



Executive Director's Report March-April 2020

- **DESEU COVID-19 Response** – Since the March “Stay at Home” order, we have taken a number of steps to respond to restrictions. First, with the exception of myself, and Lisa on Tuesdays, all other staff are working from home. We bought a professional license for Zoom and started a daily morning Zoom call for purposes of communications and coordination. We have been advising and coordinating with our program contractors that had to stop or alter services. Monthly meetings with program contractors are now done remotely. We developed a loan deferment policy which the Board adopted in April. We recently purchased 500 bottles of Delaware made (Easy Speak Distillers, Milford) Hand Sanitizer which we will brand and distribute to organizations that may need it. And finally, we are recommending to the Board that DESEU contribute \$100,000 to a fund that will assist COVID-19 impacted Delawareans pay their utility bills.
- **Pre-weatherization Program Ending** – At the last meeting, I reported that this program was in jeopardy due to changes in the State Weatherization Program in Kent and Sussex Counties, but that we came up with a plan for keeping the program going. Unfortunately, our plan did not anticipate COVID-19. The program had to shut down. Catholic Charities informed us that they did not want to renew their contract for next year. Since then we have worked on a transfer of their records and equipment, and they will provide us a Standard Operating Manual with all the program forms and documents in case we wanted to restart the program with another vender.
- **2011 Bond Refunding** – In my last report I advised the Board that the refinancing was put hold while the bond market was “unsettled” due to the COVID-19 virus. I am happy to report that the markets seemed ready, and we posted and priced the refunding during the last week of April. There was strong interest; we had \$159 million in orders for our \$52 million bond issue. The deal will close at the end of May. The refunding is forecasted to save the State of Delaware \$4.7 million in debt service. In addition, the DESEU will receive \$247,000 in issuer fees.
- **DEC Energy Saving** – We have entered into an “Energy Savings Exchange” agreement with the Delaware Electric Cooperative (DEC). This program is similar to the pilot program that we have had with Lewes Public Utilities Commission except much bigger. DEC will be paying some of the costs for the Home Performance Program in their service area. Specifically, the direct install measures (i.e., LED bulbs) and some of incentives for energy efficient measures in exchange for crediting them with energy savings. DEC has done an extensive marketing campaign which has increased program participation. The revenue from the exchange helps us diversify our income and defray our Home Performance expenses. It also gives us a very strong partner in southern Delaware.
- **Loan Deferrals** - Since approving the loan deferment policy in April, we have received no new requests for commercial loan deferrals, so currently there are five signed deferrals. However, impacts on the poultry industry may still be unfolding.