



Executive Director's Report

November - December 2019

- **National Climate Bank Act of 2019** – This proposed federal legislation would create a non-profit National Climate Bank that will be capitalized with \$35 billion over five years. In turn, it would lend funds to local “green banks” like the DESEU. I am happy to report that at our urging, Representative Blunt-Rochester became an original co-sponsor.
- **Exelon Settlement Funds Empowerment Program** – We have hired Jim Purcell as our Grant Manager. He has hit the ground running. He has met with several stakeholder groups, finalized the Large Grant Application, developed a detailed program implementation timeline, helped complete our website content and design, and worked on a public outreach and media plan. We have received our first draw payment from the Delaware Community Fund Account. This program will publicly launch at the end of January.
- **Pre-weatherization Program** – This has been our premier program for assisting low income people. As you know, this program provides funds to repair homes for the weatherization program and has been successfully operating for several years. However, the program depends on referrals sent from the weatherization program. We were recently notified that the weatherization contract for the Kent and Sussex County administrator is ending in March, a year earlier than planned. It may be several months for a new administrator to be up and operational. And, the administrator of the New Castle County program has not been sending a sufficient number of referrals. Unless the number of referrals from New Castle County dramatically increases in the next few months, the Pre-weatherization program will not have enough work to sustain the employees who work in the program and will have to shut down.
- **City of Wilmington Office of Economic Development** – I have started discussions with Economic Development Director Jeff Flynn about piloting a small business program in Wilmington that may help us understand how to roll out a small business program statewide. We are in the early stages of discussions, but already have come together on an energy efficiency loan for a Wilmington grocery store. We have proposed to the grocery owner that Wilmington, through its UDAG program, provide a bridge loan to quickly support a proposed LED re-lamping project, and we would come in later with permanent financing for the project and a second phase. We are waiting on a decision from the owner.
- **Branding Campaign Survey Results.** – We performed an on-line survey of our email followers to gauge the effectiveness of our branding campaign. We asked over 1,000 people whether they have seen or heard any of our advertising; we got responses back from 104 people. Here are the basic results as to how many said they have seen or heard our efforts: Bill Boards (21.4%), Social Media Posts (19.4%), Newspaper Ads (12.6%) Interior bus advertising (9.7%) and Radio Ads (8.7%).
- **Completed Audit and Filed Taxes** – Our IRS-990 Forms have been filed with the IRS. If you would like to see a copy please let me know. We had a successful financial audit. Our auditors will report to the Board in January.