



Executive Director's Report

March- April 2017

- **Standards of Excellence Achievement** – The DESEU will be recognized at the Annual DANA (Delaware Alliance for Non Profit Advancement) for this achievement.
- **ENERGY STAR Award** – Congratulations are in order for our team and the ICF team in winning this national award. You can read more in the Marketing and Communications Report.
- **PACE Legislation** – I continue to meet with stakeholders, including representatives from New Castle County, Kent County, the Bankers Association, the Governor's staff, and DEDO to educate them on the value of having a Property Assessed Clean Energy Program in Delaware. The Commercial and Industrial Realtors Council is committed to writing a letter of support. I am continuing my efforts with other groups to line up support for the legislation that I hope will be introduced this session.
- **Solar Resiliency Pilot Program** – This program continues to have setbacks. In my last report, I stated that we lost one of our biggest participants; for this period, I have to report that we lost two more. We are now searching for new participants to take advantage of this solar with battery backup pilot program.
- **HPwES (Home Performance with ENERGY STAR) Evaluation** – The evaluators have completed the process evaluation and the benchmarking study; staff is reviewing their recommendations. They are now working on the impact evaluation which looks at actual savings in sample homes that participated in the program. The evaluators have also helped us prepare the RFQ for the HPwES program.
- **HPwES Request For Qualifications** – The contracts for this program are set to expire at the end of this calendar year; therefore, we started the RFQ process to select a vendor to continue the program. Qualifications are due back June 21st; the goal is to bring the selected contractor to the July Board meeting for approval.
- **M&V Statewide Database Software** – EnergyOrbit, our software contractor, is in the final stages of developing the software. Our staff and our implementation contractors have gone through the training. We hope to "go live" at the end of May.
- **Net Zero Energy Manufactured Housing Program** – We had a fantastic turnout for the ribbon cutting at Beracah Homes. There were a number of board members, legislators, and housing officials that attended. The second model should begin construction shortly and the plan is to display at the state fair in July.
- **Affordable Multifamily Housing Program** – This program has now launched; we already have two applications. Marketing has also begun to spur interest and participation in this program.

STATUS OF STATE 2017 BOND ISSUE – 05/09/2017

Agency\SD	ESCO	Independent Owners Rep.	High Contract Estimate	Low Contract Estimate	Actual IGA Project Cost	IGA Estimated completion Date
OMB	NORESCO	Celtic	\$15 M	\$5 M		8/28/17
DHSS	Trane	DEDC	\$7 M	\$6 M		9/29/17
DOC	NORESCO	Celtic	\$4.6 M	\$3.4 M		8/16/17
Colonial	Trane	Studio JAED	\$7.7 M	\$7.7 M	\$7,675,937	Completed
Caesar Rodney	Ameresco	Studio JAED	\$3 M	\$3 M		6/15/17
Indian River	Trane	Studio JAED	\$10 M	\$7 M		9/29/17
Total			\$47.3 M	\$32.1 M	\$7,675,937	