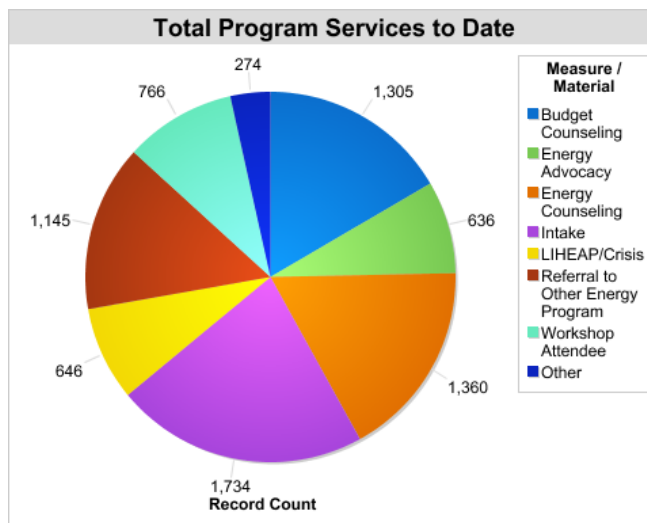
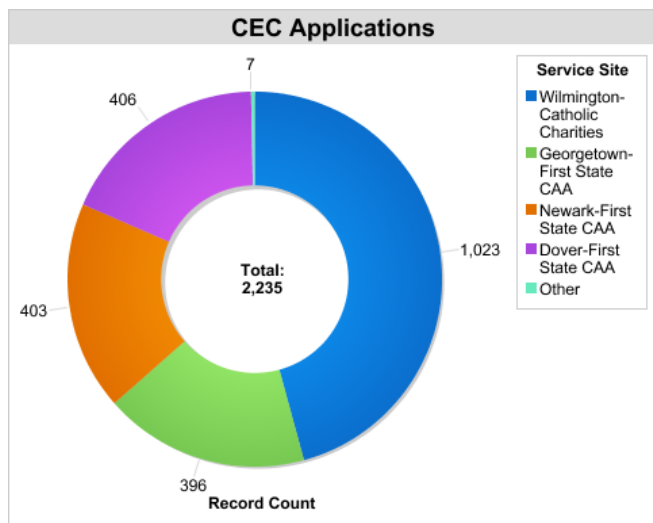


DESEU Program Activity Report – May 2018

Energize Delaware Programs

Community Energy Centers - Community Energy Centers (CECs) are continuing to work with municipal electric utilities in Dover and Newark to offer regular office hours for their customers one day per week. CECs are collaborating with Faith Efficiencies to partner with them to schedule workshops and offer appointments with the energy educators at their sites. We continue to look for collaboration and leveraging of resources to reach Delawareans that can benefit from this program.



Energy Assessments for Non-Profits – Fourteen Energy Assessments have been completed for non-profit organizations this fiscal year to include YMCA-Kirkwood, Brandywine Hundred Library, Manor House in Seaford and Easter Seals. Assessment site visits for two other organizations are scheduled for May and June. Budget for this year's program has been reached, so additional audits will be scheduled after July 1. Follow-up meetings are being scheduled for the completed assessments to discuss potential incentives through the EEIF for non-profit program and financing options available through the DESEU low-interest loan program.

Faith Efficiencies – Six assessments have been completed in FY 18, and four other congregations have expressed interest in the program. Commitment to move forward with assessments has been slow. Home Performance workshops were delivered by the Franklin Energy Team with the most recent one at Skyline United Methodist Church – photo below. Collaboration and discussions with Community Energy Centers is underway to promote both programs and increase participation. Lisa Locke is also working with other small non-profit organizations for potential assessments and is working with the Division of Libraries to rotate Earth Care Displays at the libraries- Rehoboth Library display in photo below.



DESEU Program Activity Report – May 2018

Energize Delaware Farm Program

EnSave, our program implementer, is currently working with 82 applicants in the program. Sixteen applicants have been approved for energy efficiency incentives for lighting, radiant heaters, building envelope improvements and ventilation measures. Seven applicants have been approved for loans—primarily for solar PV; however, one applicant was also approved for energy efficiency measures such as lighting, ceiling insulation and heaters in their poultry houses. EnSave is working with applicants to maximize funding resources through the Energize Delaware Farm Program and the NRCS EQIP and RCCP programs to leverage additional resources and install more projects.

