

Energize Delaware Programs

ZeMod – Faye and Howie Pleasanton have moved into their ZeMod home. A training session was held by VEIC staff with the homeowners on June 28 to review energy efficiency features of the home and maintenance items for the unique equipment in their home such as the mini-splits, CERV air circulation and filtration equipment, as well as the condensing dryer and heat pump water heater. Final interconnection paperwork for the Solar PV system is in process and Beracah is handling that process. The final set has been completed for the Sundial ZeMod in Knoll Acres, a Milford Housing Development Corporation subdivision in Lincoln, Delaware. The model is staged and ready for showings. Milford Housing is working to schedule an Open House for later this month, tentatively set for the Weekend of September 28-29. A Green Appraiser is now under contract with USDA and those appraisals are being ordered for the new applicants in the program—two applicants are awaiting the green appraisals to move forward and three are with USDA for underwriting.

MHDC is still waiting on comments for the Cove/Greenwood Acres from the Town of Greenwood for a potential ZeMod development. We are working with VEIC on data collection and potential training for VEIC staff to enter Energy Savings Data into Energy Orbit – the Statewide Energy Savings Database now that one ZeMod home is occupied.



Faye and Howie Pleasanton's ZeMod



Mobile home being replace with the ZeMod



Knoll Acres Sundial Model ZeMod

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Affordable Multifamily Housing Program – New Ecology (NEI) continues to work with clients on various phases of building upgrade designs, review of RFPs and submitted proposals and construction phases for clients with completed audits. There are two potential gut rehab projects (Quaker Arts and Riverside) that have requested funding from the pilot construction loan program with Energize Delaware and DSHA to include energy efficiency features and LIHTC. This is at the preliminary stages of this process and review of documents by NEI and DSHA. The program guidelines will be finalized between DSHA, Energize Delaware and New Ecology. The project at Our Lady of Grace, a new construction project is now complete and dedication ceremony is being planned for October 15.



Our Lady of Grace – Newark, Delaware



Energy Audit Site Visit at Laurel Commons – Blower Door Test – Laurel, Delaware

Lights On – Delaware Strong – The Milford campaign installed energy efficient LED front porch lights for 312 homes during this period. Workshops enabled residents to learn more about more tips for saving energy in their home and the programs to provide assistance to install efficiency measures such as the HEC² Program. This collective street by street community campaign will educate and empower residents to increase public awareness of criminal activity and demonstrate a unified community approach toward public safety neighborhoods. Each resident that participates in this campaign will pledge in writing to keep their front porch light switch on, encourage their neighbors to participate in the Lights-On campaign and agreed to report any suspicious activity to the Emergency 911 service. Some residents will also receive Solar Powered LED Motion Flood lights for their back yards and installed through this campaign. This program is funded to go Statewide in FY 20 to be replicated in other communities across the State. HELP Initiative participated in an interview with the 47 ABC news team around the Lights-On Milford Strong Campaign and the HEC2 Program. Link to the news coverage as follows <https://www.wmdt.com/2019/08/lights-on-program-comes-to-milford-aims-to-reduce-crime/>



Photos above from Milford Lights on Program – HELP, Inc. Staff and Energize Delaware Intern Willow Bowen



EEIF for Non-Profits – The Energy Efficiency Investment Fund for Non-Profits is processing applications and the pace seems to have slowed. To date, 52 incentive payments have been paid to non-profit organizations totaling \$401,919. Data is being entered in the Energy Orbit Statewide Energy Savings Database for this program. DNREC is not utilizing the reporting system for the EEIF projects funded by DNREC at this time. Once new staff are on board for this program, they will consider inputting data.

