

### Energize Delaware Programs

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**ZeMod** – On May 3, the Sundial ZeMod (the one that was on exhibit at the Delaware State Fair) was moved and set in Knoll Acres, a Milford Housing Development Corporation subdivision in Lincoln, Delaware. Anticipated final completion of this home will be mid to late May. Suzanne Sebastian, Program Manager was on site for the setting of the unit. We plan to host an Open House once the unit is secure and ready for visitors. Paperwork is moving slowly through USDA for several homes. Green Appraisals have been requested for two of the properties as part of the mortgage approval process; however this is delayed due to contracting protocol with USDA. Faye Pleasanton's home should be completed this month. Wet weather has impacted schedules for all residential construction, so finalizing these properties has slowed. MHDC has received the first round of comments from the conservation district for The Cove/Greenwood Acres, a potential ZeMod development. They are still waiting for comments on plans from the Town of Greenwood. Data will be entered into the Statewide Energy Savings Database after homes are occupied. Monitoring of these units will be coordinated through VEIC. Zero Energy Ready Home Certification occurs after homes are set on the permanent foundations.



Setting of the Knoll Acres Sundial Model 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. NEI received 9 applications for the newly developed Energize Delaware New Construction / Gut Rehab Initiative (NCI) and issued Offer Letters to 6 projects seeking LIHTC from DSHA. All projects were interested in rebates to achieve lower HERS scores (higher energy performance) and one was interested in technical assistance support to pursue DOE's Zero Energy Ready Homes certification. LIHTC applications were due to DSHA on 4/30 and DSHA will announce its awards in early July; likely 3-4 projects will be awarded funding. The project at Our Lady of Grace, a new construction project is currently under construction. The MOU with DSHA and DESEU has been fully executed for the low-interest construction loan program. Loan Program guidelines will be finalized during the next fiscal year through collaboration with DSHA, DESEU & NEI.

## DESEU Program Activity Report – March - April 2019



**Home Energy Counseling & Check-up HEC<sup>2</sup>** - The program continues recruiting partner organizations to host workshops and host "Pop up" Energy Centers for counseling and advocacy services. The chart below show program activity since launch earlier this calendar year. Checkups have been slow to schedule, but we anticipate a ramp up following workshops and tabling events hosted during Earth Day events. 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.

### Year to date report:

Month	Total # of In-home Check-ups	Total # of Check-ups in Kent County	Total # of Check-ups in New Castle County	Total # of Check-ups in Sussex County	Total # of Workshops	Total # of Attendees	Total # of Kits Given	Total # of 1-on-1 Counseling
Feb-19	1	0	1	0	0	0	0	0
Mar-19	1	0	1	0	2	39	19	0
Apr-19	4	0	1	3	1	7	3	0
<b>TOTAL</b>	<b>6</b>	<b>0</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>46</b>	<b>22</b>	<b>0</b>

**Lights On – Milford Strong** – The Milford campaign has now launched and materials are being ordered to install 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 being scheduled 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 Milford. This collective street by street community campaign will educate and empowered residents to increase public awareness of criminal activity and demonstrated a unified community approach toward public safety in the City of Milford neighborhoods. Each resident that participates in this campaign will pledge 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 will also receive Solar Powered LED Motion Flood lights for their back yards which will be installed through this campaign. This program is now included in the proposed budget to go Statewide in FY 20 to be replicated in other communities across the State.



Photos above from Dover Lights on Program

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**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. We are proposing ending this program at the end of FY 19 since DNREC can now pay for the rebates for non-profits that were previously restricted from their funding source supporting EEIF. This will eliminate any potential market confusion and not compete with existing program offerings by other organizations.

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)	\$ 105,377
Available Funds for FY 19	\$ 280,549

**Energy Assessments for Non-Profits** –Eleven energy assessments have been completed so far in FY 19 for non-profit organizations and two are scheduled during May. Assessment reports for Bible Fellowship Church, Holy Angels Parish, the Town of Ocean View and the Rehoboth Library are currently being drafted. The report was delivered to the Rehoboth Fire Stations and a follow up meeting to review findings was held on May 3 to discuss potential incentives through the EEIF for Non-profit program and financing available through Energize Delaware's Low-interest loan program. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments.



