

### Energize Delaware Programs

---

**ZeMod** – On December 10, 2019, Theresa Mulegwa settled on her ZeMod Loan through USDA. Theresa is the second client who is having a ZeMod built in the Beracah factory. Her home began construction on Dec. 13 and the crew is currently finishing drywall, painting and pulling the permit to relocate the home to the permanent location in Harmony Hill in Camden, Delaware--located behind Price Honda. There are five other buyers in the pipeline and two of them are interested in the models already built –the one at Beracah and the one at Knoll Acres. USDA is reviewing loan applications and one will be through a conventional lender. Construction approvals for the proposed ZeMod development in Greenwood are expected in the summer of 2020. Utility PV interconnection has been slow for the Pleasanton model and the Knoll acres model—we are working to get this resolved and finalized. Energy Savings data is being collected and analyzed by VEIC and will be loaded into the Energy Orbit Energy Savings Database.



*Theresa Mulegwa- Loan Settlement – ZeMod*



*Knoll Acres ZeMod*

**Lights On – Delaware Strong** – This program is moving forward with Laurel (300 installs) and Wilmington (294 installs) for energy efficient LED front porch lights for a total of 594 homes in Laurel and Wilmington. This collective street by street community campaign educates and empowers residents to increase public awareness of criminal activity and demonstrates 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 and some vacant properties are also being equipped with the motion sensor lights. Law enforcement agencies are seeing a positive impact as a result of this program and some of our elected officials have come out during installation events.



*Representative Dorsey Walker with Lights On in Wilmington*



## DESEU Program Activity Report – November - December 2019



**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



*Laurel Commons*

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).



*Laurel Commons – Blower door test*

**EEIF for Non-Profits** – The Energy Efficiency Investment Fund for Non-Profits is processing applications, the pace has slowed, with no change since the last report. 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** Eleven energy assessments have been completed so far in FY 20 for non-profit organizations. Assessment reports were completed for Epworth United Methodist Church, the American Legion Post 28, and the Immanuel Church. Follow up meetings to discuss



*Immanuel Highlands Episcopal Church – Wilmington*

EEIF incentives and low-interest loans are being scheduled as necessary. UD IAC is currently working with the Kalmar Nykel Shipyard, Town of Laurel and Delaware City on potential assessments. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments.



*American Legion Post 28-Millsboro*



## DESEU Program Activity Report – November - December 2019



**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 submitted the RCPP renewal application on behalf of the DESEU to NRCS in early December. Solar thermal incentives are no longer being offered through this program.

Audits complete to date	53
Technical Assistance Reports Completed to date	18
Incentives Paid this fiscal year (July-October)	\$201,433
Number of Farms receiving incentives	50
Solar Thermal incentives approved and in process	\$0
Approved Incentives for projects in process	\$104,443

**Faith Efficiencies** – One energy assessment was completed for St. Thomas Episcopal by the Del Tech team. Lisa Locke is meeting with other interested faith communities and two more audits are being completed in January –on in partnership with the IAC UD Team. Earth Care/Energy & Climate 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 HEC<sup>2</sup> 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** - 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. No new updates for this period.

**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. Two climate conversations were held during this period- Unitarian Universal Society of Mill Creek and St. Thomas Episcopal Church. More of these events are scheduled in the first two quarters of 2020.



*St. Thomas Display*



*Water Forum Display*



*Unitarian Universalist Society – Mill Creek*

**Pathways to Green Schools Program** – Five schools will be receiving audits this year through the program—three audits were completed in November and the other two were postponed until early 2020. Mini grant applications are due on January 10 and awards are expected in February 2020. Data from the energy audits and follow-up implementation reports will be uploaded into the Energy Orbit Statewide Energy Savings Database for new audits in 2020 and the implementation reports from the one-year post audit follow up is also being entered into the software tracking system.



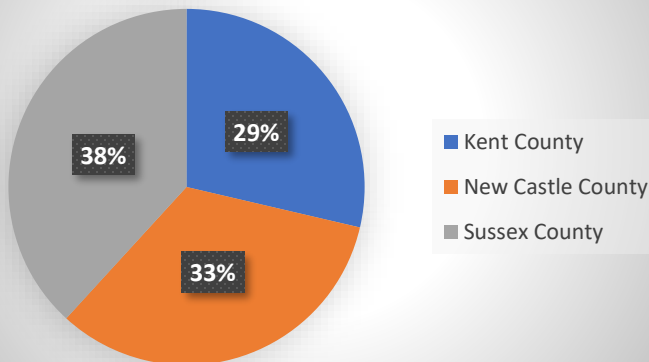
## DESEU Program Activity Report – November - December 2019



