These sessions will be available at various "Pop-Up" counseling locations and communities.</p> <p>The client will receive:</p> <ul style="list-style-type: none"> <li>• Low-cost and no-cost tips for improvement</li> <li>• Have a discussion about the impact of their utility bill on their overall household budget</li> <li>• Referrals to energy-related &amp; weatherization programs such as WAP and LIHEAP</li> <li>• <i>If necessary</i>, contact the utility to discuss delinquencies, disconnects, budget billing and/or create payment plan arrangements.</li> </ul>

**ZeMod** – Construction for the ZeMod for the Pleasanton family will start in the factory in January 2019. Anticipated completion and certificate of occupancy for the family is scheduled for early May. The ZeMod home for Ms. Alviset needs to have a Green Appraisal completed. This appraisal and other mortgage approvals for the other clients are currently on hold due to the federal government shutdown and furloughed employees at USDA. Septic design to secure permits are in development to move the Fair model to Harmony Hill, a MHDC community. Site work delays are anticipated due to the wet weather over the past few months. MHDC is moving forward with engineering and design work to get the next level of approvals with conservation districts and others for The Cove/Greenwood Acres, a potential ZeMod development. Data will be entered into the Statewide Energy Savings Database after homes are occupied. Zero Energy Ready Home Certification occurs after home is set on the permanent foundation.

**EEIF for Non-Profits** – The Energy Efficiency Investment Fund for Non-Profits is processing applications at a steady pace. To date, 47 incentive payments have been paid to non-profit organizations totaling \$355,479. Data is being entered in the Statewide Energy Savings Database for this program. DNREC is also utilizing the reporting system for the EEIF projects to be funded by DNREC.

FY 19 SEU Budget for EEIF for Non-Profits	\$500,000
Total Paid in FY 19	\$ 111,851
Total Pre-Approved and under construction (9 projects)	\$ 97,242
Available Funds for FY 19	\$ 290,907

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**Lights On – Seaford Strong** – This campaign is funded by the Delaware Sustainable Energy Utility and the City of Seaford Green Energy Funds. This collective street by street community campaign will educate and empower residents to increase public awareness of criminal activity and demonstrate a unified community approach toward public safety in the City of Seaford neighborhoods. Each resident participating in this campaign pledged in writing to keep their front porch light switch on, encourage their neighbors to participate in the Lights-On campaign and to report any suspicious activity to the Emergency 911 service. They will receive Dusk to Dawn Energy Efficiency LED lights for their front porches and Solar Powered LED Motion Flood lights for their back yards installed through this campaign. 304 homes of the targeted 400 homes have been completed to date.



**Energy Assessments for Non-Profits** – Five energy assessments have been completed so far in FY 19 for non-profit organizations. Most recent assessment was for Rehoboth Beach Fire Stations and the report is currently being drafted. Assessments for several locations of the Newark Fire Dept. are being scheduled. Follow-up meetings are being scheduled to discuss potential incentives through the EEIF for non-profit program and financing available through DESEU low-interest loan program. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments.

Rehoboth Fire Stations No. 1, 2 & 3:



**Affordable Multifamily Housing Program** – New Ecology (NEI) continues to work with clients on various phases of building upgrade designs, review of RFPs and submitted proposals and construction phases for clients with completed audits. Site visits and data collection has also been completed for several applicants and NEI is awaiting feedback from building owners on a path forward. Construction has started at Our Lady of Grace and NEI is providing construction training regarding requirements for ENERGY STAR certification. Discussions are continuing to explore potential a partnership with Delaware State Housing Authority for the DESEU to possibly provide construction financing for energy upgrades above energy code and for energy design and modeling incentives to encourage developers to include more energy efficiency measures when applying for Low-Income Housing Tax Credits. This collaboration would help to streamline the process and reduce the administrative burden for program participants.

