



Executive Director's Report

September and October 2015

- **Pre-weatherization Program** – We are under contract with Catholic Charities; the startup phase has begun. However, it is taking longer than expected to staff up. In the interim, they have been going through the process of reviewing deferred applications and selecting good candidate households. The next big step will be signing up contractors who will work with the program.
- **Assisted Home Performance with Energy Star Program** – This program is now ready to launch. A marketing strategy has been approved; we have addresses of targeted households that will receive marketing material. We will also collaborate with social service organizations to help market the program. Catholic Charities has been contracted to do the income verification and intake.
- **2016 Bond Issue** – The 2016 Bond Working Group continues to work on the ESPC Guidebook update. Celtic has also completed their review of the GESA and other documents. A draft RFQ for Independent Owners Representative services has been drafted and will be presented to the Board. Since the “Green Light” has been sent out, we have had 6 school districts express interest, as well as several State agencies. I have also reached out to our Bond Counsel and Financial Advisor to get them started on preliminary work.
- **Chase Center and Christina School District ESPC loans** – Both of these loans closed, and it was a record month. We closed over \$8.2 Million in Energy Efficiency Loans.
- **Solar Resiliency Pilot Program** – This program has taken a turn for the worse. We received only one proposal to the RFP, and it was priced far above all projections. I am working with the Gable team to determine what alternative paths are possible, if any. I hope to give the Board some options in January.
- **Green Banking Study** – The Coalition for Green Capital is finalizing their Phase II study; it is going slower than planned; it should be published within a few weeks. I will make the results a focus of the January Board meeting.
- **Net Zero Energy Manufactured Housing Study** – Phase II of the study has now kicked off; Dr. Shah, Mr. Schorah, and I traveled to Vermont to see the manufacturing operation; we visited some NZEMH home owners, and learned in detail how the Vermont program operates. The first Delaware stakeholder meeting was held in October, and VEIC is now meeting one on one with targeted stakeholders.
- **Community Energy Center Study** – We entered into a contract with the Energy Coordinating Agency (ECA) of Philadelphia to do a feasibility study for establishing Community Energy Centers in Delaware. The ECA has begun collecting data and has started doing stakeholder interviews.
- **Chesapeake Utilities** – We are currently in discussions with Chesapeake Utilities about becoming an energy efficiency program provider for them. This is a part of their effort to comply with the new “Energy Efficiency Expansion” requirements. Our discussions are focused on how we can increase their customer participation in our Home Performance Program through increased incentives and increased marketing that they would pay for.
- **Farm Loan\Grant Program** – I signed a small contract with Ensave to design a program for farms that would complement\supplement some federal programs that exist here in Delaware, but lack sufficient funds. Once the design is complete, I will schedule a Program Committee meeting to review it.