

DESEU Program Activity Report – January - February 2019



Energize Delaware Programs

ZeMod – On February 27, the first ZeMod was delivered and set for the Pleasanton Family in Camden, Delaware. Anticipated final completion of this home will be early to mid-May. Suzanne Sebastian, Program Manager was on site for the setting of the unit. A ZeMod open house was held at Beracah on February 23 following an orientation on the program which was held at Milford Housing Development Corporation (MHDC) Offices. Paperwork is flowing once again through USDA for several homes. Green Appraisals have been requested for two of the properties as part of the mortgage approval process. It is anticipated that the Fair Model will be moved in March to Beracah homes in Greenwood and then to Harmony Hill, a MHDC Community once permanent foundation is completed. Wet weather has caused site work delays. 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 homes are set on the permanent foundations.






Setting of the Pleasanton's ZeMod

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. The project at Our Lady of Grace, a new construction project is currently under construction. New Ecology is working with clients on potential submittals for Low Income Tax Credit (LIHTC) Applications through the Delaware State Housing Authority (DSHA). We have prepared a draft MOU for consideration by the DESEU Board for a potential low-interest loan partnership with DSHA for the construction phase of LIHTC projects. Discussions are continuing regarding this potential partnership with DSHA for 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 LIHTC. This collaboration would help to streamline the process and reduce the administrative burden for program participants.

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Home Energy Counseling & Check-up HEC² - We have now launched the Home Energy Counseling & Check-up Program– HEC² 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. The program is currently recruiting partner organizations to host workshops and host “Pop up” Energy Centers for counseling and advocacy services. One home checkup was performed in February and several more have been scheduled for March. A workshop has also been scheduled in Milford for later this month at the Boys & Girls Club who will be providing free babysitting for parents that want to attend. For additional information about this program, clients or partners can email or call 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"> • LED light bulbs • Faucet aerators • Efficient-flow fixed showerheads • Water heater pipe insulation 	<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"> • LED light bulb • LED nightlight • Caulk & caulk gun • Rope caulk • Window insulation kit 	<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"> • Low-cost and no-cost tips for improvement • Have a discussion about the impact of their utility bill on their overall household budget • Referrals to energy-related & weatherization programs such as WAP and LIHEAP • If necessary, contact the utility to discuss delinquencies, disconnects, budget billing and/or create payment plan arrangements.

Lights On – Seaford Strong – The Seaford campaign has now ended and has installed 400 energy efficient LED front porch lights that will be on from dusk until dawn along with switch plate covers to remind residents to keep their porch lights on at night. Workshops are scheduled for March for residents to learn more about more tips for saving energy in their home and the programs that may be able to provide assistance to install measures. This program is funded by Energize Delaware and the City of Seaford Green Energy Funds. This collective street by street community campaign educated and empowered residents to increase public awareness of criminal activity and demonstrated a unified community approach toward public safety in the City of Seaford neighborhoods. Each resident that participated 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 agreed to report any suspicious activity to the Emergency 911 service. Some residents also received Solar Powered LED Motion Flood lights for their back yards which were installed through this campaign. This program could be replicated in other communities across the State.



EEIF for Non-Profits – The Energy Efficiency Investment Fund for Non-Profits is processing applications and the pace seems to have slowed. To date, 50 incentive payments have been paid to non-profit organizations totaling \$357,702. 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	\$ 114,074
Total Pre-Approved and under construction (4 projects)	\$ 94,909

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Available Funds for FY 19	\$ 291,017
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Energy Assessments for Non-Profits – Six energy assessments have been completed so far in FY 19 for non-profit organizations. Most recent assessment was for Delaware Museum of Natural History and the report is currently being drafted. Assessments for several senior center locations, some larger faith organizations and churches as well as several fire departments are being considered for potential assessments. 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.



Delaware Museum of Natural History

Energize Delaware Farm Program – EnSave, our program implementer, is currently working with program applicants for incentives funded through this program. Approved efficiency measures include lighting, radiant heaters, building envelope and ventilation. 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 attended and exhibited at Delaware Ag Week in January 2019. Loans for the agriculture sector are reported in the Low-Interest Loan Program and the loans have primarily been for solar PV systems on poultry houses.