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**Faith Efficiencies** – No assessments were completed during this period. The report for St. Stephens Lutheran Church utilizing a team from Del Tech is being finalized. Lisa Locke is also working with other small non-profit organizations for potential assessments and partners for the Windows of Hope program to build interior storm windows. Earth Care Displays for local libraries throughout the state continue to be rotated---this has been well received and very successful. Lisa Locke will also be collaborating with the HEC<sup>2</sup> Program to offer workshops to congregations in communities that have more vulnerable populations that may benefit from the workshops and counseling.

Laurel Library Earth Care Display:



**Energize Delaware Farm Program** - EnSave, our program implementer, is currently working with program applicants for incentives and loans funded through this program. Approved efficiency measures include lighting, radiant heaters, building envelope and ventilation. Loan applicants primarily applied for solar photovoltaic systems; however, several applicants were also approved for energy efficiency measures such as lighting, ceiling insulation, fans and heaters for poultry houses. EnSave is working with applicants to maximize funding resources through the Energize Delaware Farm Program and the NRCS EQIP and RCPP programs to leverage additional resources and install more projects. Solar thermal incentive applications are being submitted by applicants for systems to be installed by IGS. We are evaluating the current incentive levels and contract documents for the solar thermal incentives to minimize the impact on the program budget. Karl Johnson will attend and exhibit at Delaware Ag Week in January 2019.

### Status

Audits complete to date	33	Total Audits complete and in progress	47
Data Collection Scheduled/Completed	2	Loan Applications Submitted through this program	28
Applicants working with Analyst	2	\$ Value of Loans submitted	\$5,469,862
Audits awaiting additional documentation	6	Number of applications received to date	158

RC Willin Farm, Seaford – Audit data collection photos irrigation system





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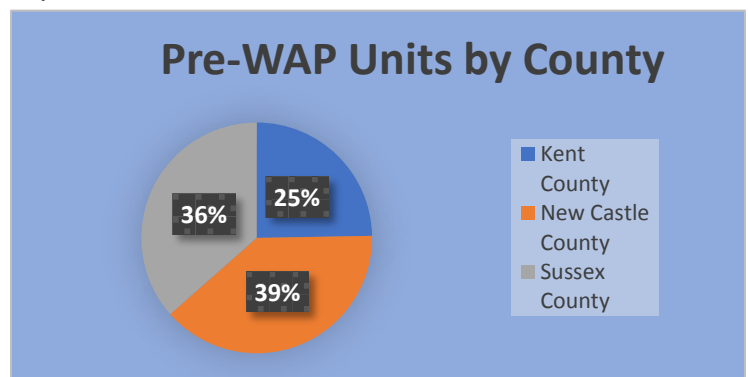
**Pathways to Green Schools Program** –The program is currently working with seven schools this year and completed three full audits and two light audits in November and December. There are three independent schools, one charter school and three public schools. Data from the energy audits is being uploaded into the Energy Orbit and the implementation reports from the one-year post audit follow up is also being entered into the software tracking system.

*Fourth-graders at Lancashire Elementary, Brandywine School District participating in the audit with the assistance of Practical Energy Solutions.*



**Pre-Weatherization Program** - Program is continuing at a steady pace. ECA (Energy Coordinating Agency of Philadelphia) is delivering WAP services in New Castle County and Catholic Charities handles WAP for Kent and Sussex Counties. We are monitoring this program to make sure clients continue to move through to WAP. We are also collecting testimonials and success stories from clients.

Units completed to date Pre-WAP	263
Units completed & through WAP	213
Units completed 2018 calendar year	101
Average cost of repairs per unit	\$3,500
Units in New Castle County	102
Units in Kent County	65
Units in Sussex County	96



