

Energize Delaware Programs

ZeMod – An open house was held at the ZeMod model in Knoll Acres on October 26. WBOC Delmarva Life toured the Knoll Acres ZeMod during October and did a taping on October 21 and a studio interview on October 29. <http://www.delmarvalife.com/delmarvalife/learn-about-zero-energy-modular-homes-from-milford-housing-development-corporation/> Final interconnection paperwork for the solar PV systems in the Pleasanton ZeMod and the Knoll Acres Model home is in process and Beracah is handling that process. Six applicants are in the pipeline and their applications are under review by USDA. Most are interested in the Sundial Model. 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.



Knoll Acres Sundial Model ZeMod

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. Reviews by NEI are complete and these projects meet the criteria for the construction loan program – upgrades include Mini-split heat pump units, tankless water heating, ENERGY STAR appliances and windows and increased insulation at both properties. If this program is successful, both NEI and DSHA would like to continue this offering into the next round of LIHTC applications. Other projects are in various stages of design and review. Projects are moving forward at Acorn Acres (Georgetown) and Elizabeth Cornish Landing (Bridgeville).

Lights On – Delaware Strong – This program is moving forward with Laurel (300 installs) and Wilmington (227 installs) for energy efficient LED front porch lights for a total of 527 homes during this period. This collective street by street community campaign educates and empowers residents to increase public awareness of criminal activity and demonstrate a unified community approach toward public safety. Each resident that participates in this campaign pledges 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 Emergency 911 service. Some residents will also receive Solar Powered LED Motion Flood lights for their back yards. Law enforcement agencies are seeing a positive impact as a result of this program.



Equitable Wilmington Event



Hispanic Festival – Wilmington

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EEIF for Non-Profits – The Energy Efficiency Investment Fund for Non-Profits is processing applications and the pace has slowed. To date, 53 incentive payments have been paid to non-profit organizations totaling \$404,625. 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 20	\$38,200
Total Pre-Approved and under construction (5 projects)	\$ 71,322
Available Funds for FY 20	\$ 90,478

Energy Assessments for Non-Profits

Nine energy assessments have been completed so far in FY 20 for non-profit organizations. Assessment reports were completed and follow up meetings to discuss EEIF incentives and low-interest loans were held for Harrington Senior Center and West End Neighborhood House this period. Reports for the Epworth United Methodist Church and the American Legion Post 28 are currently being drafted. UD IAC is currently working with two other organizations (Immanuel Highlands Episcopal Church and the Kalmar Nykel Shipyard) on potential assessments. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments



Harrington Senior Center



West End Neighborhood House

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. EnSave is drafting the RCPP renewal application to be submitted to NRCS in December. 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	53
Technical Assistance Reports Completed to date	18
Incentives Paid this fiscal year (July-October)	\$116,166
Number of Farms receiving incentives	48
Solar Thermal incentives approved and in process	\$90,057
Approved Incentives for projects in process	\$272,564

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. Three audits are currently being scheduled for Catalyst Community Church (Bethany Baptist Church), St. Thomas Episcopal and Immanuel Highlands Episcopal Church. Earth Care Displays for houses of worship



Earth & Community 2019 Event



Epworth Display

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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/winter for faith communities that have received energy assessments.

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. Outreach through the Meals on Wheels program is reaching interested clients for this program and the first client received their window insert in October.

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 during this period were held at the Fall Pathways Program Teachers' workshop and as part of a UD Humanities and Advocacy Writing Class. More of these events are scheduled in November, December and in early 2020. Outreach displays are also being coordinated at environmental and educational events throughout the State.



Climate conversation at Fall Teachers' workshop and exhibit display



Widener Environmental Summit October 26

Pathways to Green Schools Program – Five schools will be receiving audits this year through the program—three audits will be completed in November and the other two by the end of the calendar year. The fall teachers' workshop was held on October 8 at Killens Pond Nature Center. Lisa Locke provided an overview of the Climate Conversations initiative and the teachers were excited to potentially add this to their curriculum. Climate conversations are also being incorporated into the Workshops for Parents and teachers for our other Energize Delaware Programs, such as Home Performance and HEC². Odyssey Charter was



Fall 2019 Teachers' Workshop



Killens Pond Nature Center

awarded a Green Flag award from the National Wildlife Association and a ceremony will be held on November 15, 2019 at the school. Mini Grant Applications and awards will occur in early 2020. 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.

