

The following is a general summary of activities:

- **Annual Report** – We published our first Annual Report; it includes a financial statement, program data and testimonials, energy savings data, and 2014 accomplishments. This was a team effort that included me, Lisa, and Mitch Topal (our PR consultant), and Robin Coventry who covered for Lisa during her leave.
- **Hiring and Office Move** – Suzanne Sebastian has been hired as our Program Manager. Suzanne lives in Delaware, has over twenty years of energy program management experience with the State of Delaware, mostly recently running the Green Energy Grant Program. She is well networked in Delaware and was the most enthusiastic candidate of several well qualified candidates. We have also found new and larger office space in Dover at the Duncan Center at 500 W. Loockerman Street, Suite 400.
- **Measure, Verification, and Evaluation (MV&E) Study** - The study is well underway. Program documentation has been reviewed and interviews with program stakeholders have been conducted. Cadmus staffers are in the process of developing the program evaluation tool, program portfolio plan template, and program targets.
- **Energy Efficiency Advisory Committee (EEAC)** - The committee continues to discuss candidate programs, the EMV regulations, and 3 year portfolios for utility funded energy efficiency programs. We continue to advocate a central role for the DESEU.
- **Pre-weatherization Program** – As directed by the Board we met with Catholic Charities to discuss possible budget reductions; we had a successful meeting during which we identified several areas for cost savings, but we did conclude that the program will need two full time employees. I am expecting a revised contract and budget in May. The plan is to start the program in the fall.
- **Assisted Home Performance with Energy Star Program** – A program modification to our Home Performance Program has been developed that will enable it to better serve low and moderate income people. It will serve families with incomes just above the cut off for weatherization. This program will offer \$50 audits and higher rebates. The proposal will be discussed at the May 21, 2015 Board meeting.
- **2011 Bond Issue: Actual Savings Analysis** – Phase I of the study was completed and presented to Delaware Finance and OMB officials. A copy was also given to the Governor. The study has found that the post construction actual energy savings are on target to meet and exceed project savings by about 3%. We are now completing the Phase II which looks at actual billing data. So far Phase II is validating Phase I.
- **Governor's Meeting** – Leaders of DE Chapter of the Energy Service Coalition (ESC) met twice with Governor Markel to discuss the future of financing Energy Saving Performance Contracts for public agencies and schools. The April meeting was a break through. The Governor asked Secretary Cook lead a team to develop a "Green Light" letter to set forth parameters for bond issue that he could support. The amount is tentatively set at \$50M, and discussions are to include the use of RGGI funds to support the program as well as other financing mechanisms.
- **Exelon-Pepco Holdings Merger Intervention** – Our effort to intervene are now complete, and as stated in my last report we met many of our goals. This now goes before the PSC and is still pending.

Program Updates

- **Home Performance with Energy Star:** Through March of 2015, 471 audits were completed, this is 71 more than last report and 138 jobs are complete. We launched our Downtown Delaware HP program and had have had a few audits as a result.
- **Green for Green Program:** 192 rebates paid to date. We have paid out \$602,500 in rebates. The program appears to be on target for fully realizing its budgeted allocation.
- **Low Interest Loan Program for Businesses and Non-profits.** We closed on a \$48,000 loan for a small solar system in Dover. We received the commitment letter and fee for the \$898,260 loan for energy efficiency improvements in a Wilmington Office Building. We are moving toward getting a \$467,076 commitment letter for a loan for lighting project for an office park in Dover.
- **Energy Assessment Program for Business and Non-Profits.** We have completed twenty three (23) assessments. Most recently Christina Cultural Arts Center, Buena Vista, and Christian Church Center. Thus far the assessments have discovered \$648,000 in annual energy savings.
- **Green Ribbon Schools Pathway Program.** This year's program is now complete. Senator McDowell and I attended the award ceremony at Mt. Pleasant Elementary School which won a \$10,000 award for most sustainable school. The eight (8) pilots have completed their audits. 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 have completed our engineering and underwriting review of a \$2.5M loan application for a large non-profit. We are now in the process of lining up partner banks.
- **2014 SREC Auction** – The auction was held on April 29th. This was our third successful auction on behalf of Delmarva Power. All tiers were filled and Delmarva Power opted to accept an additional 3,000 SRECs above the original 9,000 in the base solicitation. The overall weighted average price was \$67.67 which was slightly lower than last year.
- **Upfront SREC Purchase Program** – Of the \$1.5M reserved for this program 85.6% or \$1.3M has been reserved by applicants. We have paid \$32,861 for SRECs from 8 systems that are calculated to generate 97.28 MWh of power per year.
- **Agricultural Marketing** – Ensave has reached out to 119 agricultural producers in Delaware, and have interest from 39 of them, of those 18 are waiting for confirmation of their USDA grant, and 3 are interested in applying for DESEU loans. Of those contacted, 21% of those are not interested in loans, and we are still trying to make contact with 33% of the producers.
- **Solar Plus Resiliency** – We received 15 applications from a number of fire companies, schools, and a police station. After screening and visiting sites we have selected four (4) participants: three (3) schools, and one (1) fire company. Together they represent 3MW of solar generation. The program details will be presented to the Board in May; we are seeking approval to move toward an RFP for the solar developer.
- **Faith Efficiencies** – This program has now launched and Interfaith Power and Light is accepting applications and is well on its way to providing assistance to 14 houses of worship.
- **Green Banking** –The Coalition for Green Capital is now working on Phase II by interviewing energy program managers and financing stakeholders from around the state.