FY 20 SEU Budget for EEIF for Non-Profits	\$200,000
Total Paid in FY 19	\$ 115,574
Total Paid in FY 20	\$32,651
Total Pre-Approved and under construction (5 projects)	\$ 71,322
Available Funds for FY 20	\$ 96,027

Energy Assessments for Non-Profits –Seven energy assessments have been completed so far in FY 20 for non-profit organizations. Assessment reports for Grace Methodist Church, Lighthouse Baptist Church, Delaware Agricultural Museum, Lutheran Church of the Good Shepherd and Long Neck United Methodist Church. Reports for the Harrington Senior Center and the West End Neighborhood House are currently being drafted. Follow-up meetings to discuss EEIF

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incentives and Energize Delaware Loan Financing options are being scheduled for the Delaware Agriculture Museum and Long Neck United Methodist Church. UD IAC is currently working with two other organizations (Epworth United Methodist Church and American Legion Post 28) on potential assessments. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments



Delaware Agricultural Museum, Dover



Grace United Methodist Church, Wilmington

Energize Delaware Farm Program – EnSave, our program implementer, is currently working with program applicants for incentives funded through this program. Approved efficiency measures include lighting, radiant heaters, building envelope and ventilation. EnSave is working with applicants to maximize funding resources through the Energize Delaware Farm Program and the NRCS EQIP and RCPP programs to leverage additional resources and install more projects. Solar thermal incentives are no longer being offered through this program. Systems already approved are currently being completed and installed by IGS.

Audits complete to date	45
Technical Assistance Reports Completed to date	18
Incentives Paid this calendar year Jan-June 2019	\$444,663
Number of Farms receiving incentives	29
Solar Thermal incentives approved and in process	\$100,000
Approved Incentives for projects in process	\$302,991.03

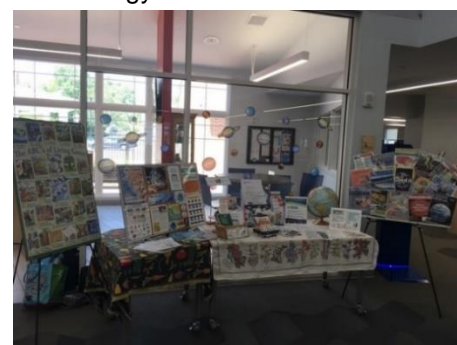
Faith Efficiencies – No assessments were completed during this report period. Lisa Locke is meeting with interested faith communities; however, uptake by the smaller churches has been slow and more churches are receiving incentives through the Energy Assessments for Non-Profits program for medium and larger faith communities. Earth Care Displays for houses of worship continue to be provided for faith communities under both programs and local library earth care displays are rotated throughout the State, which has been well received and very successful. Lisa Locke is collaborating with the HEC² Program to offer workshops to congregations in communities that have more vulnerable populations. Home Performance Workshops are also being scheduled for the fall for faith communities that have received energy assessments.



Georgetown Library Earth Care Display



Philadelphia Pentecostal Holiness Church



Delmar Library Earth Care Display

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Windows of Hope Matching Funds - An initiative through Faith Efficiencies –is working with Temple United Helping Hands a 501c3 organization– Serving West Center City, engaging local residents and a group of returning citizens that meets at a neighborhood meeting hall, as well as a local property owner. Matching funds have been provided by New Castle County Congregations, which supports this project along with seed money from Energize Delaware. 30 windows have been constructed and installed for 6 units in one building. A second building is under consideration and the clients will be provided into for the HEC² program.

Climate Conversations - A new initiative to further marketing Energize Delaware Programs and increase awareness of Climate Change. This offering is currently being piloted to facilitate Climate Conversations---a gathering of Delawareans to create environments where people will feel encouraged and safe to discuss a range of issues related to climate change and share their ideas for creating a healthier planet. Climate conversations are being considered in coordination of Home Performance and HEC² workshops at Faith Communities, Schools, Libraries, Colleges, and other venues across the State. There is also interest to host these climate conversations at the Brandywine Zoo and possibly recreational parks throughout the state that could include a tour to show what is or can be affected by climate change. In July, the Delmarva Green Team met at the International Student Outreach Program dinner at Epworth Church. Green Team members and Delaware Interfaith Power & Light interns interviewed students from many countries to find out their thoughts about the effect of climate change on their homelands, and how the causes and impacts are being addressed. Featured in the *Cape Gazette* July 2019.