### **Energize Delaware Loan Programs:**

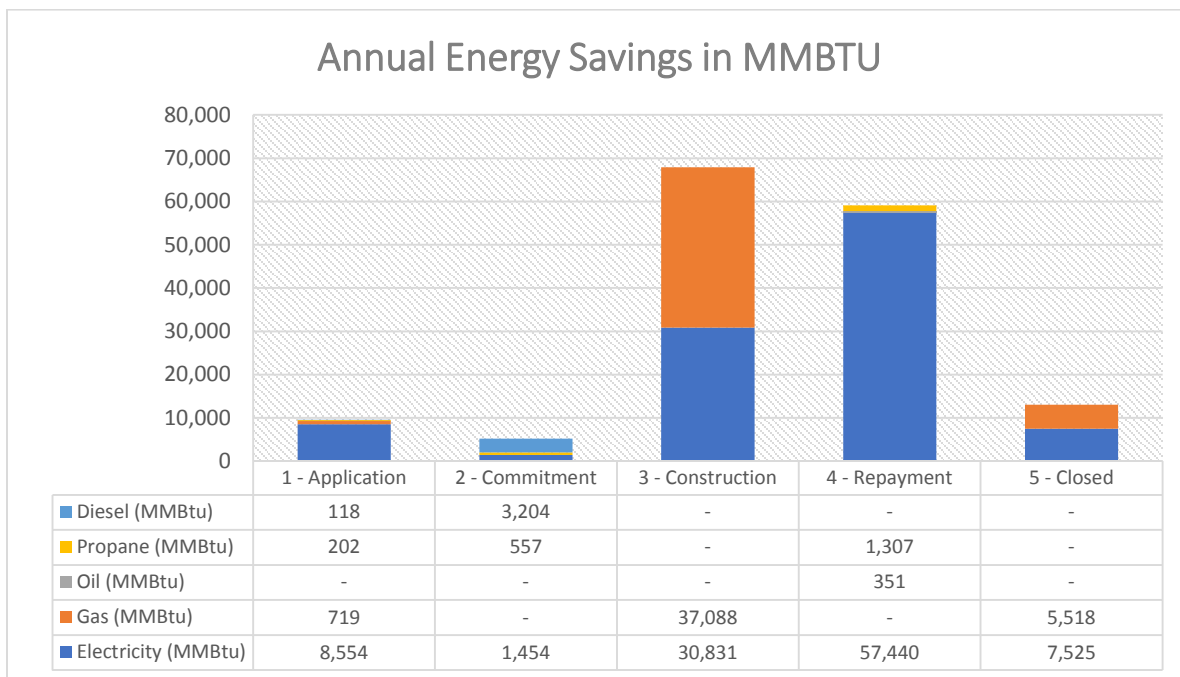
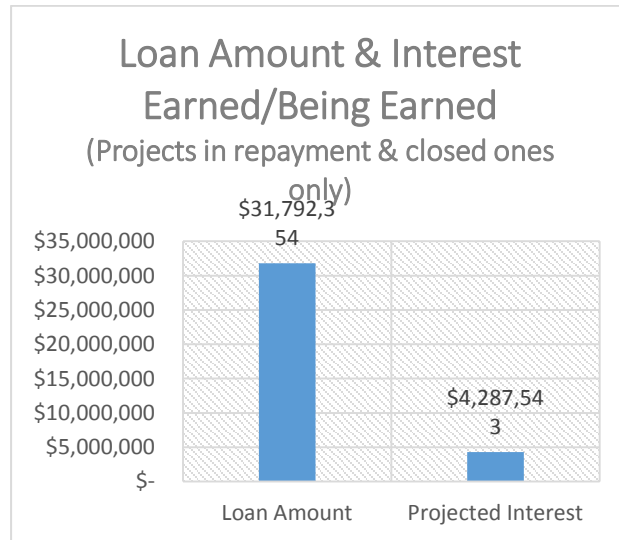
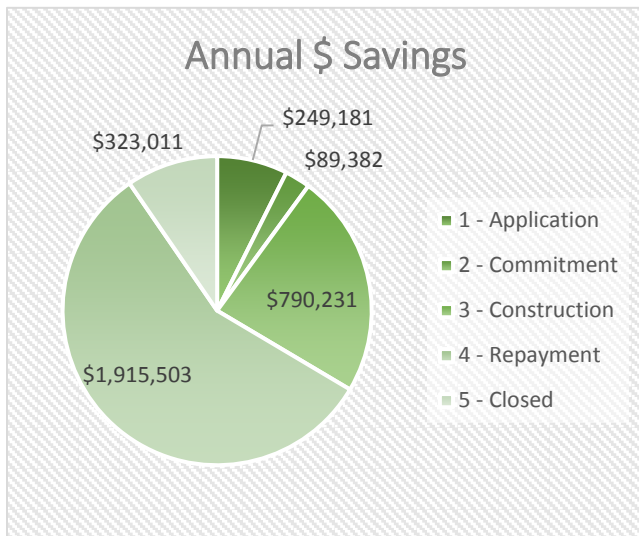
**Residential Solar Loan Program** – 102 loan applications have been submitted to date; 10 applications were rejected due to credit score or debt to income ratio and one was withdrawn. This program has approved loans totaling \$1,486,112; 76 loans totaling \$1,268,838 have completed their projects and moved into repayment status and 15 projects totaling \$217,274 are under construction. Loan payments are being submitted on time; one customer has outstanding payments which we are working to resolve. The program data has been added to the Statewide Energy Savings Database.

