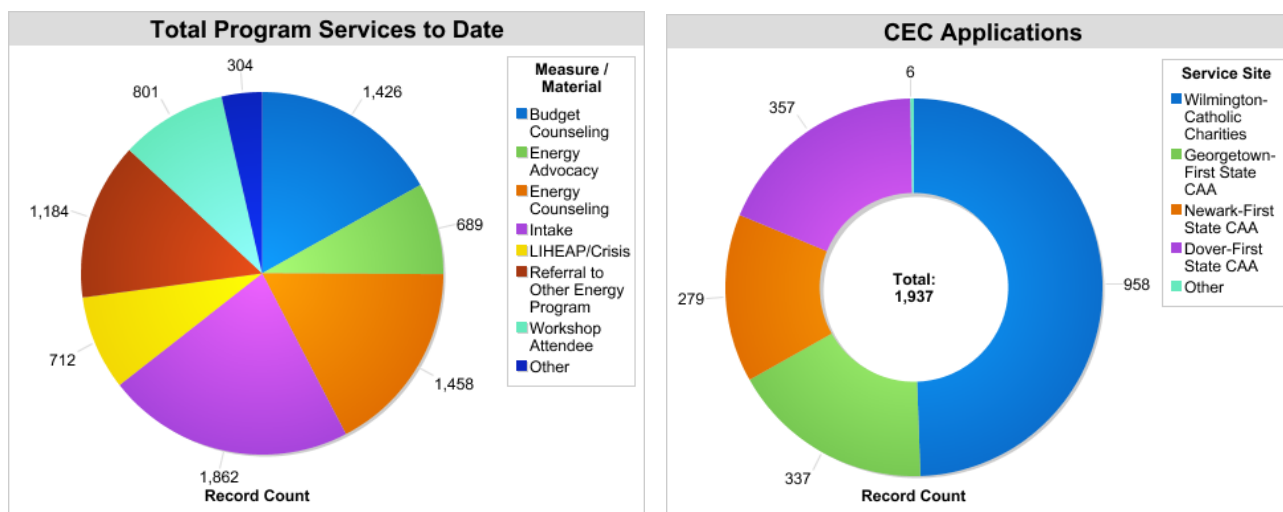


DESEU Program Activity Report – March 2018

Energize Delaware Programs

Community Energy Centers - Community Energy Centers (CECs) are continuing to work with municipal electric utilities in Dover and Newark to offer regular office hours for their customers one day per week. CECs are collaborating with Faith Efficiencies to partner with them to schedule workshops and offer appointments with the energy educators at their sites. CECs managed by First State Community Action Agency (FSCAA) have been relocated from the State Service Centers in Dover and Georgetown to the First State Offices in those locations. Since the relocation of the CECs, more clients are now being served. Free tax assistance is available in Georgetown through FSCAA, and some of those clients are also visiting the CEC for budget and energy counseling. We continue to look for collaboration and leveraging of resources to reach Delawareans that can benefit from this program.



Pathways to Green Schools Program – Energy Audits are being scheduled for three new schools and two schools will receive a lighter walk through energy audit. Site visits for two schools were completed during November and December and the audit reports are being prepared. Ten schools will receive mini grants this year. Building Operator Training Sessions are being coordinated by Green Building United and Practical Energy Solutions, our program implementer and energy auditor. The trainings will be held at Delaware Tech in Dover in March and at the Stanton Campus in April. The purpose of this training is to introduce building staff and management to the primary systems in commercial buildings that use energy and to help operations and maintenance (O&M) staff learn how to operate buildings more efficiently and reduce operating costs through energy savings. Data from the energy audits is being uploaded into the Statewide Energy Data System.

Energy Assessments for Non-Profits – Ten Energy Assessments have been completed for non-profit organizations this fiscal year to include Easter Seals, Community Centers, and two municipal agencies in Lewes and Milton. Assessment site visits for two other organizations are scheduled for March. Follow-up meetings are being scheduled for the completed assessments. Organizations are looking into potential EEIF for non-profit grant funding, but few have been interested in financing options through the DESEU low interest loan program.