| Status | |
|--|----|
| Audits complete | 15 |
| Data Collection Scheduled/Completed | 4 |
| Applicants working with Analyst | 3 |
| Audits awaiting additional documentation | 5 |
| Total Audits complete and in progress | 27 |
| Loan Applications Submitted through this program | 9 |

| Direct Install Measures | Quantity | kWh Savings |
|-------------------------|----------|-------------|
| Interior LEDs | 23 | 263 |
| Exterior LEDs | 2 | 1165 |
| Totals | 25 | 1428 |

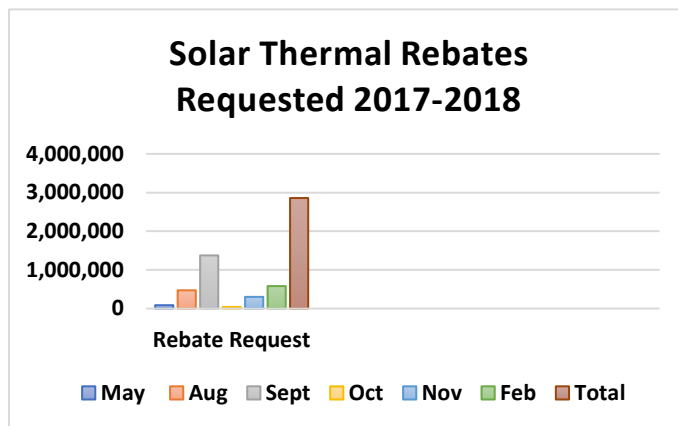


Georgie Cartanza of Dover had an energy audit of her broiler farm and received an energy efficiency grant to install insulated tunnel intake doors.

Solar Thermal – Geothermal Grant Program

Program activity has now reached its budgeted threshold for FY 18. We have stopped accepting new applications through the online portal as of February 28. Installation of systems is underway for several applications submitted prior to closing the program and it is anticipated that those projects will exhaust the funds budgeted for this program.

| | |
|---|--------------|
| Applications Received to date | 52 |
| Total System Costs | \$10,106,572 |
| Total Rebates Requested program to date | \$3,024,314 |
| Rebates Paid FY 18 | \$1,844,362 |
| Program Budget FY 18 | \$3,000,000 |
| kW Savings – anticipated all systems | 4,854,180 |
| kW Savings – installed systems | 3,561,894 |



Randy Sammon's Greenhouse

- **System Description:** Solar thermal space heating 590 sq. ft. ground mounted glycol system.
- **System Type:** Leased (system owned by Intelligent Green Solutions LLC)
- **Annual Energy Savings reported by applicant:** 35,454 kWh
- **Grant Recipient:** Intelligent Green Solutions
- **Grant amount:** \$23,002

DESEU Program Activity Report – January 2018

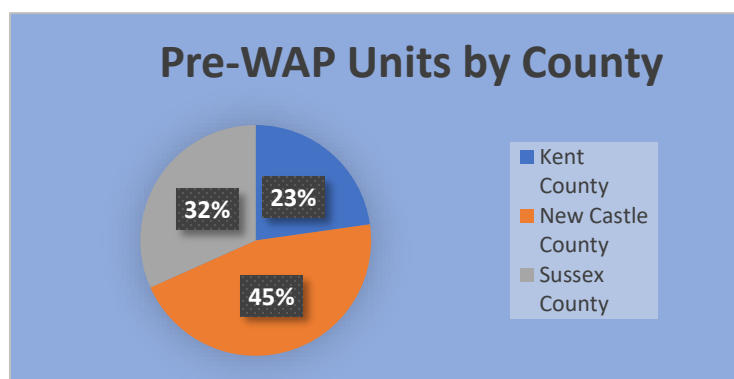
Pathways to Green Schools Program –Twenty schools are active in the program and ten schools received mini grants this year for some small scale LED light replacements, water bottle filling stations, energy expo event assistance, anti-idling campaign and outdoor classroom initiatives. Building Operator Training Sessions were held in April at Delaware Tech in Dover and also at the Stanton Campus. The sessions were presented by Green Building United and Practical Energy Solutions, our program implementer and energy auditor for this program. The training provided an introduction into the primary systems in commercial buildings that use energy and information for operations and maintenance (O&M) staff to learn how to operate buildings more efficiently and reduce operating costs through energy savings. Training was well received and may be offered again next year. Data from the energy audits is being uploaded into the Statewide Energy Data System.