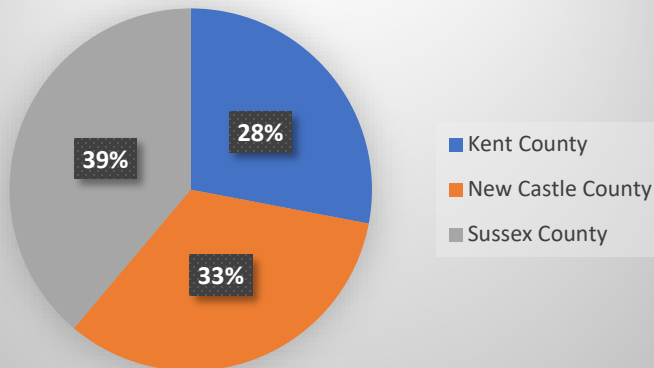
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Pre-Weatherization Program - Program is continuing at a steady pace with Catholic Charities delivering WAP services for Kent and Sussex Counties and the ECA (Energy Coordinating Agency of Philadelphia) is delivering WAP services in New Castle County. 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.

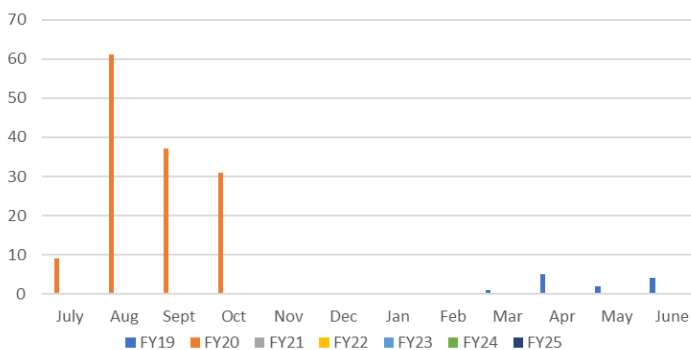
Pre-WAP Units by County



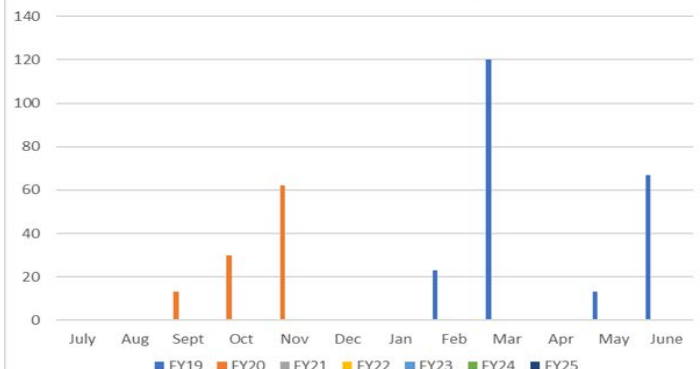
Units completed to date Pre-WAP	350
Units completed & through WAP	299
Units completed 2019 calendar year	87
Average cost of repairs per unit	\$4,000
Units in New Castle County	116
Units in Kent County	98
Units in Sussex County	136

Home Energy Counseling & Check-up HEC² - The program continues recruiting partner organizations to host workshops and "Pop up" Energy Centers for counseling and advocacy services. We have received a few client emails thanking us for the program and the help provided to them as a result---especially the referrals to other agencies offering assistance and the Direct Install LED light bulbs and low-flow showerheads. There has been increased awareness and participation as a result of the door to door canvassing by HELP Initiative through the Lights On Delaware Strong Program.

HEC² - In Home Assessments



HEC² - Workshop Participants



Forward Elementary School HEC² Workshop



Fall Home Expo – Cape Henlopen High School



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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 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 in January. 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. A contractors' workshop was held on October 30 and four contractors were awarded the Century Club Award for completing over 100 jobs—Energy Efficient Earth, Energy Solutions, LLC., Burns & McBride, and Maichles Heating & Air Conditioning.



