



Executive Director's Report March-April 2018

- **ENERGY STAR Partner of the Year Award** – I am happy to report that we received the Home Performance ENERGY STAR Partner of the Year award from the US EPA. We were recognized for our work in 2017. Among other things, our work was recognized for performing 1,897 home energy assessments, offering 1,712 rebates for energy saving home improvements and growing the number of our Participating Contractors from 18 to 60.
- **Electric Vehicle Charging Station and Chevy Bolt** – The EV Charging Station has been installed and is operating in the parking lot of our building. In addition, we turned in our leased natural gas-powered Honda Civic and leased a 2017 Chevy Bolt for 48 months. The Bolt is 100% electric powered and has a range of 220 miles. We did not apply for available DNREC grants for the Bolt for the same reasons the Board did not want us apply for EV charging station grants.
- **HPwES Transition** – The transition continues to go smoothly. One action we have taken is to temporarily close the program to new contractors. This was done for three reasons. First, we did not want Franklin Energy distracted with on-boarding new contractors while in transition. Secondly, as part of the transition we are changing processes and incentives; it is better to bring new contractors into the program under the new incentives and processes. And lastly, as the Board knows program has been spending more than budgeted and new contractors bring new pressure on the budget. The new incentives and processes are designed to bring the program within budget projections. Once we implement them, we will open the program to new contractors. There have been contractors who are dissatisfied with our actions, you may hear about this issue from others.
- **HPwES Shared Cost and Savings Opportunities** – I met with DEMEC to seek opportunities for providing programs to its members. As a result, we are preparing a proposal for Lewes Board of Public Works that will allow them to contribute funds to the HPwES program in exchange for crediting them energy savings. We are making a similar effort with Chesapeake Utilities. The goal is to develop cost sharing opportunities with utilities, which diversifies our revenue.
- **Potential Small Business Programs** – I have been in discussions with Delaware Tech's Energy Management Program about starting up a small business energy assessment and savings program. This is modeled on a program that Del Tech partnered with in Philadelphia with the Penn State Building Energy Assessment Center. In that program, they worked with small grocery stores and restaurants. I am also working with Roger Campbell, one of our contractors, on developing the Public Purpose ESCO concept. This is an idea that is in our strategic plan. The idea is to form a subsidiary corporation designed to help small non-profits and businesses with contracting energy services. A barrier for small businesses is finding the time and resources to hire and manage contractors.

Status of State Energy Efficiency Bond Issue

We are finalizing documents for a \$4.4 Million bridge loan to DHSS. The goal is now to get this project started in May. We have decided to split the Bond issue into two separate issues. The first will cover the Colonial, Indian River, and Caesar Rodney School Districts and the DHSS. OMB has decided that the OMB and DOC projects will not participate in the first issue. These two projects are not ready and may be better financed through direct funding by OMB. However, if project scopes change, there is a chance that the OMB will use the second issue. There is also a chance we will have Brandywine School District join the second issue. Below is a table of our latest estimates on the size of the projects.

Updated 4/17/18

Agency\SD	ESCO	Independent Owners Rep.	High Contract Estimate (millions)	Low Contract Estimate (millions)	Actual IGA Project Cost	IGA Estimated Completion Date
OMB	NORESCO	Celtic	\$ 4.2	\$ 4.0		Pending
DHSS	Trane	DEDC	\$ 4.3	\$ 4.3	\$4,335,857	Completed
DOC	NORESCO	Celtic	\$ 4.6	\$ 3.4		Pending
Colonial	Trane	Studio JAED	\$ 7.7	\$ 7.7	\$7,675,937	Completed
Caesar Rodney	Ameresco	Studio JAED	\$ 4.1	\$ 4.1		5/30/2018
Indian River	Trane	Studio JAED	\$ 7.5	\$ 7.5		5/30/2018
Total			\$ 32.4	\$ 31.0	\$12,011,794	