



Executive Director's Report

January – February 2017

- **Standards of Excellence Achievement** – After completing a thorough review by the Standards of Excellence Institute the SEU was certified as complying with the basic principles of the Standards of Excellence code, meaning the SEU is a well-managed and responsibly governed organization. Congratulations to all!
- **Board Orientation** – Staff and I were able to meet with three of our newest Board members: Robert Cameron, Micheal Chajes, and Andrew Slater. We look forward to meeting with Richard Jones soon.
- **PACE Legislation** – I met with the New Castle County Executive and his economic development staff to educate them on the value of having a Property Assessed Clean Energy Program in Delaware. I have also met with the Commercial and Industrial Realtors Council. I am continuing my efforts with other groups to line up support for the legislation that I hope will be introduced this session.
- **Solar Loan Program** – A program design and budget has been developed and will be presented to the Board at its March meeting. The concept of a low-interest solar loan program has been well received by the solar installers in the state.
- **Bond Arbitrage Analysis** – As part of our obligation as the bond issuer for the 2011 Energy Efficiency Bonds, the SEU was required have a bond arbitrage analysis done after five years to ensure that we have not violated any of the requirements for their tax exempt status. The analysis was completed by PFM, and they found that the SEU fully complied with the requirements of the law.
- **Solar Resiliency Pilot Program** – The loan document review, PPA review and technical meeting's with the solar developers, borrowers and host facilities continue. Unfortunately, we lost one of our host facilities; so we are in the process of finding a substitute facility.
- **HPwES Evaluation** – The evaluators are currently working on the benchmarking study and visiting a sample of our customer's homes to validate the improvements.
- **M&V Statewide Database Software** – EnergyOrbit, our software contractor, is now in the process of developing the database; we speak weekly to discuss progress and provide input.
- **Net Zero Energy Manufactured Housing Program** –The model unit is now complete and is being staged and furnished. A ribbon cutting is scheduled for April 7th. The model will be located at Beracah Homes; we are looking for a location for the second model.
- **Multiple Family Energy Efficiency Program** – We are finishing up the final program design and beginning to develop our marketing strategy. We are planning to hold our kick off meetings in April.
- **Comprehensive Marketing and Branding RFQ** – The RFQ is now completed and has been advertised and posted. Proposals are due on April 11th. We hope to have recommendations by the May meeting.

STATUS OF STATE BOND ISSUE – 01/09/2017

Agency	Status
Department of Corrections \$7-8 million	They have selected an ESCO (Noresco), an IGA agreement has been signed and they have selected Celtic as their as their Independent Owner’s Rep (IOR)
Department of Health and Social Services \$3-6 million	They selected an ESCO (Trane) and have signed a IGA agreement, and selected DEDC as their IOR
OMB \$8-\$15 million	They have signed an LOI, they have selected NORESKO as their ESCO and have selected Celtic as their IOR
Colonial School District \$7.7 million	They have completed the Investment Grade Audit with Trane, and it has been reviewed and accepted by OMB. We are in the process of finalizing their documents so they can move to construction; they will be using a bridge loan.
Caesar Rodney School District \$4-5 million	They have selected Ameresco as their ESCO, and selected Studio JAED as their IOR, they have signed an IGA agreement, and the IGA is underway.
Indian River School District \$???	They have signed an LOI and selected an IOR. They are now deciding on the process they want to go through to select an ESCO.