Audits complete to date	42
Audits completed in FY 19	19
Technical Assistance Reports Completed to date	16
Technical Assistance Reports Completed FY 19	6
Solar Thermal incentives approved and in process	\$390,000
Approved Incentives for projects in process	\$150,000

Faith Efficiencies – One assessment was completed during this period at Old Swedes Foundation and the report is currently being drafted. The report for St. Stephens Lutheran Church utilizing a team from Del Tech has been received and is being reviewed. 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 HEC² Program to offer workshops to congregations in communities that have more vulnerable populations that may benefit from the workshops and counseling. Photos below are from the Earth Care Display at Lewis Public Library and a completed window from the Windows of Hope Partnership.

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Pathways to Green Schools Program – The program issued mini grants to ten schools in January totaling \$10,000.



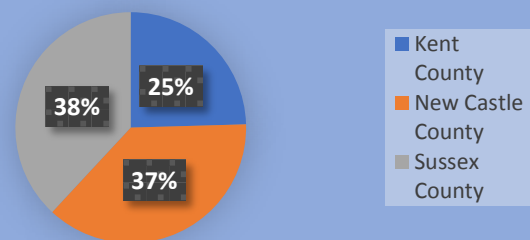
Grants cover a wide range of projects and activities to include a water bottle filling station, family energy education night, LED bulb replacements and field trips to the Delaware Solid Waste Authority Landfill for recycling education. There are three independent schools, one charter school and three public schools. Kirk and Postlethwait applying for the Eco-Schools Green Flag Award and Brown Elementary is applied for the US Dept. of Education Green Ribbon Award. 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.

Students from Ursuline Academy's recycling program..

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	281
Units completed & through WAP	232
Units completed 2019 calendar year	18
Average cost of repairs per unit	\$3,800
Units in New Castle County	105
Units in Kent County	69
Units in Sussex County	107

Pre-WAP Units by County



Energize Delaware Loan Programs:

Residential Solar Loan Program – 107 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 \$1,554,478; 89 loans totaling \$1,446,660 have completed their projects and moved into repayment status and 7 projects totaling \$107,818 are under construction. Loan payments are being submitted on time; one customer has an outstanding payment and one applicant made a partial payment which we are working to resolve. The program data has been added to the Statewide Energy Savings Database.

Residential Energy Efficiency Loan Program – 26 loan applications have been submitted totaling \$230,033 to date. Eighteen have been completed and paid to contractors totaling \$200,033 and one is under construction totaling \$30,000. 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