International Student Outreach Dinner



Delmarva Green Team members

Pathways to Green Schools Program – Eight schools have submitted applications to participate in the program this school year and a few others have expressed interest. There are nine returning schools that will also be participating in the program. The Fall Workshop for teachers is scheduled for Tuesday, October 8 at Killens Pond State Park at the Nature Center. Lisa Locke will be presenting about Climate Conversations initiative and will engage teachers on how to have this conversation in the classroom. Climate conversations may also be incorporated into the Workshops for Parents and teachers for our other Energize Delaware Programs, such as Home Performance and HEC². Green Building United has two Climate Education Kits available to be loaned to schools participating in the Pathways Program. Building Operator Trainings will be held in winter or spring of 2020. Mini grant applications will be submitted in January with Awards in February. Data from the energy audits and follow-up implementation reports has been uploaded into the Energy Orbit Statewide Energy Savings Database and the implementation reports from the one-year post audit follow up is also being entered into the software tracking system.



Odyssey Charter Composting Bin



Spring Middle-Family Energy Education Night

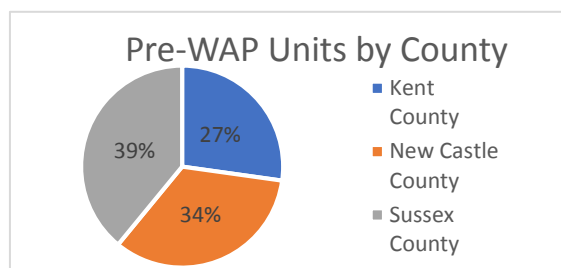


Climate Education Kits

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Pre-Weatherization Program - Program is continuing at a steady pace with Catholic Charities continuing to deliver WAP services for Kent and Sussex Counties and the ECA (Energy Coordinating Agency of Philadelphia) is delivering WAP services in New Castle County. Projects in New Castle County have slowed considerably, and we are working with the program partners to improve participation for NCC. We continue to collaborate with DNREC, the State WAP Program Manager, and the subcontracting agencies to determine ways to improve deferral process to send homes to Pre-WAP. Bulk water issues continue to be found. We are also collecting testimonials and success stories from clients.

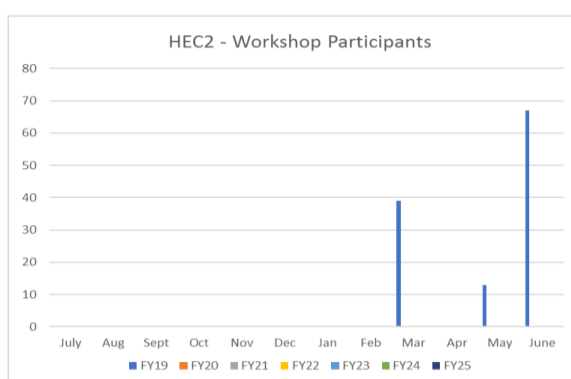
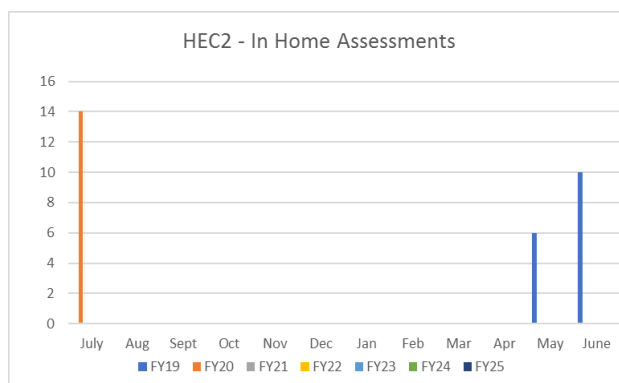


Units completed to date Pre-WAP	338
Units completed & through WAP	282
Units completed 2019 calendar year	75
Average cost of repairs per unit	\$4,000
Units in New Castle County	114
Units in Kent County	92
Units in Sussex County	132

Home Energy Counseling & Check-up HEC² - The program continues recruiting partner organizations to host workshops and host "Pop up" Energy Centers for counseling and advocacy services. Check-ups have increased as a result of the outreach events such as the Rock the Block event held on July 27 where Senator Brian Pettyjohn visited the display. There has also been increased awareness and participation as a result of the door to door canvassing by HELP Initiative through the Lights On Delaware Strong Program.