**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 incentives are no longer being offered through this program. Systems already approved are being completed and installed by IGS. 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	7
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 Mt. Olivet UMC and was completed by HELP, Initiative. Report is currently being drafted and we are looking forward to reviewing the findings. 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. A new offering is currently being piloted to offer Climate Conversations---a gathering of Delawareans to create environments where people will feel encouraged and safe to discuss a range of issues related to climate change and share

## DESEU Program Activity Report – March - April 2019



their ideas for creating a healthier planet. Photos below are from the Earth Day Displays at Lewes Library, Delaware State University and Delaware National Guard as well as the Rt. 9 Library Display.



## Pathways to Green Schools Program –



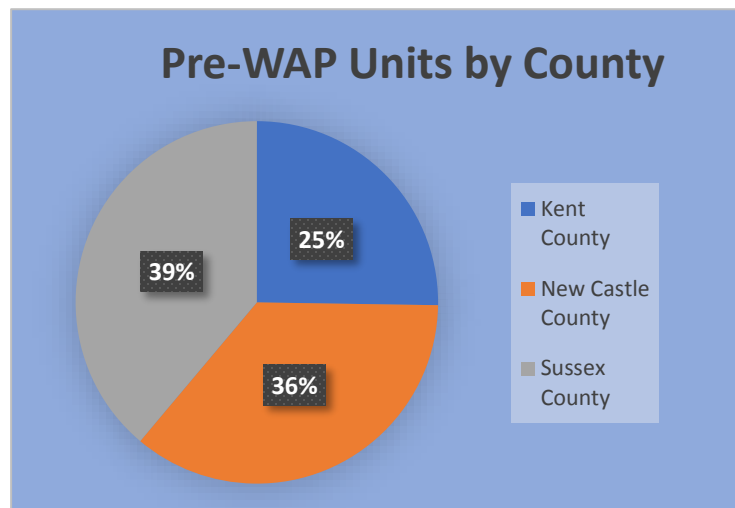
Photo above from Building Operator Training April 5

All of the Energy Assessment Reports were completed and delivered to the six schools that received assessments this program year. Follow up meetings are underway to review reports and opportunities to implement recommended measures. These meetings include students, teachers and staff that participated in the assessment site visits. Students range from elementary school to high school and have been very engaged in these meetings. Energy Expos are planned for May for two of the schools receiving mini grants for this event. Building Operator training was held on April 5 at the Sussex Central High School in the Indian River School District. Another training is scheduled for June 4 at Del Tech Stanton Campus. 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.

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**Pre-Weatherization Program** - Program is continuing at a steady pace with Catholic Charities continuing to deliver WAP services for Kent and Sussex Counties and the ECA (Energy Coordinating Agency of Philadelphia) is delivering WAP services in New Castle County. We are monitoring this program to make sure clients continue to move through to WAP. This has been an exceptionally wet winter and spring which is causing more homes to be deferred from WAP due to water issues in the basements. We are collaborating with DNREC- the State WAP Program Manager and the subcontracting agencies to determine when homes should/should not be referred to Pre-WAP where extensive bulk water issues are found. A workshop and training may be offered to enhance collaboration across agencies to better serve clients and make best use of available funding. We are also collecting testimonials and success stories from clients.



Units completed to date Pre-WAP	301
Units completed & through WAP	249
Units completed 2019 calendar year	38
Average cost of repairs per unit	\$4,000
Units in New Castle County	108
Units in Kent County	76
Units in Sussex County	117

**Home Performance with ENERGY STAR Program** – We have been awarded the 2019 ENERGY STAR Partner of the Year Sustained Excellence Award by USDOE and USEPA. The award was presented on April 11 in Washington DC; Suzanne Sebastian, Lisa Gardner, Angie Bivens and Alicia Renner participated in the Awards Ceremony. The Sustained Excellence Award is the highest honor among ENERGY STAR Awards. This Program is running at a steady pace and participation has adjusted to program changes to help keep within program budgets. 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 are working with Franklin Energy to select a new group of representatives for the Best Practices Working Group. A vote has been requested from the contractors and results are being tallied. We continue to monitor program will make adjustments as needed. QA/AC inspections are providing opportunities to mentor contractors on program best practices and we are prioritizing the mentoring of new contractors joining the program.