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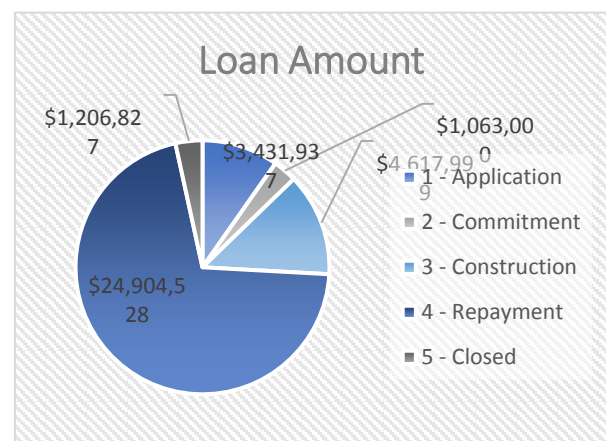
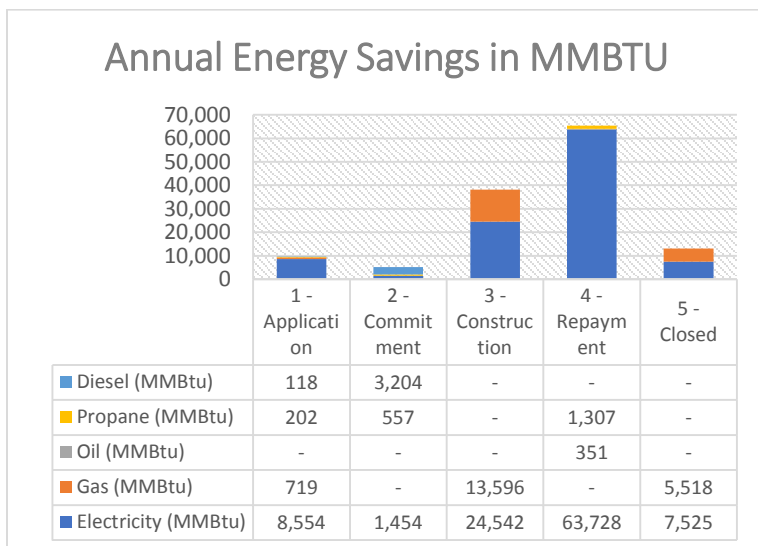
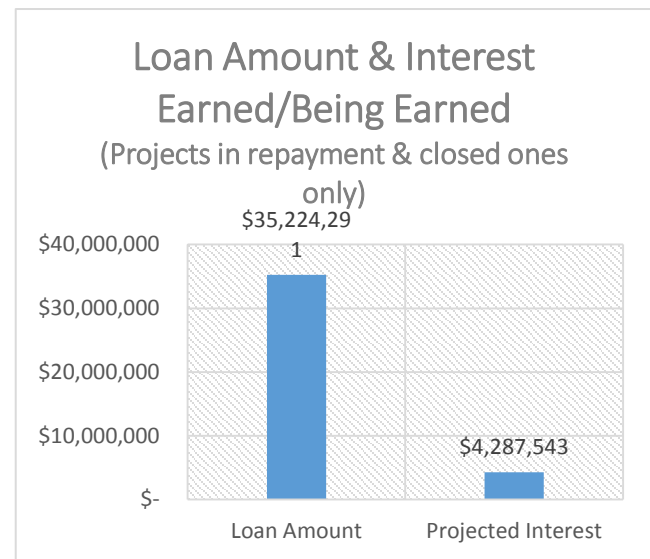
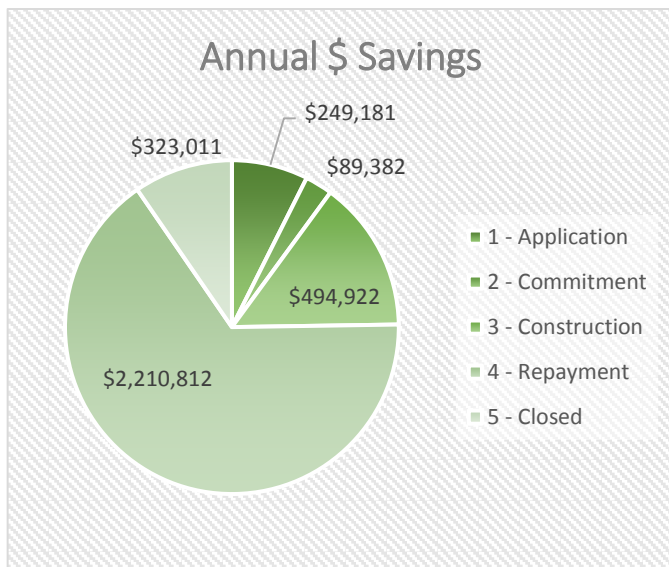


house projects with weatherization measures now being submitted through the Home Performance Program. This program will be tracked in the Energy Savings Database in conjunction with the Home Performance Program.

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Low Interest Commercial Loan Program – The amount of loan commitments and closed loans is \$30,585,527. We have 38 loans in repayment status totaling \$24,904,528 and five projects are under construction totaling \$4,617,999. Participation from the agricultural community in our loan program has been robust and has steadily increased over the past six months. As of February 14, loan activity from the agricultural community totaled \$7,467,433 (which is included in the loan commitment & closed loan amount above) from 28 farms in various stages of the loan process. 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.