July 27, 2019 Rock the Block event at Coverdale Community in Bridgeville, DE



Home Performance with ENERGY STAR Program -This Program is running at a steady pace and participation has increased over the past few months. The Best Practices Working Group (BPWG) continues to meet and work with the

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DESEU and Franklin team. A contractor scoring system has been designed and is in the process of being implemented over the next few months. The scorecard will be posted on the program website. The best practices workgroup will meet on September 18, 2019. We continue to monitor the program will make adjustments as needed. QA/AC inspections are providing opportunities to mentor contractors on program best practices, and we are prioritizing the mentoring of new contractors joining the program. The team participated in several outreach events over the summer at Del One Credit Union in Dover and the Delaware Electric Cooperative Annual Meeting in Harrington.

On July 19, our Home Performance team participated in a TV interview at a reporter's home to demonstrate our energy audits and discuss tips for saving energy during the heat wave. Story can be found at the link below:

<https://www.wrde.com/story/40813518/heat-waves-impact-on-homes>

Snapshot of what contractor scorecard will look like when posted on website—data is for example only.

PARTICIPATING CONTRACTORS PERFORMANCE SCORES

3 = excellent, 2 = good, 1 = fair.

Contractors	Projects	Customer Service	Work Quality	Timeliness	Overall
[Bar]	120	★★★	★★★	★★★	★★★
[Bar]	50	★★	★★★	★★★	★★★
[Bar]	36	★	★★	★★	★★
[Bar]	34	★★	★★★	★★	★★
[Bar]	34	★★★	★★	★★	★★★
[Bar]	26	★	★★★	★★★	★★
[Bar]	17	★	★	★★★	★★
[Bar]	13	★★★	★★	★	★★★
[Bar]	9	★★★	★★	★★	★★



HOME PERFORMANCE WITH ENERGY STAR® PROGRAM



Del One Credit Union Member Event and Delaware Electric Cooperative Annual Meeting

Charts below provided by Franklin Energy show a comparison of Assessments in the program year over year.

HPwES - Assessments

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1,462
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1,841
FY19	61	79	25	92	51	69	67	78	108	108	130	167	1,035
FY20	186												186

HPwES - Jobs

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY14	0	0	0	0	0	0	0	0	4	9	6	7	26
FY15	4	12	10	2	11	12	15	32	27	27	24	21	197
FY16	14	7	18	20	24	24	20	34	32	25	26	16	260
FY17	40	34	31	43	58	57	82	62	76	76	110	164	833
FY18	146	181	180	159	220	133	0	37	113	120	175	89	1,553
FY19	45	54	153	12	45	46	81	34	57	46	64	106	743
FY20	123												123