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ENERGY STAR Awards 2019



Home Buyers Fair – April 13 – Chase Center



National Guard's Earth Day Expo - April 30 at Biden National Guard Center

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:

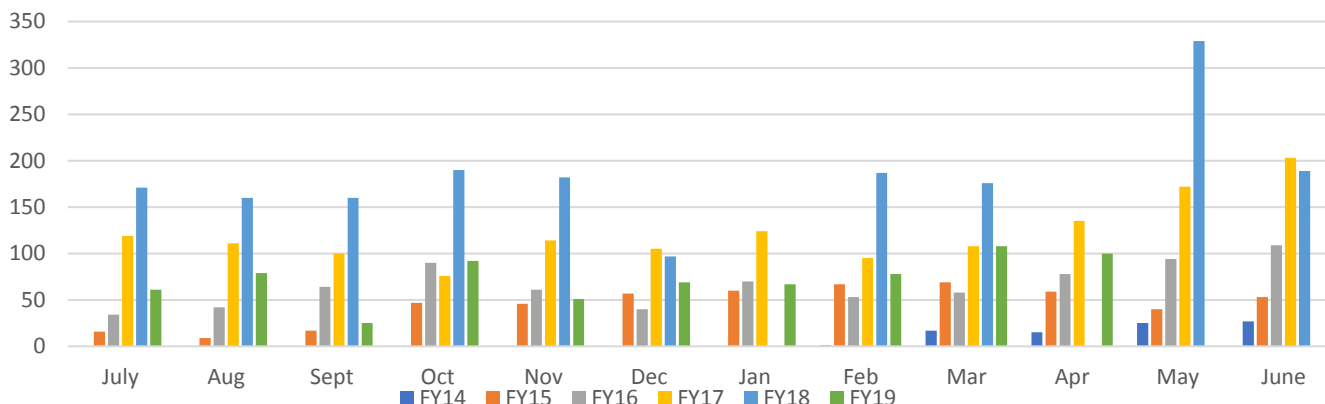
HPwES - Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1,462
FY19	61	79	25	92	51	69	67	78	108	100			730
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1,841