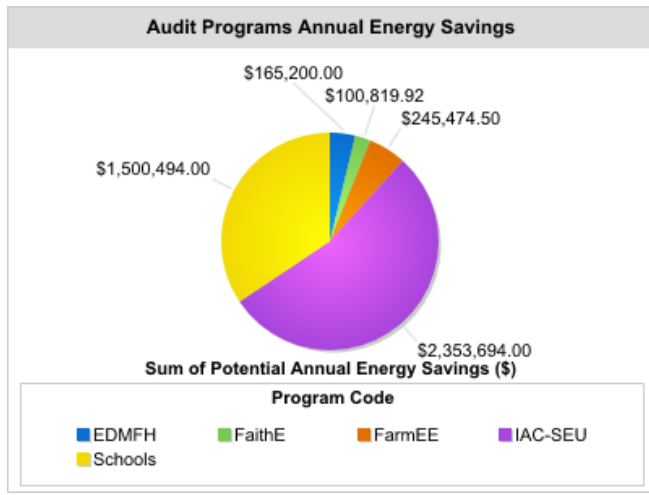


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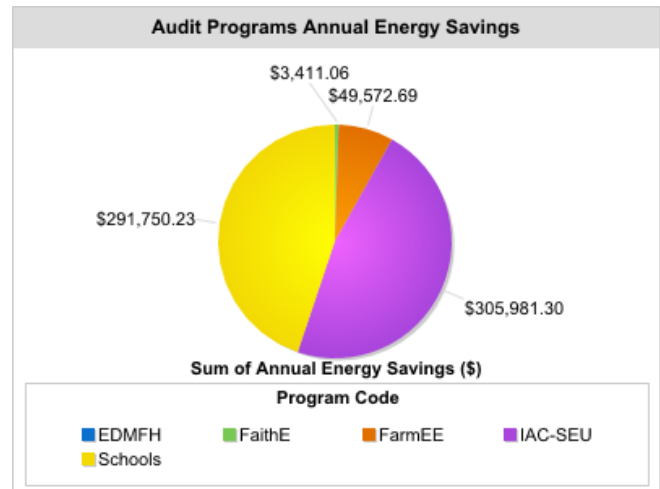


Energy Savings Database Reports - The charts below are from the Statewide Energy Savings Database. The data in the charts is for program activity to date. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program, Energize 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.