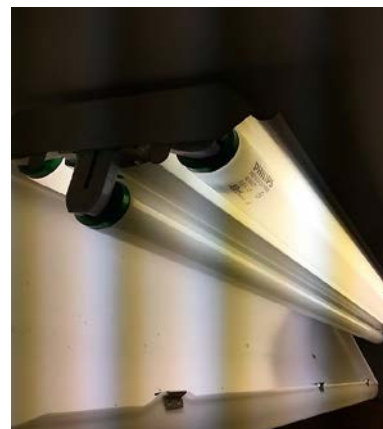
Faith Efficiencies – Three assessments have been completed in FY 18, and eight other congregations have expressed interest in the program. Commitment to move forward with assessments has been slow. Home Performance workshops were delivered by the Franklin Energy Team in January and February. The February workshop was a joint event with three congregations from Wesley United Methodist Church, Camden Friends and Christ Church and had over 20 participants in attendance. Collaboration and discussions with Community Energy Centers is underway to promote both programs and increase participation. Lisa Locke is also working with other small non-profit organizations for potential assessments.

ZeMod – One client has been approved and a deposit for design has been submitted to Beracah--the Fair Model may be re-designed to accommodate a handicapped family member. One client has been approved by Atlantic Homes, was not eligible for USDA loan. The Cape Gazette is interested in featuring an article on the ZeMod Program. Milford Housing is meeting with the Town of Greenwood to review plans for a potential ZeMod development. ZeMod and Vermod homes will be part of a panel at the 2018 Sustainability Symposium hosted by Green Building United in Philadelphia in May. There has been a staffing change at Milford Housing, but should not impact program progress. Data will be entered into the

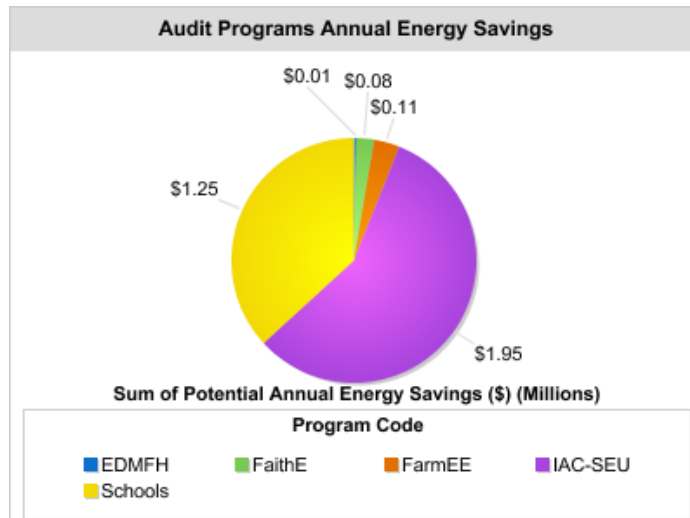
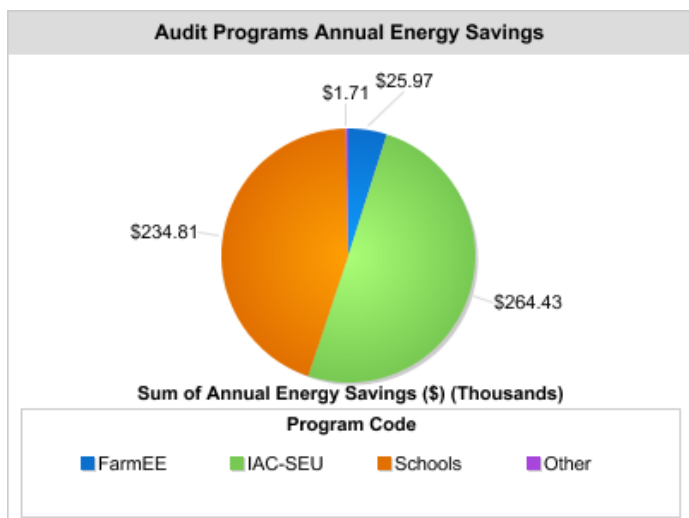
DESEU Program Activity Report – March 2018

Statewide Energy Savings Database after homes are occupied. Zero Energy Ready Home Certification occurs after home is set on the permanent foundation.

Affordable Multifamily Housing Program – This program is making some progress since launching last spring. Contracts have been executed for audits to be conducted at three properties and one has been completed. Proposals have been sent to clients and follow-up discussions are being scheduled for installation of energy efficiency measures. Active projects and discussion are underway for the Mary Campbell Center, Cynwyd Club, Rodney Court and Our Lady of Grace. Discussions are underway with Milford Housing Development Corporation, NCALL, and Dover Housing Authority. Properties engaged in discussions are located in all three counties. Photos from energy assessment below are from Cynwyd Apartments in Wilmington, Delaware—potential upgrades include in bathroom, kitchen and parking lot lighting, energy efficient HVAC & Domestic Hot Water. Photos below show existing conditions.