ZeMod – There are a total of 10 applications with USDA for approval. Three clients are eligible and one has final plans, specs and contracts that will be submitted to USDA for final underwriting. Cape Gazette ran a nice article in April on the ZeMod Program. The ZeMod Facebook page has 630 followers and did a big push last month. Milford Housing has met with the Town of Greenwood to review plans for a potential ZeMod development; discussions are underway with the Town Engineer. Milford Housing staff met with the Federation of Housing Counselors at their meeting and now most housing counselors across the State are aware of the ZeMod Program. ZeMod and Vermod homes were part of a panel at the 2018 Sustainability Symposium hosted by Green Building United in Philadelphia on May 4; the symposium was sold out with 625 registrants for the event. 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.

Affordable Multifamily Housing Program – New Ecology completed audits for Generals Greene (Dover), Hurds Crossing (Felton) and Acorn Acres (Georgetown). A site visit is scheduled for Marshall Manor in Milford. Many of these properties have failing HVAC systems in the units. A contract has been executed for the Mary Campbell Center (Wilmington) and a kickoff meeting was held on April 4; lighting, solar thermal, air sealing and insulation measures are planned to be implemented by early 2019. Pricing is being finalized for a new construction project at Our Lady of Grace (Newark). Discussions are underway with Milford Housing Development Corporation, NCALL, and Dover Housing Authority. Properties engaged in discussions are located in all three counties.

