

# Executive Director's Report

March-April 2014

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The following is a general summary of activities:

- **Financial and Tax Matters** – Our “Short Year” (January –June 2013) financial reports are completed and were sent to our auditors for review.
- **Home Performance with Energy Star:** We have 18 contractors approved. Twenty four (24) audits are complete, and nine (9) are in progress. A marketing strategy has been approved and is now being implemented. Our Energy Advisors attended one community meeting in New Castle County with DPL where gas service has been extended. The Loan reserve fund has been set up.
- **Strategic Planning:** All Board members have been interviewed and public meetings are complete. A draft SWOT analysis was sent to all members and will be discussed at the May Board meeting. Our goal is to have a draft Strategic Plan approved at the July meeting.
- **RFP for Tax Exempt Master Lease:** This strategy is no longer feasible because it conflicts with the GASB61 Accounting Standard used by the State. However, there was a determination that the SEU can do direct loans to school districts.
- **Green for Green Program:** 52 rebates; there are 55 applications approved and waiting for final closing. Fourteen (14) builders are enrolled including Central Delaware Habitat for Humanity and New Castle Habitat. We have paid out \$167,000 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. I am in discussions with several other possible loan projects.
- **Energy Assessment Program for Business and Non-Profits.** We have completed twelve (12) assessments most recently two churches, the Newark Senior Center, Little Creek Fire Station, and Elsmere Town Hall. I will be meeting with each non-profit to discuss ways of funding and financing the recommended improvements.
- **Green Ribbon Schools Pathway Program.** The eight pilot schools have completed their audits, and I will be meeting with each school to discuss the results.
- **DCIC –SEU loans for Non-profits and Low Income Communities.** We have recently received a \$2.5M loan application and it is currently being reviewed by DCIC underwriters.
- **2014 SREC Auction** – The 2014 Auction window is now open, it will close on May 23<sup>rd</sup>, and results will be announced on May 27<sup>th</sup>. The goal is to purchase 7000 SREC's through the auction.
- **Green Energy Grant Enhancement Program** – This program is planned to launch on July 1<sup>st</sup> we are in the process of discussing modifications of the application form.
- **House Bill 179** – This proposed legislation empowers utilities to fund energy efficiency measures and recoup the expenses. Our contracted Bond Counsel, Barid Brown was engaged to evaluate the impact of the legislation on the SEU and prepare amendments necessary to ensure the SEU's purpose of being a “one stop” shop for energy efficiency programs should the bill move forward.
- **New Office Lights** – Thanks to White Optics and CMI Solar, LED lights were installed in the SEU Offices as a demonstration project. Please see the attached report.