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

## DESEU Program Activity Report – March - April 2019



HPwES - Assessments Fiscal Year over Fiscal Year

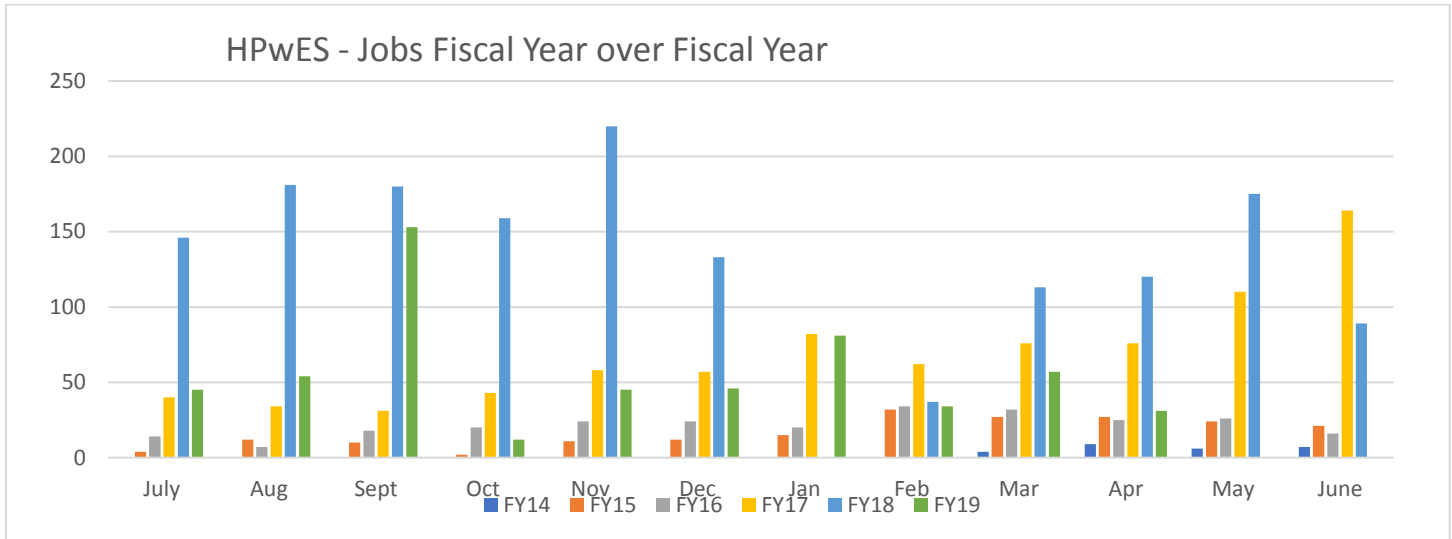


Charts below provided by Franklin Energy show a comparison of Jobs in the program year over year and have not yet been updated to include February due to staff transitions at Franklin Energy:

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	34	57	31			558

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

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Charts from the Energy Savings Database for the Home Performance Program will be included in next Program Activity Report. Franklin Energy is testing some data upload changes and data uploads are currently on hold from the production site of Energy Orbit.

### Energize Delaware Loan Programs:

**Residential Solar Loan Program** – 120 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 \$1,722,257; 96 loans totaling \$1,543,560 have completed their projects and moved into repayment status and 12 projects totaling \$178,700 are under construction. Loan payments are being submitted on time; two customers have an outstanding payment and seven loans have been repaid. The program data has been added to the Statewide Energy Savings Database.

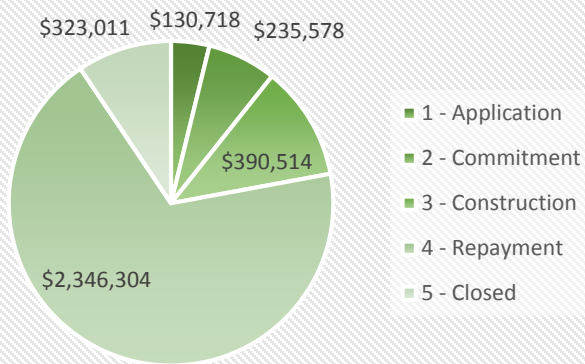
**Residential Energy Efficiency Loan Program** – 31 loan applications have been submitted totaling \$266,446 to date. 21 have been completed and paid to contractors totaling \$251,974 and one is under construction totaling \$14,472. Eight were rejected due to high debt to income ratio and one was withdrawn. Loan payments are being submitted on time and one loan has been repaid. Uptake on the energy efficiency loan program has been slow, but is starting to increase. 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.

**Low Interest Commercial Loan Program** – The amount of loan commitments and closed loans is \$37,683,558. We have 43 loans in repayment status totaling \$25,901,081 and four projects are under construction totaling \$4,409,500. 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.

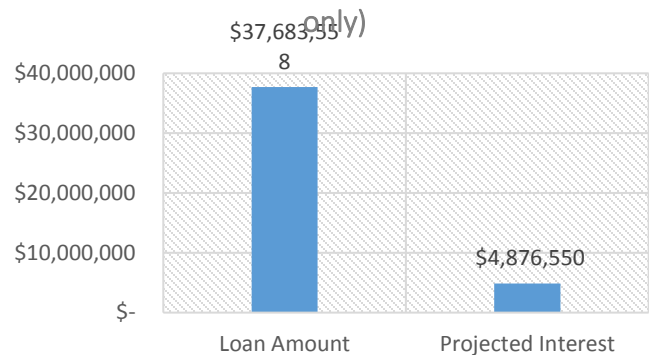
## DESEU Program Activity Report – March - April 2019