EEIF for Non-Profits – The Energy Efficiency Investment Fund for Non-Profits is processing applications at a steady pace. The majority of the applications submitted for funding are for prescriptive lighting projects. Thirty-Four incentive payments have been paid to non-profit organizations totaling \$180,557. There are 17 projects that have been pre-approved by DNREC and are under construction; incentives in the amount of \$295,908 are anticipated to be paid for projects in the pre-approved status. Data is being submitted to the Statewide Energy Savings Database for this program. DNREC is also utilizing the reporting system for the projects to be funded by DNREC.

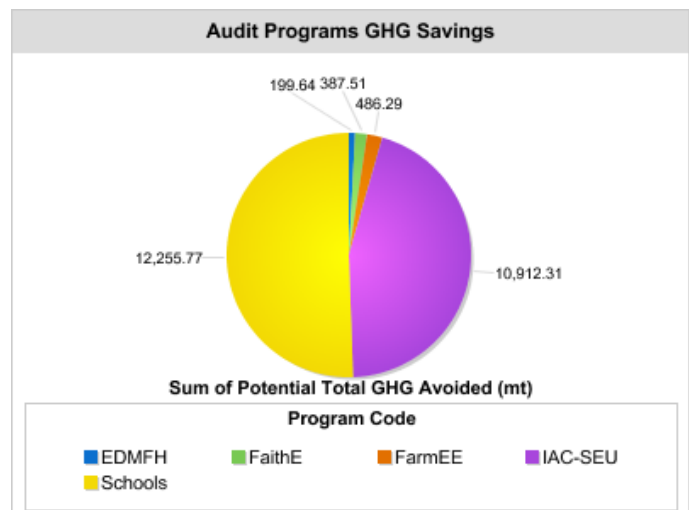
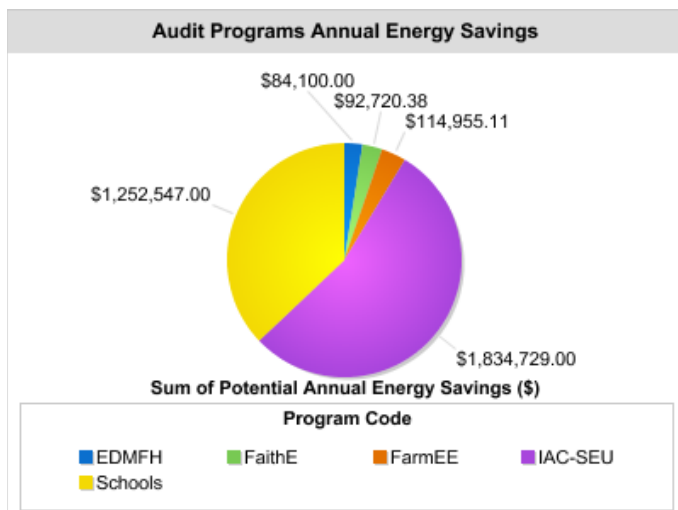
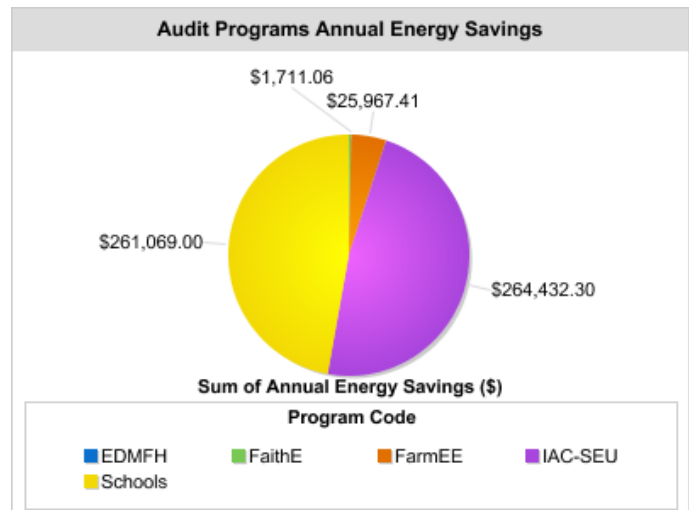
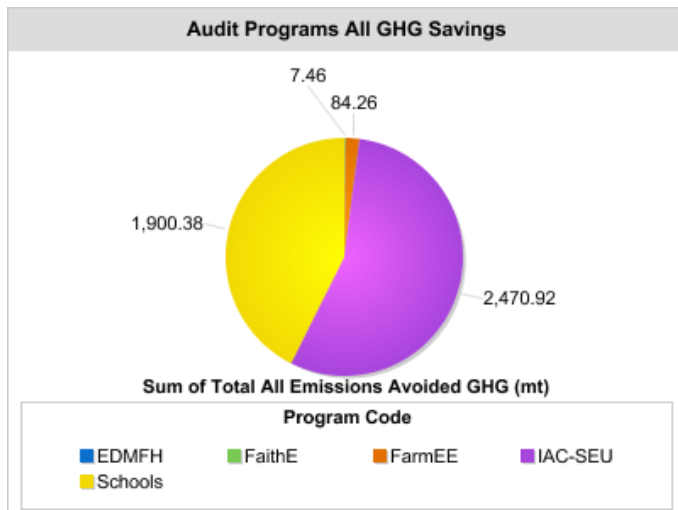
Pre-Weatherization Program - Program is now at a steady pace. ECA (Energy Coordinating Agency of Philadelphia) is delivering WAP services in New Castle County and Catholic Charities handles WAP for Kent and Sussex Counties. We are scheduling meetings to ensure a smooth transition to maintain program success statewide. The partnership between Catholic Charities and Milford Housing Development Corporation to assist clients that fall outside of the scope of our program continues to work well and serve clients. We are working to collect testimonials and success stories from clients served.