**Residential Energy Efficiency Loan Program** – 25 loan applications have been submitted totaling \$221,040 to date. Sixteen have been completed and paid to contractors totaling \$164,790 and two are under construction totaling \$56,250. Six were rejected due to high debt to income ratio and one was withdrawn. Loan payments are being submitted on time. Uptake on the energy efficiency loan program has been slow, but is starting to increase. We now have the eligibility calculator on the website and are going to offer a contractor incentive to close more loans. We are seeing more whole house projects with weatherization measures now being submitted through the Home Performance Program. This program will be tracked in the Energy Savings Database in conjunction with the Home Performance Program.

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**Low Interest Commercial Loan Program** – The amount of loan commitments and closed loans is \$30,585,527. We have 36 loans in repayment status totaling \$22,604,528 and seven projects are under construction totaling \$6,917,999. Participation from the agricultural community in our loan program has been robust and has steadily increased over the past six months. Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program. This data is being updated by our UD intern.

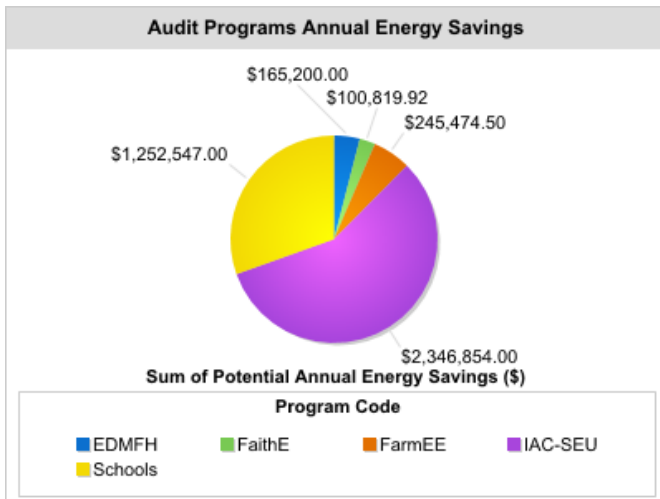


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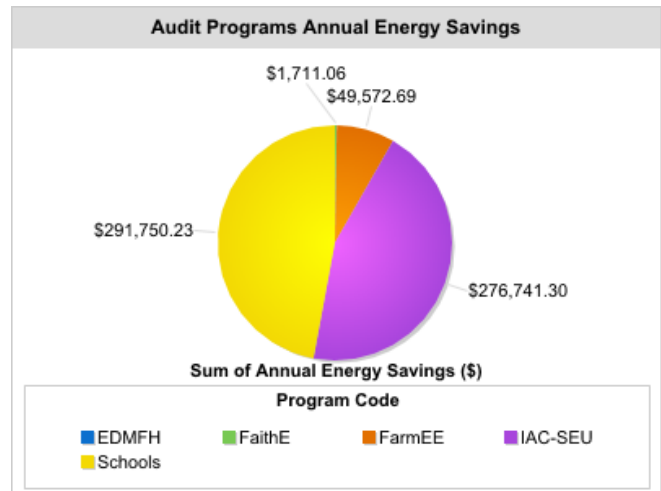


**Energy Savings Database Reports** - The charts below are from the Statewide Energy Savings Database. The data in the charts is for program activity to date. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program, Energize Delaware Farm Program, Pathways Program and the Industrial Assessment Program for Non-Profits. The implemented charts show data where clients were surveyed post audit to collect implemented energy savings. We continue to do data quality testing and learn how to extract data for reporting needs. Program implementers are reminded to update data on a monthly basis.