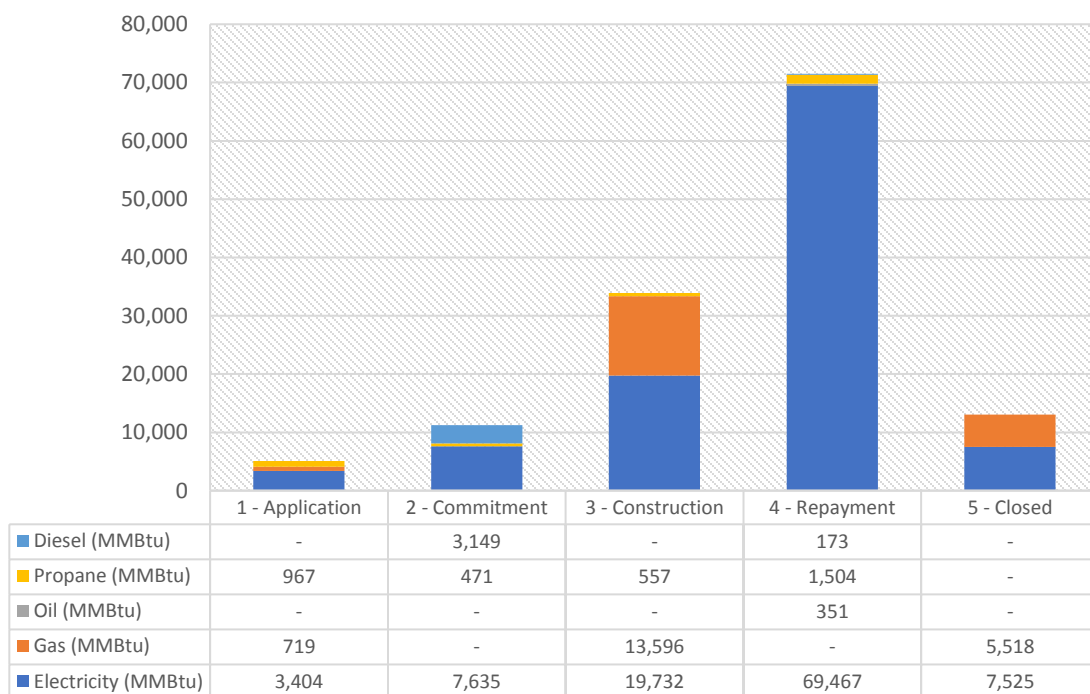
### Annual \$ Savings



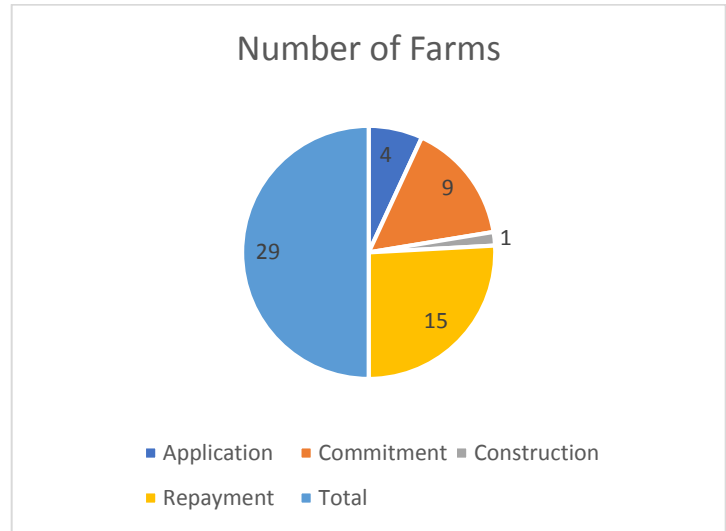
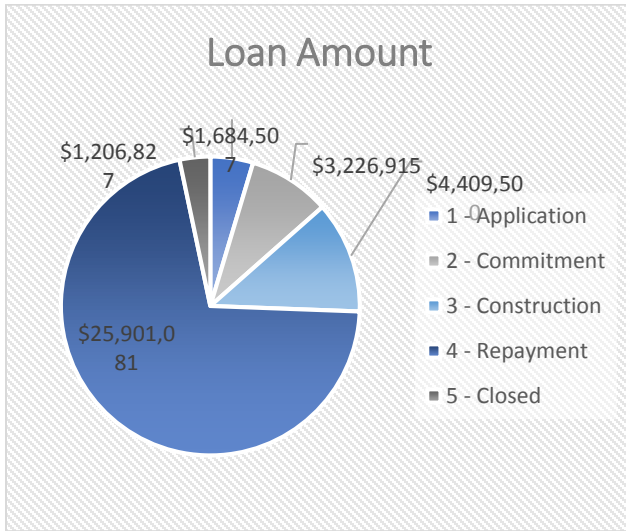
### Loan Amount & Interest Earned/Being Earned (Projects in repayment & closed ones)