| | |
|------------------------------------|---------|
| Units completed to date Pre-WAP | 202 |
| Units completed & through WAP | 167 |
| Units completed 2018 calendar year | 40 |
| Average cost of repairs per unit | \$3,000 |
| Units in New Castle County | 92 |
| Units in Kent County | 46 |
| Units in Sussex County | 64 |

DESEU Program Activity Report - January 2018

Energy Savings Database Reports - The charts below are from the Statewide Energy Savings Database. The data in the charts is program to date data. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program, Energize Delaware Farm Program and the Industrial Assessment Program for Non-Profits. I have also included a pie chart showing the participation by county for the solar thermal program. 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.



DESEU Program Activity Report – January 2018

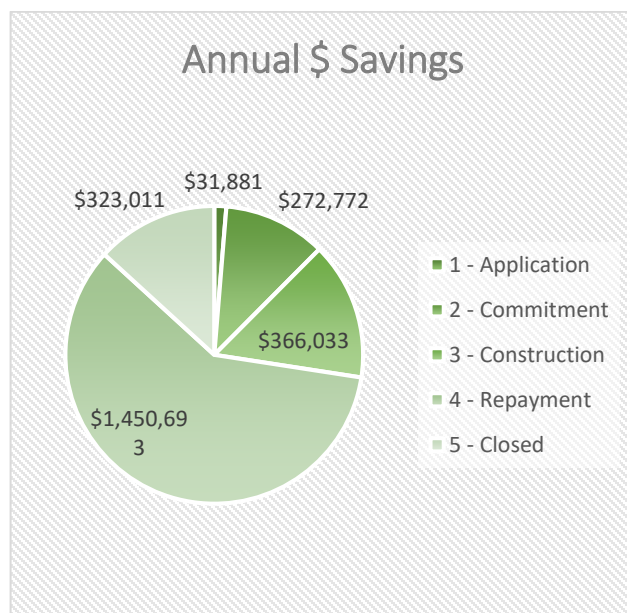
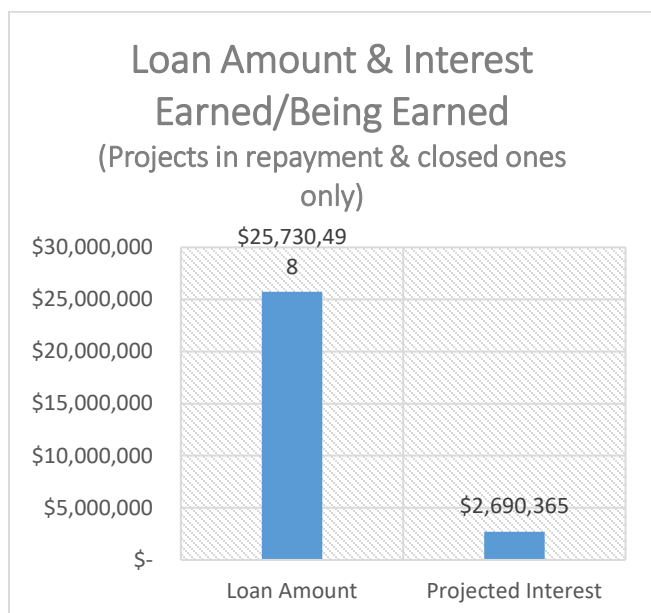
Energize Delaware Loan Programs:

Residential Solar Loan Program – Since launching in May 2017, 53 loan applications have been submitted; 7 applications were rejected due to credit score or debt to income ratio and one was withdrawn. This program has approved loans totaling \$772,901 with 29 loans totaling \$491,166 that are in repayment status and projects totaling \$281,735 are under construction. Loan payments are being submitted on time. Ten solar contractors have been accepted into the program as participating installers. The program data has been added to the Statewide Energy Savings Database now that some of the projects are completed and installed.

Residential Energy Efficiency Loan Program – Nine loan applications have been submitted totaling \$50,229. Five have been completed and paid to contractors, one is pending project installation and two were rejected due to high debt to income ratio. Three loans are moving to repayment status and two payments have been received for this program to date. Loan payments are being submitted on time. One loan application is pending approval awaiting additional info from the applicant. Uptake on the energy efficiency loan program has been slower than the solar loan program. Loan approvals take 1 to 2 business days. This program is not tracked in the Energy Savings Database; savings are already tracked by the Home Performance Program.

Low Interest Commercial Loan Program – Loans to 41 organizations totaling \$25,730,498 have been submitted to the DESEU for funding. Loans that have closed to date for energy efficiency and renewable energy projects total \$25,539,748. Five loans have closed since the last report totaling (\$1,527,307) for Ursuline Academy, Robbins Nest Farm, Woodward Farm, Parry Farm, and KC Farm.

Data below from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program.



DESEU Program Activity Report – January 2018

Home Performance with ENERGY STAR Program

The DESEU was awarded the EPA ENERGY STAR Partner of the Year Award for Excellence in Program Delivery in April 2018. Tony DePrima attended the awards ceremony in Washington DC and accepted the award. Franklin Energy has moved into their new office space in Wilmington in April, and we are working with their marketing team to have a ribbon cutting ceremony soon. The Best Practices Workgroup has been established and has had an in person meeting and a follow up conference call to discuss changes to the program processes and incentive structure. Decisions will be made by DESEU; however, input from the contractors is key to keeping them engaged in the program. Incentive structure is anticipated to change in the next fiscal year. New contractors want to join the program due to our success; however, we are not currently accepting new contractors until the new incentive structure is in place and the program processes have been realigned. A few contractors have reached out to their legislative representatives to voice their concerns. Unfortunately, the current budget would not sustain the addition of new contractors, so we are working to design an incentive structure that allows new contractors to join our program while maintaining our proposed budgets. New contractor participation agreements are also being drafted for review by DESEU. Current Pipeline is \$252,900; Rebate Reservation Pipeline: \$189,000 Assessment Pipeline: \$63,900.



DESEU awarded ENERGY STAR Partner of the Year for Excellence in Program Delivery



Home Buyers Fair at the Chase Center in Wilmington



National Guard Event Exhibit

DESEU Program Activity Report - January 2018

Charts below show a comparison of Assessments and Jobs in the program year over year and also the forecast from March through June for the rest of FY 18.