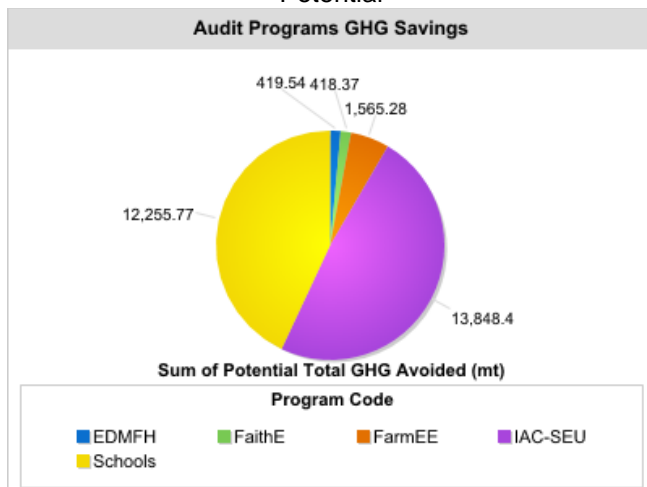
Potential



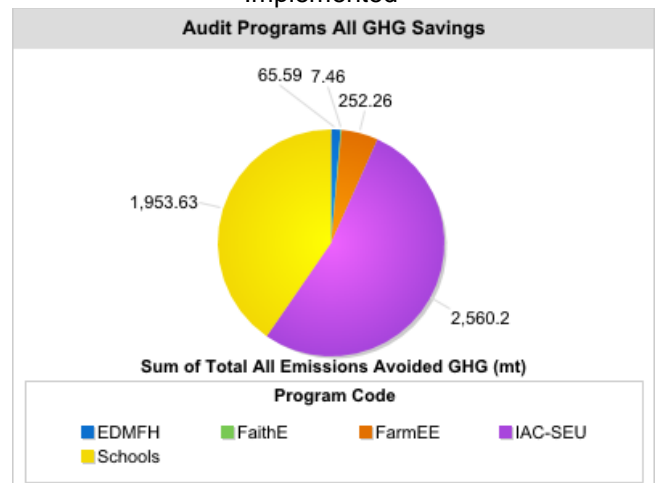
Implemented



Potential



Implemented



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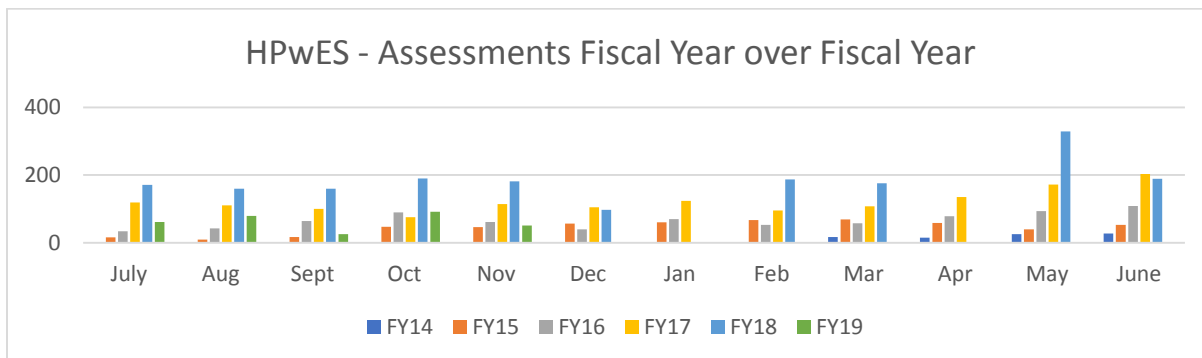
**Home Performance with ENERGY STAR Program** – This Program is running at a steady pace and participation has adjusted to program changes to help keep within program budgets. Franklin Energy has hired Jerry Spaulding as the new program manager; and several other staffing changes have been made to accommodate program delivery for Home Performance and HEC<sup>2</sup>. Clarke Doody, Regional Program Director will be leaving Franklin on March 1 and Joe Gennello will be his replacement. Joe is already working with the team during this transition. We hosted a contractor workshop in December to discuss program changes related to ventilation requirements, contractor loan incentives/spiffs and HVAC incentive adjustments. These program adjustments were discussed with the BPWG and approved by the Energize Delaware & Franklin Energy Team. We continue to monitor program to make adjustments as needed. QA/AC inspections are