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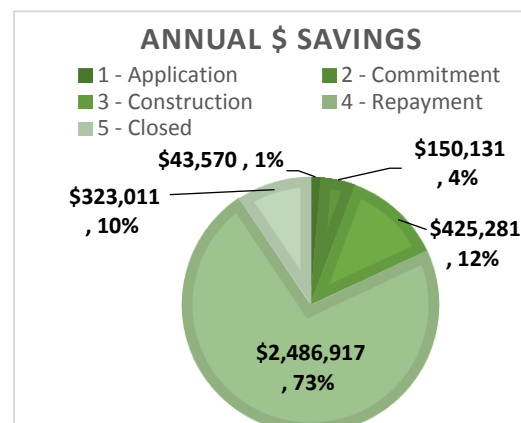
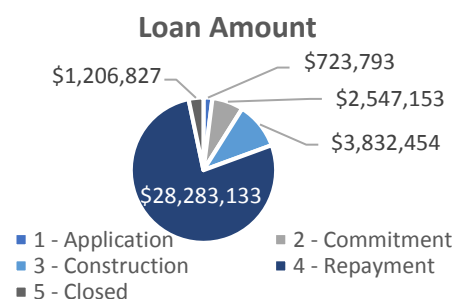
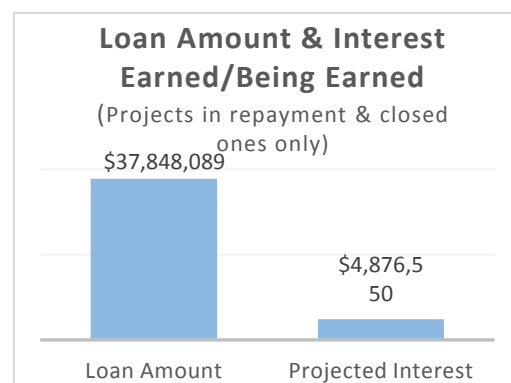
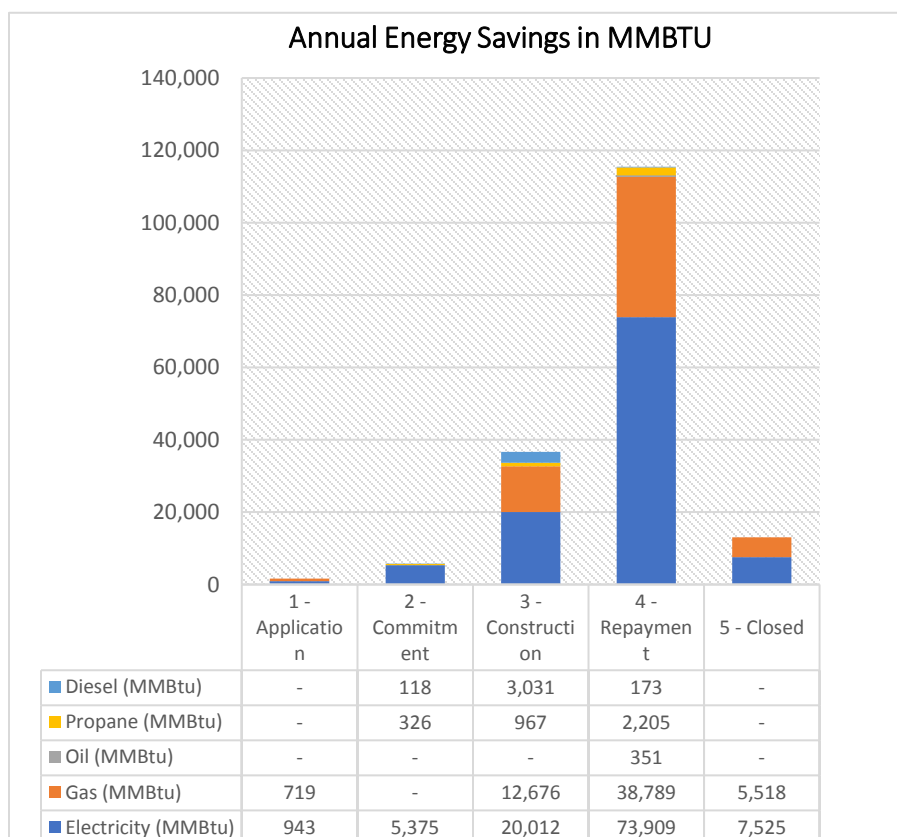


Energize Delaware Loan Programs:

Residential Solar Loan Program – 155 loan applications have been submitted to date; 11 applications were rejected due to credit score or debt to income ratio and one was withdrawn. This program has approved loans totaling \$2,305,135; loans totaling \$1,755,736 have completed their projects and moved into repayment status and 32 projects totaling \$549,399 are under construction. Loan payments are being submitted on time; one customer has an outstanding payment and seven loans have been repaid. The program data has been added to the Statewide Energy Savings Database.

Residential Energy Efficiency Loan Program – 57 loan applications have been submitted totaling \$529,085 to date. 42 have been completed and paid to contractors totaling \$505,945 and two are under construction totaling \$23,140. Twelve were rejected due to high debt to income ratio and one was withdrawn. Two loan payments are outstanding, but this is their first time and have been contacted. Payments are expected soon. Two loans have been repaid in full. Uptake on the energy efficiency loan program increased over the summer months and is tapering off. It is expected to increase when temperatures change with cooler weather. We are seeing more whole house projects with weatherization measures now being submitted through the Home Performance Program. This program is being tracked in the Energy Orbit Energy Savings Database in conjunction with the Home Performance Program.