**Pre-Weatherization Program** - Program is continuing at a steady pace with Catholic Charities (CC) delivering WAP services for Kent and Sussex Counties; however, the pace for New Castle County has slowed considerably since the ECA (Energy Coordinating Agency of Philadelphia) started

Units completed to date Pre-WAP	356
Units completed & through WAP	324
Units completed 2019 calendar year	93
Average cost of repairs per unit	\$4,000
Total Units in New Castle County	118
Total Units in Kent County	102
Total Units in Sussex County	136
CY 2019 ECA Referrals (New Castle)	21
CY 2019 CC Referrals (Kent & Sussex)	69

### Pre-WAP Units by County



delivering WAP services in New Castle County in mid-2018. Projects in New Castle County are sending less than two projects per month to the Pre-WAP program. We continue to collaborate with DNREC, the State WAP 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.

**Home Energy Counseling & Check-up HEC<sup>2</sup>** - The program continues to offer workshops and in-home checkups, as well as, work with partner organizations to host workshops and “Pop up” Energy Centers for counseling and advocacy services. We will concentrate on promoting the “Pop up” Centers to get more attendance and participation at those events. Increased awareness and participation continue as a result of the door to door canvassing by HELP Initiative through the Lights On Delaware Strong Program.



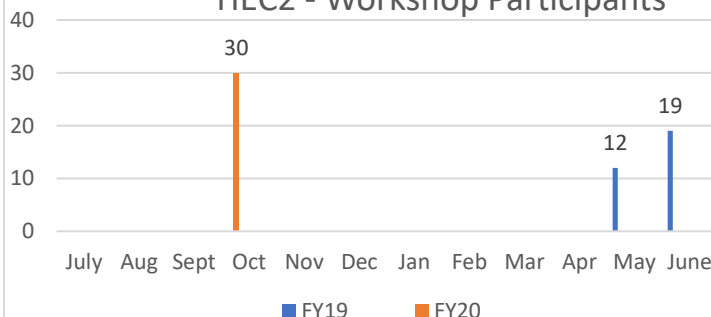
HEC2 Workshop Kit



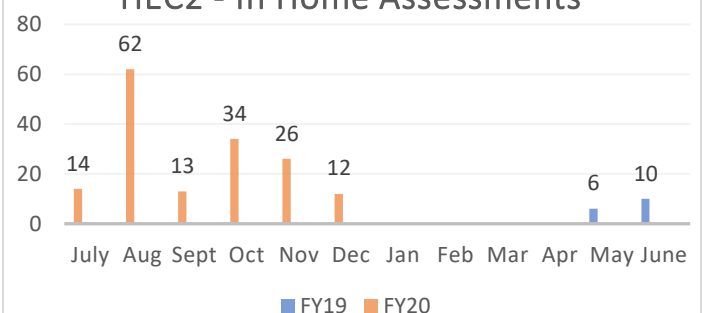
HEC2 Workshop – Widows Luncheon

Initiative through the Lights On Delaware Strong Program.

### HEC2 - Workshop Participants



### HEC2 - In Home Assessments



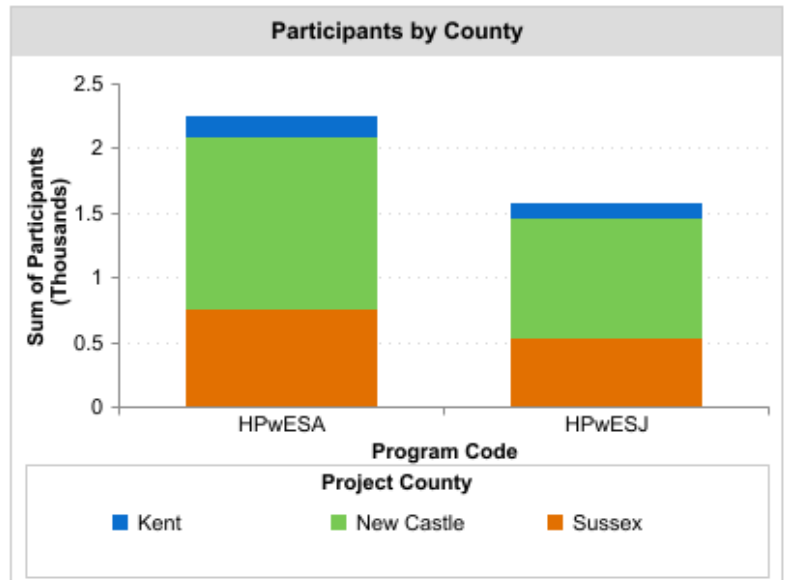


## DESEU Program Activity Report – November - December 2019



**Home Performance with ENERGY STAR Program** – This Program is running at a steady pace and participation has slightly decreased over the past few months due to the holiday season. The Best Practices Working Group (BPWG) continues to meet and work with the DESEU and Franklin team- next meeting scheduled for January 15, 2020. A contractor scoring system has been designed and will be posted on the website during the month of January 2020. We continue to monitor the program and 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 ENERGY STAR Award application has been submitted to USDOE and notifications of awards should be made in February.