Energy Savings Database Reports - The charts below are from the Statewide Energy Savings Database. These pie charts show potential energy savings identified for the Energize Delaware Affordable Multifamily Program, Faith Efficiencies Program, Energize Delaware Farm Program and the Industrial Assessment Program for Non-Profits. I have also included a pie chart showing the participation by county for the solar thermal program. 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.



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Energize Delaware Loan Programs:

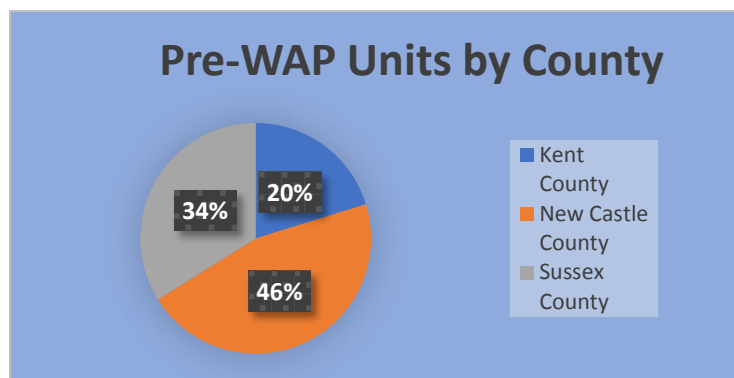
Residential Solar Loan Program – Since launching in May 2017, 40 loan applications have been submitted; 6 applications were rejected due to credit score or debt to income ratio and one was withdrawn. This program has approved loans totaling \$533,694 with 20 loans totaling \$337,877 that are in repayment status. Loan payments are being submitted on time. Ten Solar Contractors have been accepted into the program as participating installers. The program data has been added to the Statewide Energy Savings Database now that some of the projects are completed and installed.

Residential Energy Efficiency Loan Program – Six loan applications have been submitted totaling \$48,834. Three have been completed and paid to contractors, two are pending project installation and one was rejected due to debt to income ratio. Three loans are moving to repayment status and two payments have been received for this program to date. One payment was late, but has been received. Additional loan applications have been initiated, but have not been submitted for approval. This program is not tracked in the Energy Savings Database; savings are already tracked by the Home Performance Program.

Low Interest Commercial Loan Program – Loans to thirty-five (37) organizations totaling \$24,984,237 have been submitted to the DESEU for funding. Loans that have closed to date for energy efficiency and renewable energy projects total \$23,765,946. Two loans have closed since the last report totaling (\$167,803). Loans approved and pending closing include Collier Farms, KC Farms and Parry Farms; Parry Farms loan may be modified at a later date).

DESEU Program Activity Report – March 2018

Pre-Weatherization Program - Program is now at a steady pace and exceeded their projected goal of 100 homes per year. On April 1, the WAP will be administered by ECA (Energy Coordinating Agency of Philadelphia) in New Castle County and Catholic Charities in Kent and Sussex Counties. We are arranging meetings to ensure a smooth transition to maintain program success statewide. The partnership between Catholic Charities and Milford Housing Development Corporation to assist clients that fall outside of the scope of our program continues to work well and serve clients. We are working to collect testimonials and success stories from clients served. Site visits to view fully completed projects are being scheduled for April/May.



Units completed to date Pre-WAP	183
Units completed & through WAP	150
Units completed 2018 calendar year	21
Units completed 2017 calendar year	104
Average cost of repairs per unit	\$3,000
Units in New Castle County	84
Units in Kent County	37
Units in Sussex County	62

Energize Delaware Farm Program

EnSave, our program implementer, is currently working with 58 applicants in the program. There are several potential loans for renewable projects being vetted for eligibility, some of these have already been reviewed by the Loan Committee. EnSave is working with applicants to maximize funding resources through the Energize Delaware Farm Program and the NRCS EQIP and RCCP programs to leverage additional resources and install more projects. A stakeholder meeting was held on February 16, 2018 at the UDSA Offices in Dover to provide an overview of the Farm Program Offerings. Over 20 participants attended the meeting with the majority of the interest in renewable projects and low-interest financing for solar PV systems. Representatives from the Farm Bureau, NRCS, poultry integrators, solar installers and DESEU Board and staff participated in the meeting.