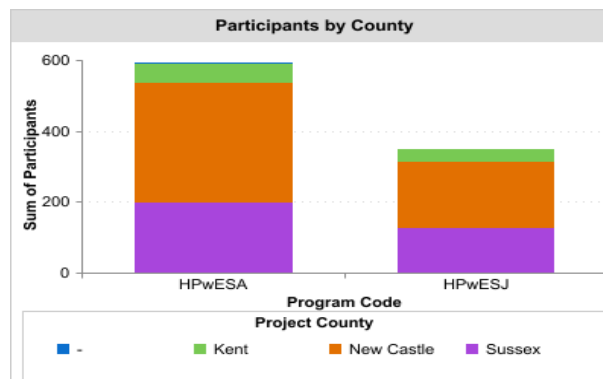
Low Interest Commercial Loan Program – The amount of loan commitments and closed loans is \$37,848,089. We have 50 loans in repayment status totaling \$28,283,133 and seven projects are under construction totaling \$3,832,454. Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program. This data is being updated by our intern.



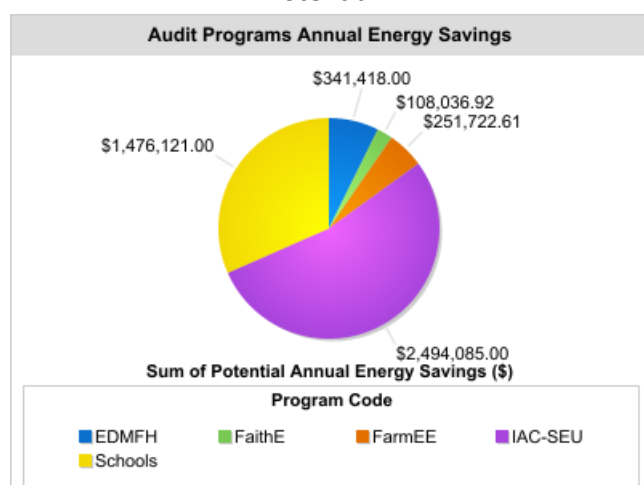
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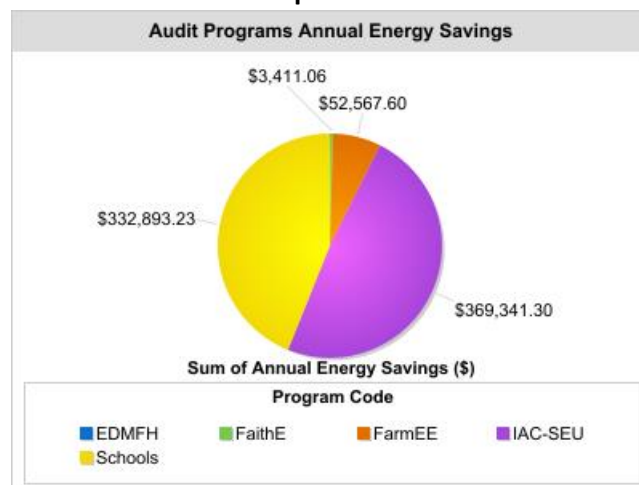
Energy Savings Database Reports - The charts below are from the Energy Orbit Statewide Energy Savings Database. The data in the charts is for program activity to date. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program, Energize Delaware Farm Program, Pathways Program and the Industrial Assessment Program for Non-Profits. The implemented charts show data where clients were surveyed post audit to collect implemented energy savings. Home Performance shows participation by county. We continue to do data quality testing and learn how to extract data for reporting needs. Program implementers are reminded to update data on a monthly basis.



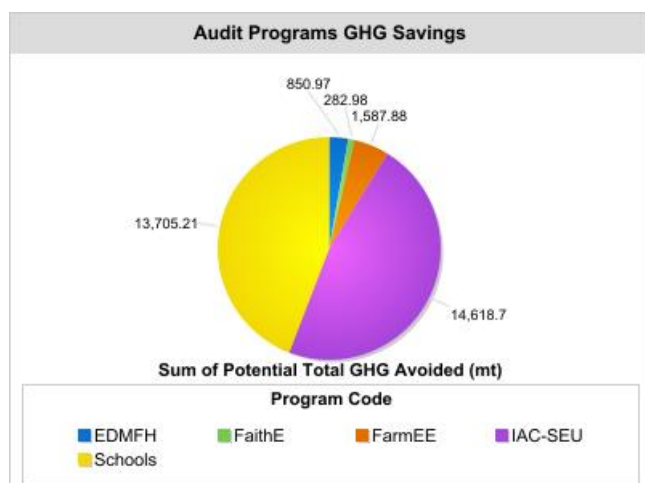
Potential



Implemented



Potential



Implemented