Fall Contractors Workshop held at Chesapeake Utilities

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

HPwES - Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
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	127	76	111									500

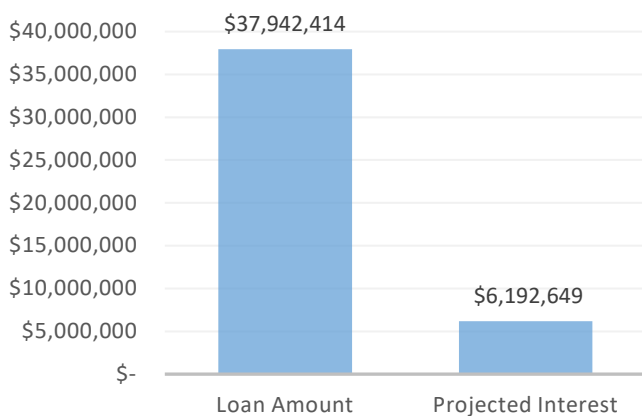
HPwES - Jobs													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14	0	0	0	0	0	0	0	0	4	9	6	7	26
FY15	4	12	10	2	11	12	15	32	27	27	24	21	197
FY16	14	7	18	20	24	24	20	34	32	25	26	16	260
FY17	40	34	31	43	58	57	82	62	76	76	110	164	833
FY18	146	181	180	159	220	133	0	37	113	120	175	89	1,553
FY19	45	54	153	12	45	46	81	34	57	46	64	106	743
FY20	123	94	125	156									498

Energize Delaware Loan Programs:

Residential Solar Loan Program – 177 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 \$2,643,392; loans totaling \$2,068,578 have completed their projects and moved into repayment status and 34 projects totaling \$574,814 are under construction. Ten loan applications were rejected due to debt ratio. Loan payments are being submitted on time, and 11 loans have been repaid. The program data has been added to the Statewide Energy Savings Database.

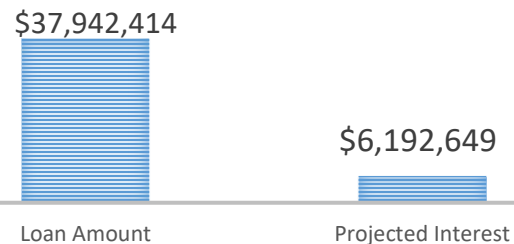
Residential Energy Efficiency Loan Program – 67 loan applications have been submitted totaling \$624,468 to date. 45 have been completed and paid to contractors totaling \$560,384 and seven are under construction totaling \$64,084. Fourteen were rejected due to high debt to income ratio and one was withdrawn. Six loan payments are outstanding, they have been contacted to remit payment, and we will monitor this issue. Two loans have been repaid in full. Uptake on the energy efficiency loan program is increasing again due to colder weather. We continue to see 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.

Loan Amount & Interest Earned/Being Earned (Projects in repayment & closed ones only)

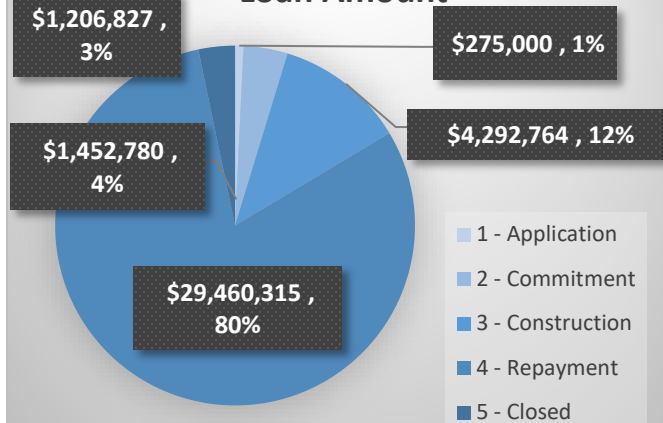


Low Interest Commercial Loan Program – The amount of loan commitments and closed loans is \$37,942,414. We have 54 loans in repayment status totaling \$29,460,315 and nine projects are under construction totaling \$4,292,764. Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program. This data is being updated by our intern.