Status	
Audits complete	15
Data Collection Scheduled/Completed	1
Applicants working with Analyst	6
Audits awaiting additional documentation	5
Total Audits complete and in progress	27
Loan Applications Submitted through this program	9

Direct Install Measures	Quantity	kWh Savings
Interior LEDs	23	263
Exterior LEDs	2	1165
Totals	25	1428

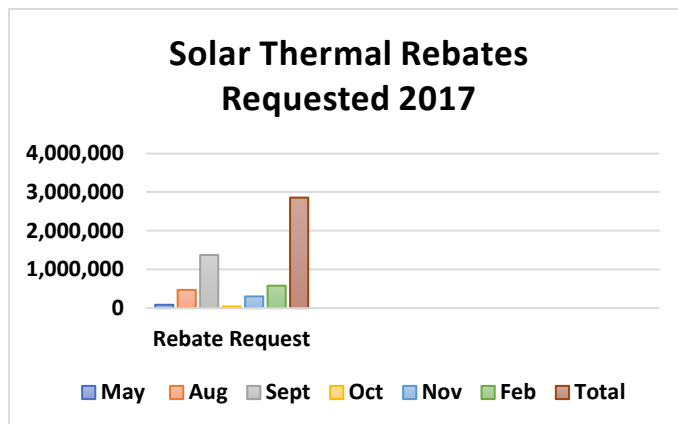
EEIF for Non-Profits – The Energy Efficiency Investment Fund for Non-Profits is processing applications at a steady pace. The majority of the applications submitted for funding are for prescriptive lighting projects. Thirty-Two incentive payments have been paid to non-profit organizations totaling \$176,381. There are 23 projects that have been pre-approved by DNREC and are under construction; incentives in the amount of \$320,136 are anticipated to be paid for projects in the pre-approved status. Data is being submitted to the Statewide Energy Savings Database for this program. DNREC is also utilizing the reporting system for the projects to be funded by DNREC

DESEU Program Activity Report – March 2018

Solar Thermal – Geothermal Grant Program

Program activity has now reached its budgeted threshold for FY 18. We have stopped accepting new applications through the online portal as of February 28. Installation of systems is underway for several applications submitted in January and February and it is anticipated that those projects will exhaust the funds budgeted for this program.

Applications Received to date	52
Total System Costs	\$10,106,572
Total Rebates Requested program to date	\$3,024,314
Rebates Paid FY 18	\$1,642,350
Program Budget FY 18	\$3,000,000
kW Savings – anticipated all systems	3,619,610
kW Savings – installed systems	1,948,701



Petersen Farm, Greenwood, DE 19950

- System Description:**
 - Solar thermal space heating 1,769.4 sq. ft. rooftop glycol system.
 - Multiple systems on several poultry houses
- System Type:** Leased (system owned by Intelligent Green Solutions LLC)
- Annual Energy Savings reported by applicant:** 87,391.36 kWh
- Grant Recipient:** Intelligent Green Solutions
- Grant amount:** \$56,804.40

DESEU Program Activity Report - January 2018

Home Performance with ENERGY STAR Program

Franklin Energy has hired their staff of 4 to work out of their Delaware Office and they should be moved into that office by the end of March. A loan sales and technology training workshop is scheduled for March 14 for contractors to learn more about our Residential Loan Program and online application submittal through the Green Grant Delaware portal managed by InClime. Franklin Energy will provide training to help contractors increase sales for weatherization and HVAC installs by utilizing our residential energy efficiency loans. A Best Practices Working Group is being organized to involve participating program contractors to provide input on program delivery and incentive structure to work toward a sustainable program incentive structure and delivery of program offerings. Contractors voted to elect six members to participate in this group from auditors, weatherization contractors and HVAC contractors.

We have finalized rebate payments submitted through ICF and are now completely transitioned to Franklin for processing rebates. We have reviewed the data with Franklin Energy Services to forecast future program participation through the end of this fiscal year. We are discussing potential program incentive structure changes to reduce impact on the budget. The Franklin team anticipates an FY 18 budget shortfall of approximately \$750,000.

Charts below show a side by side comparison of Assessments and Jobs in the program year over year with the charts on the right showing the forecast from March through June for the rest of FY 18.