providing opportunities to mentor contractors on program best practices and we are will be prioritizing the mentoring of new contractors joining the program. The program has 53 participating contractors (12 new contractors and 39 contractors renewed enrollment). Photos below are from the December 13, 2018 Contractors Workshop, Dover Public Library.



Charts below provided by Franklin Energy show a comparison of Assessments in the program year over year:

HPwES - Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1,462
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1,841
FY19	61	79	25	92	51								308

**NOTE:** The information above reflects projects by invoice batch date.



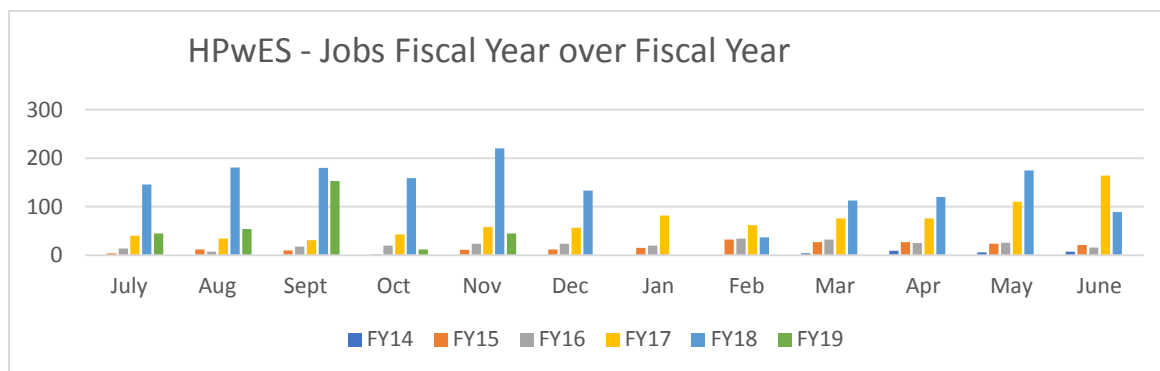
Charts below provided by Franklin Energy show a comparison of Jobs in the program year over year:

HPwES - Jobs													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14	0	0	0	0	0	0	0	0	4	9	6	7	26
FY15	4	12	10	2	11	12	15	32	27	27	24	21	197
FY16	14	7	18	20	24	24	20	34	32	25	26	16	260
FY17	40	34	31	43	58	57	82	62	76	76	110	164	833
FY18	146	181	180	159	220	133	0	37	113	120	175	89	1,553
FY19	45	54	153	12	45								309