### Annual Energy Savings in MMBTU

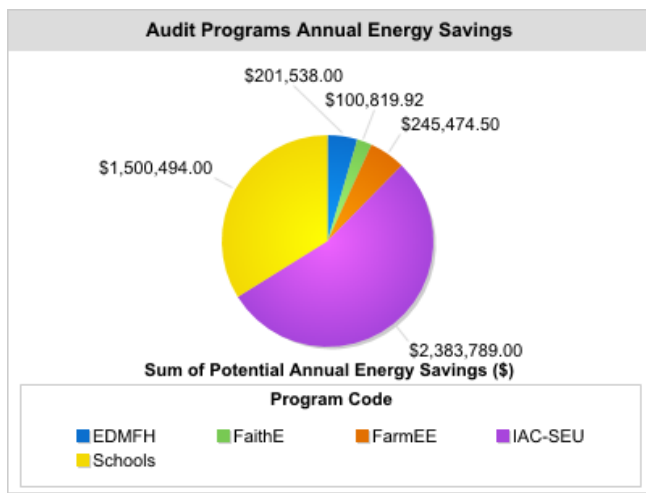


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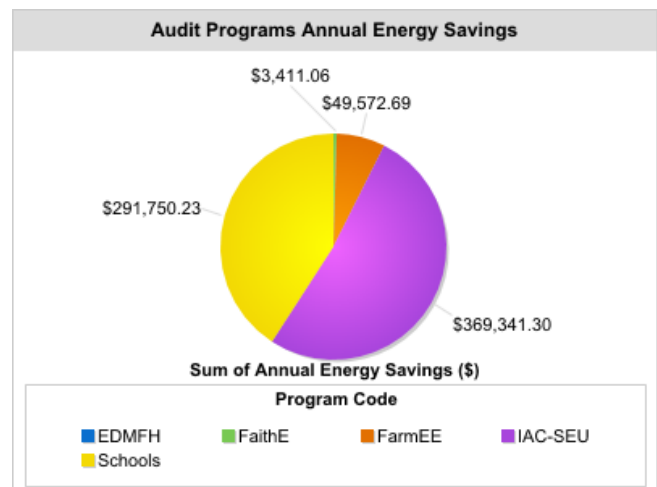


**Energy Savings Database Reports** - The charts below are from the Statewide Energy Savings Database. The data in the charts is for program activity to date. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program,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



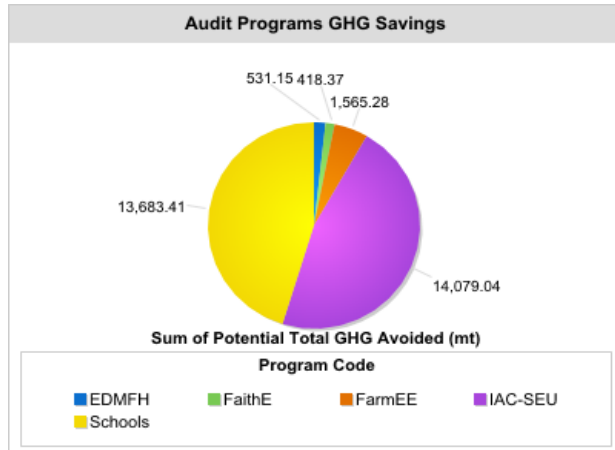
### Implemented



## DESEU Program Activity Report – March - April 2019



### Potential



### Implemented