Franklin Energy has opened a new office and moved their administrative staff to Suite 410 in the Duncan Center and will retain their space in New Castle for their field staff. The figure to the right shows participation by county program to date.



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

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	85	95							680

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	122	33	114	81	121	69							540

### Energy Delaware Loan Programs:

**Residential Solar Loan Program** – 193 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 \$2,893,755; loans totaling \$2,359,831 have completed their projects and moved into repayment status and 31 projects totaling \$533,924 are



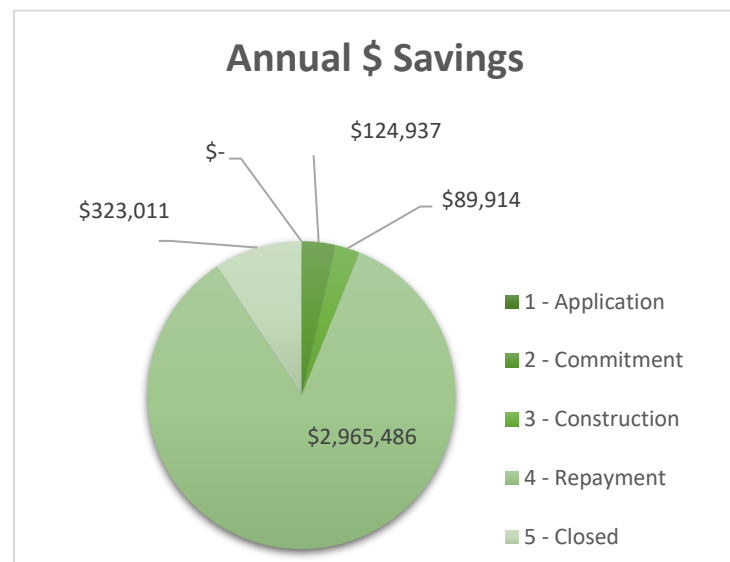
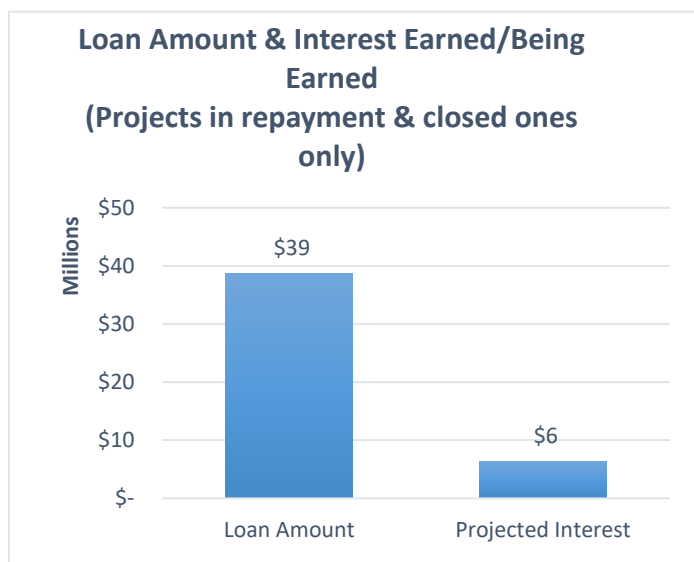
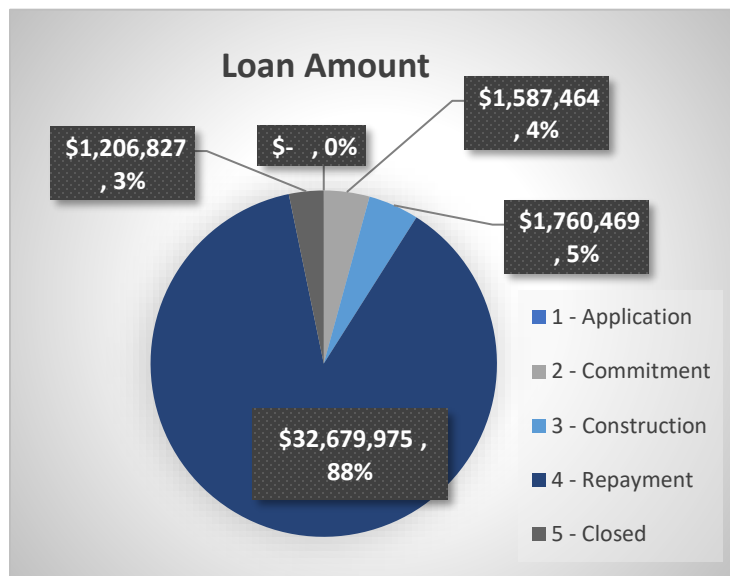
## DESEU Program Activity Report – November - December 2019