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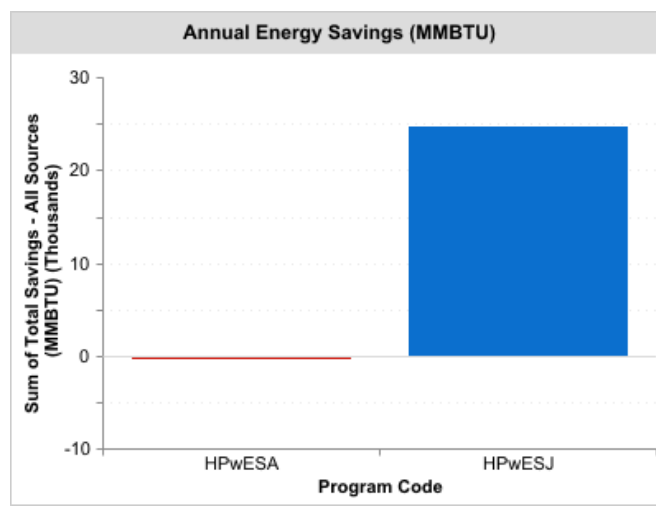
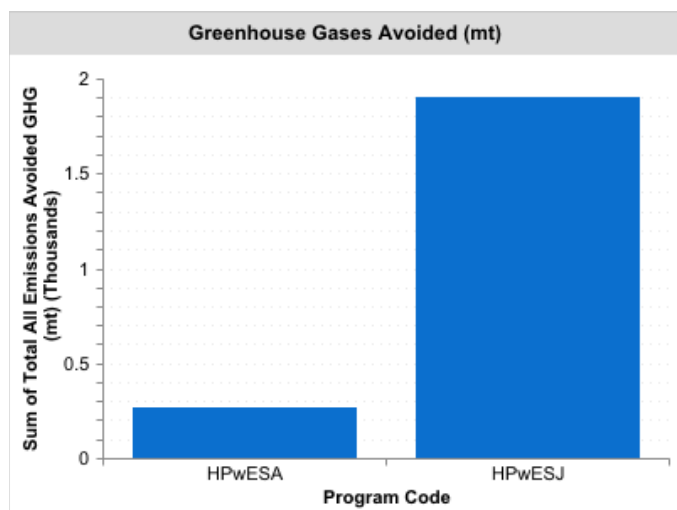
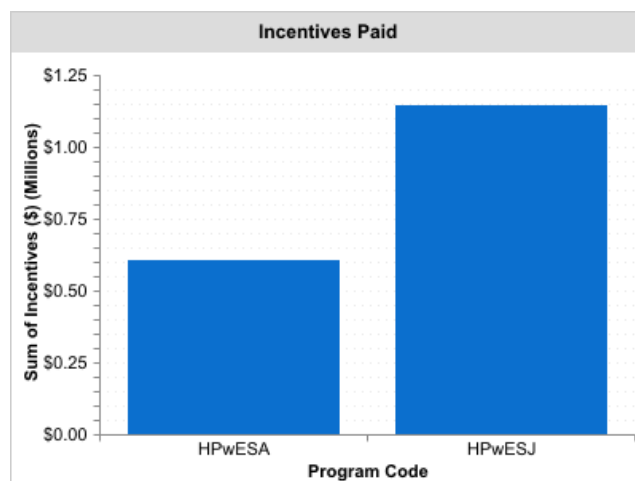
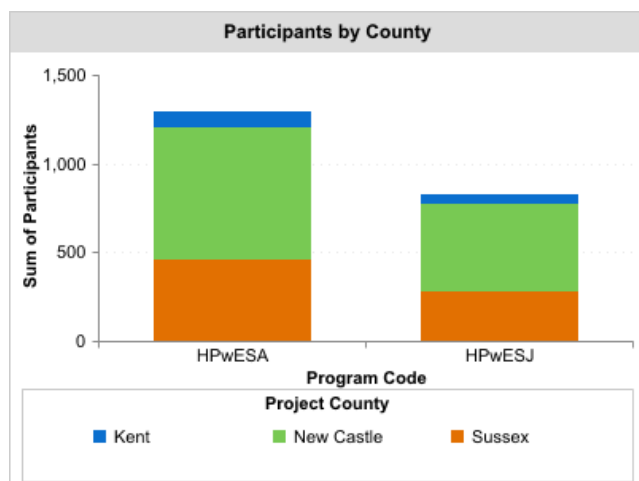


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### Home Performance Program

Charts below are from the Energy Savings Database from January 1, 2018 to December 31, 2018.





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