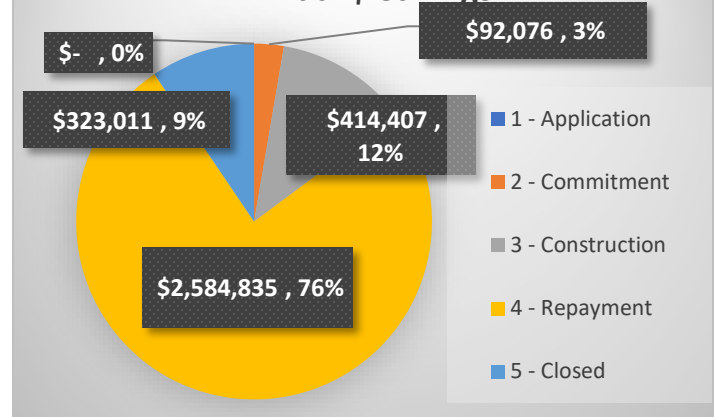
LOAN AMOUNT & INTEREST EARNED/BEING EARNED



Loan Amount



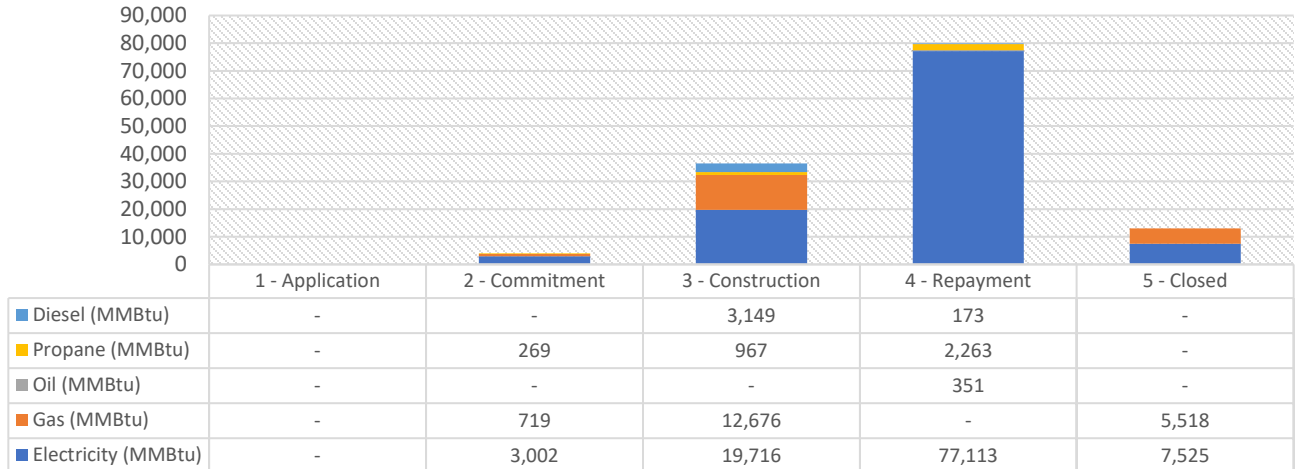
Annual \$ Savings



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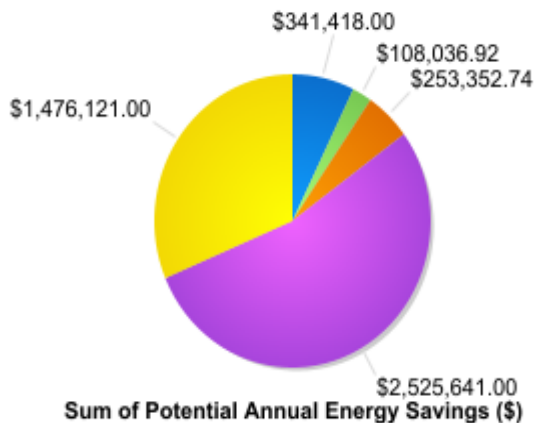
Annual Energy Savings in MMBTU



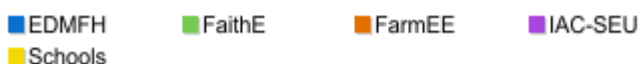
Energy Savings Database Reports - The charts below are from the Energy Orbit Statewide Energy Savings Database. The data in the charts is for program activity to date. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies 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