under construction. Most loan payments are being submitted on time, we received a few late payments in January for the December payments and 13 loans have been repaid. The program data has been added to the Statewide Energy Savings Database.

**Residential Energy Efficiency Loan Program** – 74 loan applications have been submitted totaling \$690,659 to date. 45 have been completed and paid to contractors totaling \$613,552 and seven are under construction totaling \$77,107. Sixteen were rejected due to high debt to income ratio and one was withdrawn. One loan payment is outstanding for December. Three loans have been repaid in full. Uptake on the energy efficiency loan program slowed during the holiday season. 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 \$38,960,671. We have 62 loans in repayment status totaling \$32,679,975 and four projects are under construction totaling \$1,760,469. Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program. This data is being updated by our intern.



**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 to Green Schools 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. We continue to do data quality testing and learn how to extract data for reporting needs. Athena Bi will be taking this effort on as one of her responsibilities. Program implementers are reminded to update data on a monthly basis---during 2020 we will be monitoring this activity and pressing program implementers and contractors to enter data monthly.



# DESEU Program Activity Report – November - December 2019



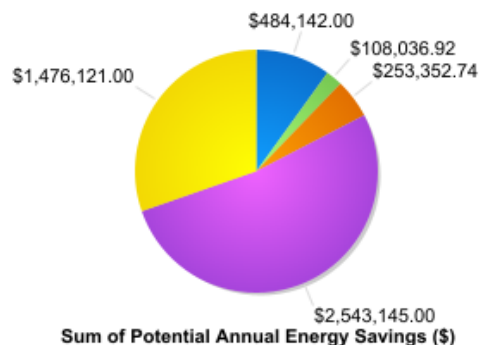
## Annual Energy Savings in MMBTU

120,000  
100,000  
80,000  
60,000  
40,000  
20,000  
0

	1 - Application	2 - Commitment	3 - Construction	4 - Repayment	5 - Closed
Diesel (MMBtu)	-	-	3,149	173	-
Propane (MMBtu)	-	1,887	-	3,498	-
Oil (MMBtu)	-	-	-	351	-
Gas (MMBtu)	-	981	-	-	5,518
Electricity (MMBtu)	-	1,438	2,082	96,679	7,525

## Potential

### Audit Programs Annual Energy Savings



#### Program Code



Audit Programs - Savings Identified: **\$4.9M**

## Implemented

### Audit Programs Annual Energy Savings

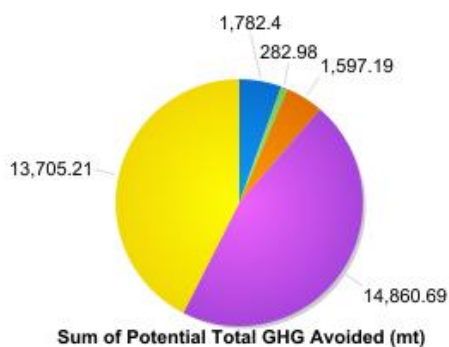


#### Program Code



Audit Programs - Savings Implemented: **\$878K**

### Audit Programs GHG Savings

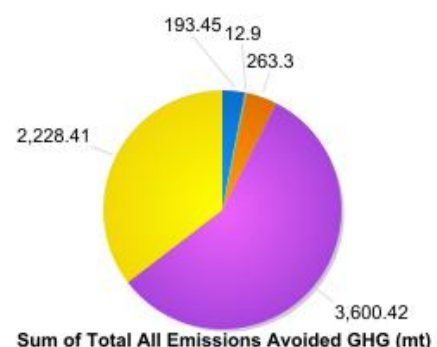


#### Program Code



Audit Programs - Potential GHG Avoided:: **32K**

### Audit Programs All GHG Savings



#### Program Code



Audit Programs - Implemented GHG Avoided:: **6K**