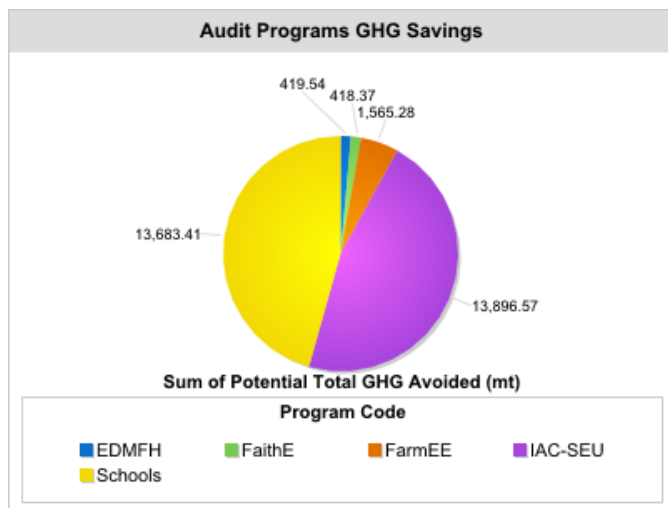
Potential



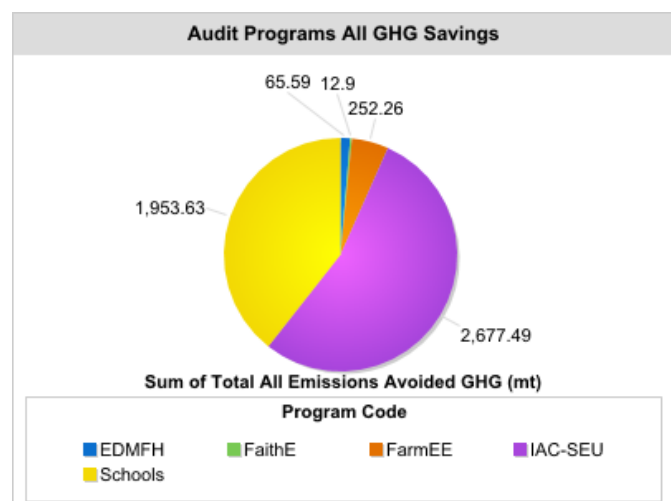
Implemented



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 is realigning staff to best meet our program needs. They have re-assigned Jerry to do more technical assistance work in the field with our contractors and will be hiring a new Program Manager. Traci Evans, Project Coordinator with Franklin also assisting with the delivery of the program and the HEC2 program. Joe Gennello is now the new regional manager for Franklin. Staff transitions are going well and the Delaware Franklin Staff are now all BPI Certified. The Best Practices Working Group (BPWG) has worked with the DESEU and Franklin team to develop a contractor scoring system that will be implemented over the next few months. We are excited to start using this system for our contractor base. We continue to monitor program to make adjustments as needed. QA/QC 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.

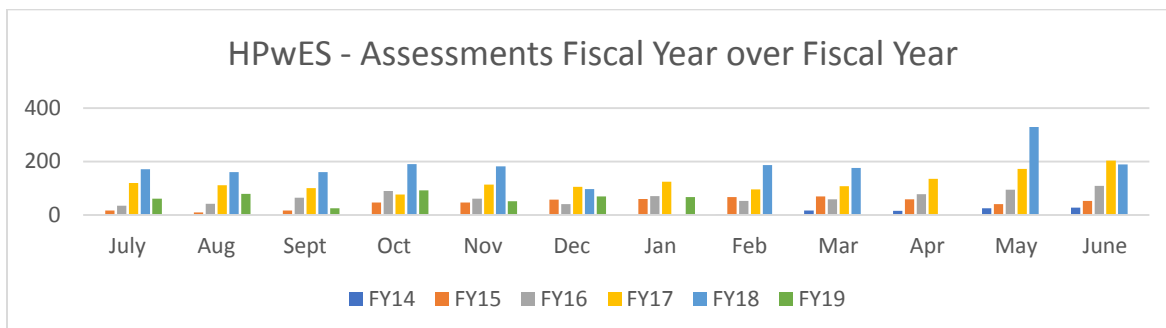


Photo of Franklin Energy Services Delaware Team

Charts below provided by Franklin Energy show a comparison of Assessments in the program year over year and have not yet been updated to include February data due to Staff transitions at Franklin Energy Services:

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	69	67						444

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



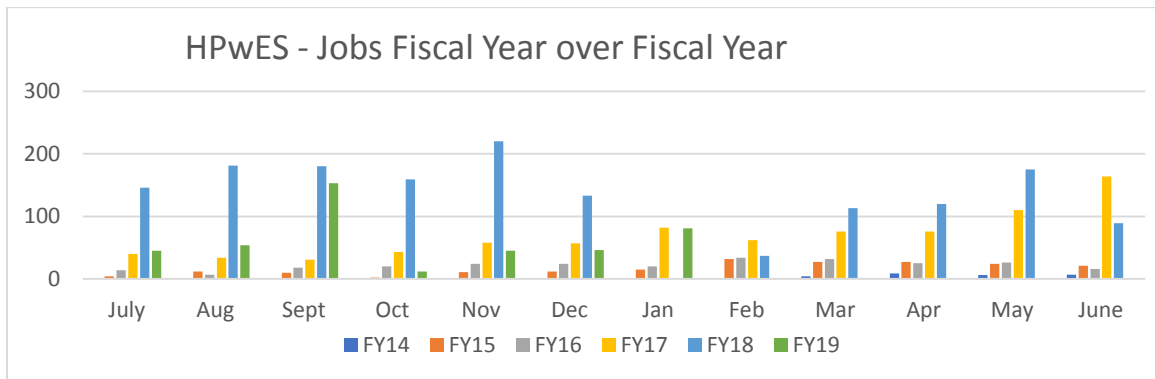
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Charts below provided by Franklin Energy show a comparison of Jobs in the program year over year and have not yet been updated to include February due to staff transitions at Franklin Energy:

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	46	81						436

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



Home Performance Program

Charts below are from the Energy Savings Database from January 1, 2018 to February 28, 2019.

