



# Executive Director's Report

September - December 2014

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The following is a general summary of my activities:

- **Financial and Tax Matters** – Financial Statements and Audit for FY13-14 are complete.
- **Strategic Planning:** The Plan was discussed further at the September board meeting. The Board was informed that several public comments received should be incorporated into the Plan. Those changes have now been made, and the plan was reviewed again for final editing. The Plan will be on the January agenda for final approval.
- **Measure, Verification, and Evaluation (MV&E) Study:** I began the process of interviewing our qualified and contracted energy engineering and MV&E firms to get their recommended approaches to developing a formal MV&E program. A formal MV&E program is important to the credibility of our work. Based on my interviews I asked Cadmus to provide a scope of work and budget for a study that would evaluate our overall operations with respect to MV&E. It will provide best practice protocols for existing programs, protocols for evaluating new programs and pilot programs, and M&V operation plans for each program. I am bringing the proposal for Board consideration and approval to the January meeting.
- **Energy Efficiency Advisory Committee (EEAC)** – This committee was created as a result of SB150\HA2. Its purpose is to guide and develop “candidate programs” for Delaware “energy providers” (utilities) to consider in their required 3 year energy efficiency program plans. The committee started meeting in December 2014 and will continue to meet monthly. I am attending the meetings. The SEU has two seats on the Board, thus far Senator McDowell has appointed himself to the committee, and the other seat is open.
- **Low-Mod Income Advisory Committee** – An ad hoc committee was formed following our Board retreat in July. Since then the committee has held two committee meetings, and two focus group meetings with community leaders, one meeting was held in Wilmington and one in Milford. In addition our interns are working on a report of energy programs already available in Delaware, and common programs found around the country.
- **2011 Bond Issue: Actual Savings Analysis** – This analysis is being done to show actual savings to date from projects funded by the 2011 Bonds. Secretary of State Tom Cook requested this analysis to help determine the efficacy of the program. Much of the analysis is being done by our two interns, and we are working closely with the ESCO companies that performed the work. In addition we have asked state officials to provide us with utility data for analysis. We hope to complete this work in the first quarter of 2015.

- **Website update & New Brochure** – Lisa and I have been working closely with Mitch Topel and Delaware.Net to update our website. The goal was to remove outdated information and broken links, add new pages related to new programs, and make the site more user friendly overall. The new site will be launched shortly after the first of the year. We also worked Mitch Topel to develop a new “general” brochure for the SEU. Copies will be available at our next meeting.
- **Exelon-Pepco Holdings Merger Intervention** – Our effort to intervene into merger case is still on-going and has taken a considerable amount of time. The good news is that I believe our efforts are working to secure our position as the “one stop shop” for energy efficiency and renewable energy and to insure true collaboration. The case is likely to conclude in the next three months.
- **Net Zero Energy Manufacture Home Study** – Phase I of the study has been completed and reviewed by the Energy Programs committee. Several suggested improvements were made; we are waiting for the final draft which will incorporate the last set of comments from the committee.

### Program Updates

- **Home Performance with Energy Star:** Since my last report we have added 3 new contractors, the total number of participating contractors is 25. To date, 276 audits are completed, this doubled the amount from last report; 65 jobs are complete, up from 29 jobs in the last report. We have seen an increase in activity since the summer which is generally slow for these kinds of programs; a mild summer did not help.
- **Green for Green Program:** 145 rebates paid to date. We have paid out \$535,285 in rebates and recertification reimbursements. The program appears to be on target for fully realizing its budgeted allocation.
- **Low Interest Loan Program for Businesses and Non-profits.** The \$1 million loan for the office building in Wilmington has closed, the project is completed, the loan money paid, and we have invoiced them for our first payment. The two other loan approvals (\$499,000 for financing a solar array, and an \$898,260 loan for energy efficiency improvement in a Wilmington Office Building) are moving towards closing. I am in discussions with several other possible loan projects.
- **Energy Assessment Program for Business and Non-Profits.** We have completed twenty (20) assessments. Most recently Mt. Cuba Center, Eagles Nest Church, Delaware College of Art and Design, and First Presbyterian Church. I will be meeting with each non-profit to discuss ways of funding and financing the recommended improvements. Thus far the assessments have discovered \$575,000 in annual energy savings.
- **Green Ribbon Schools Pathway Program.** The eight (8) pilot schools 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 are nearing completion on our review of a \$2.5M loan application, our energy engineering assessment team has made a number of recommendations that improved the quality of the project and added value for the applicant.
- **Joint SREC Grant\Purchase Program** – Of the \$1.5 million reserved for this program 16.6% or \$249,000 has been reserved by applicants. We actually started purchasing SRECs in December 2014.
- **Agricultural Marketing** – I have signed a marketing contract with Ensave. Ensave is the premier agricultural energy auditing company in the country, and they have access to over 100 farms with completed audits. They will be contacting these farmers and promoting our low interest loan programs.
- **Solar Plus Resiliency** – I have entered into an agreement with Gabel and Associates to develop pilot solar with battery back-up projects at school and emergency management facility sites. The intent is to augment the benefits of solar energy by protecting the critical loads of a school in the event of a grid failure. The storage device and the solar system would function to provide back-up power for specified emergency loads when power outages occur. In addition, storage may reduce utility demand charges thereby increasing savings.
- **Green Banking** –I have signed an agreement with the Coalition for Green Capital to do a Phase 1 “legal and regulatory” review. The purpose of the review is to determine what opportunities and barriers exist in Delaware for the SEU to form a “Delaware Green Bank” as a subsidiary corporation.