



Executive Director's Report

May-August 2014

General Activity

- **Financial and Tax Matters** – The SEU's "Short Year" (January –June 2013) financial reports, taxes, and audits were completed. We are currently working on FY13-14 taxes, financial statement, and audit year ending June 30, 2014.
- **Strategic Planning:** The draft Strategic Plan was presented to the Board and was the focus of the 2014 Retreat in July. The draft plan was made public on our website. Our desire for public comments was advertised through new releases and several thousand direct email notifications. Once public comments are synthesized the final Strategic Plan will be presented at the September meeting.
- **Senate Bill 150** – SB 150 was crafted by the Joint Sunset Commission in collaboration with the SEU was passed and signed by the Governor. As you know it was intended to make a number of positive organizational changes to the SEU. There was an unexpected amendment that creates a pathway for electric utilities to begin energy efficiency services directly to customers and recoup their cost through rate payers. The amendment requires collaboration with the SEU. This will be a long process beginning with the Secretary David Small appointing a committee to develop programs. Then those programs would have to be approved by the PSC. The SEU has two seats on the committee.
- **Exelon-Pepco Holdings Merger** – There is a case before the PSC to approve the proposed merger of Exelon Energy with Pepco Holdings. The SEU is filing as an intervener to protect our position as the "one stop shop" for energy efficiency and renewable energy and to insure collaboration. The Board will be briefed at the next meeting.
- **Net Zero Energy Manufactured Home Study** – The study is underway, we expect to have the final draft report later in September and meet with the Energy Program Committee in October.

Program Updates

- **Home Performance with Energy Star:** There are 22 contractors approved; 107 audits complete; 29 jobs completed; and one loan approved. A marketing strategy is now on-going it includes: direct mail, utility bill inserts, Goggle ads, and attending events and community meetings. Summer is general slow for these kinds of programs, and the mild summer did not help.
- **Green for Green Program:** 85 rebates disbursed; 51 applications approved and waiting for final closing; fourteen (14) builders enrolled (including Central Delaware and New Castle Habitat for Humanity); and \$262,500 paid out in rebates.
- **Low Interest Loan Program for Businesses and Non-profits.** The \$1 million loan for the office building in Wilmington has closed, the project will be completed in September and payments will begin in October. Two new loans were approved: \$499,000 for financing a solar array, and an \$898,260 loan for energy efficiency improvement in a Wilmington Office Building. I am in discussions with several other possible loan projects.

- **Energy Assessment Program for Business and Non-Profits.** Sixteen (16) audits have been completed; most recently Food Bank of Delaware, Mt. Cuba Center, Unitarian Fellowship of Newark., and Service Source Center. I will be meeting with each non-profit to discuss ways of funding and financing the recommended improvements, there are few that are interested in loans.
- **Green Ribbon Schools Pathway Program.** The eight (8) pilot schools have completed their audits; I will be meeting with each school to discuss the results. The audits discovered \$398,811 in potential utility bill savings equivalent to 16,695 MMBTU of energy use.
- **DCIC –SEU loans for Non-profits and Low Income Communities.** We received a \$2.5M loan application and it is currently being reviewed by DCIC underwriters and by our energy engineering assessment team.
- **2014 SREC Auction** – The 2014 Auction was completed in May. Unlike the past two auctions this auction was under-subscribed, we had anticipated procuring 7000 SREC's; however, only 5847 or 84% were procured. We believe many solar PV owners did not participate because they believe the value of SREC's will increase in the future and the value be offered (\$35/SREC) in the last 13 years was too low. The Renewable Energy Taskforce is making some changes to the program for 2015 that should increase interest.
- **Joint SREC Grant\Purchase Program** – This program was kicked-off in August. We have 38 applications to sell the SEU SREC's. These 38 applications represent 750KW total system size.