Audit Programs Annual Energy Savings

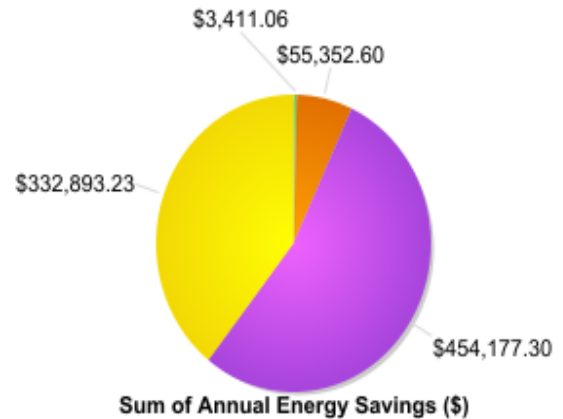


Program Code

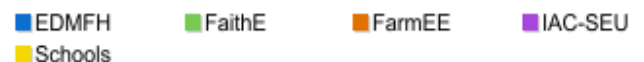


Implemented

Audit Programs Annual Energy Savings



Program Code

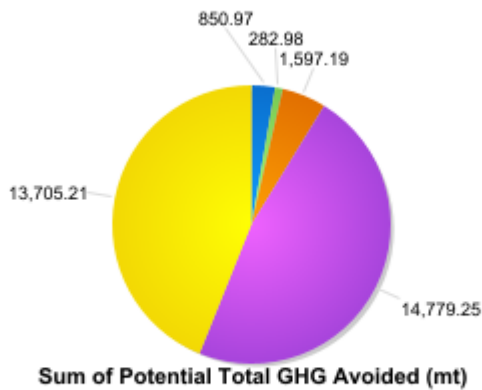


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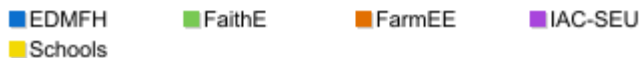
Potential

Audit Programs GHG Savings



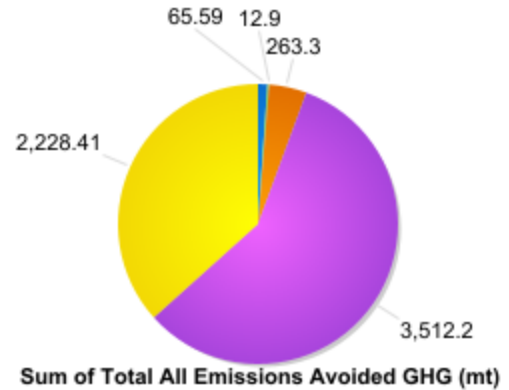
Sum of Potential Total GHG Avoided (mt)

Program Code



Implemented

Audit Programs All GHG Savings

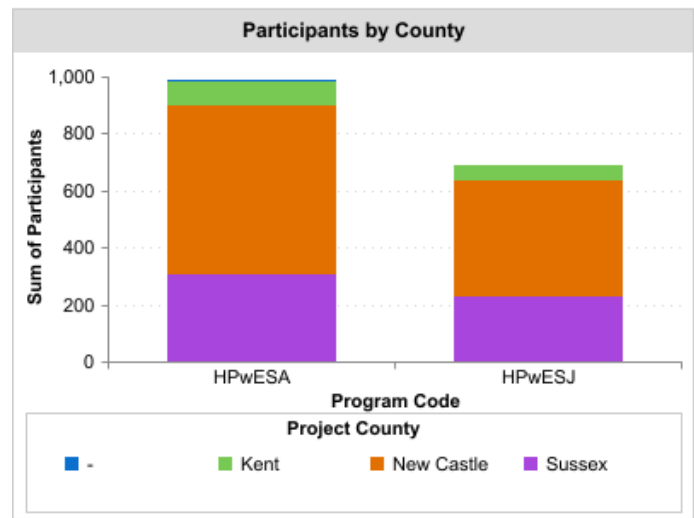


Sum of Total All Emissions Avoided GHG (mt)

Program Code



Home Performance with Energy Star



HPwESA - Home Performance Audit // HPwESJ - Home Performance Jobs

6th Annual Delaware Energy Conference - was held on October 24, 2019 at the Christiana/Wilmington Hilton with our best attendance yet at over 115. This year, we had to close registration prior to the event sponsored by the Delaware Chapter of the Energy Services Coalition. A highlight of the conference was the presentation of the Senator Harris B. McDowell 2019 Energy Champion Award to Seiberlich Trane Energy Services.

The award was presented to John Seiberlich, President and CEO of Seiberlich Trane and his staff. Seiberlich has over a 60-year history in the Delaware market. As an active contractor in the delivery of Energy Savings Performance Contracting Projects in Delaware over the past eight years, it participated in the Energize Delaware Loan Program and worked with clients to secure funds totaling over \$8 Million through this program for energy saving projects throughout the state. It is also the first contractor for the first PACE Application in Delaware- New Castle County this year for a project cost of \$3.9 Million.

