

Energize Delaware Programs

Empowerment Grant – The Empowerment Grant Program remains very active making our first grant awards for the Large-Scale and Community-Scale Grants. The Grant Review Committee has awarded \$920,100 among 6 organizations to date. Recent grants awarded include the Wilmington Senior Center for \$150,000 to retrofit and install new energy savings systems at Lafayette Court, a low-income senior living facility. Additionally, a grant of \$68,000 was awarded to New Ecology, and its partners Cinnaire and Central Baptist Development Corp. to refurbish rowhomes on the eastside of Wilmington with energy efficient measures and products. Finally, we awarded a grant to Delaware Interfaith Power and Light to assist in installing weatherization window inserts in rental homes in Wilmington. The Empowerment Grant staff also unveiled a new online application process for applicants and relaunched our Large-Scale Grant in October. Furthermore, we continue to review community-scale applications through the end of the year. Please visit our website: www.empowergrantde.org and “Like” us on Facebook.



COVID-19 Utility Relief Fund – Catholic Charities delivers the COVID-19 Utility Relief fund on our behalf. Participation in this program has increased over the past two months. Energize Delaware funding helps clients affected by COVID that fall between gaps in funding from other programs. The funds are paid directly to the utility provider to assist with past due bills and avoid utility service disconnection. To date, 105 clients have been assisted from this fund with \$149,000 remaining.

ZeMod – Ms. Alviset moved into her new home in October 2020. A virtual new homeowner orientation was held for Ms. Mulegwa and Ms. Alviset to review the unique and highly energy efficient equipment in their homes. There are several other buyers in the pipeline with some interest in the Knoll Acres model. USDA is over a year behind on their loan application reviews. Milford Housing is evaluating conventional financing products for interested buyers. Greenwood development is close to being permit ready; MHDC is waiting on a report from the civil engineer. Utility PV interconnection has been slow for all 4 homes. We are working with MHDC, VEIC and Beracah on developing specifications for a three-bedroom ZeMod home. Energy Savings data is being collected and analyzed by VEIC and will be loaded into the Energy Orbit Energy Savings Database once interconnection issues are resolved.

Lights On – Delaware Strong – The installation of the lights has resumed and is being coordinated through civic organizations and property management organizations. Due to COVID-19, the door to door canvassing has not been well received. This program completed 580 installations Sept-Oct with well over 2,700 homes across the State to date. We are working to get the energy savings data entered in Energy Orbit for this program. HELP Initiative staff is working to expand this program into other communities.



Photos of Woodland Mills in Seaford and Colony South & West Community staff in Milford

DESEU Program Activity Report – September - October 2020



Affordable Multifamily Housing Program – New Ecology, Inc., (NEI) continues working with clients on various phases of building upgrade designs, review of RFPs, proposals, and construction phases for clients with completed audits. At Savannah East Apartments in Lewes, owned by Milford Housing Development Corporation (MHDC), the client is interested in incorporating energy upgrades into their refinancing plan. We are assisting with a revised analysis for more detailed energy savings estimates. At Lingo Creek in Millsboro, another property owned by MHDC, a site visit was completed, and the energy assessment report is being completed for the client. New construction projects awarded by DSHA through LIHTCs, are moving forward and at various stages of completion. Quaker Arts and Riverside Apartments are the recipients of the DHSA Construction Loan partnership program; construction has started at Quaker Arts and Riverside is scheduled to close in November or December. There is some slow-down of projects due to the COVID-19 virus and virtual site visits for pre-bid meetings are being incorporated as needed.



Photos above are Savannah East in Lewes and Lingo Creek in Millsboro

Energy Assessments for Non-Profits – We now offer free energy assessments for non-profit organizations through this program until the end of the year to assist with COVID-economic relief. Seven energy assessments have been completed in FY 21 for non-profit organizations. Assessment reports were delivered to the First Presbyterian Church (Newark), The Journey Church and Lewes Habitat. Five audits are scheduled for November to include Catholic Charities locations and City of Rehoboth Museum & Lift stations. We offer virtual follow up emails/meetings discussing implementation details, EEIF incentives and low-interest loan offerings after the reports' delivery. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments. *Photo is of the Journey Church*



Faith Efficiencies – Assessment fees for faith-based organizations have been waived through the end of the calendar year to encourage program participation and help with economic recovery. Audits are being scheduled for the Church of the Holy City and the First State Islamic Foundation to be completed by DTCC. The Lutheran Church of the Holy Spirit Assessment will be completed by the UD IAC. Virtual Home Performance presentations are being scheduled and coordinated with participating faith organizations. Activity has started to slowly increase. Earth Care/Energy & Climate Displays for houses of worship are starting to be coordinated for some organizations that are providing in person worship services and the display at the Islamic Society of Central Delaware was set up on October 2.



Climate Conversations – Peace Week Climate Conversation was held on Oct. 5 – A Climate of Peace with 40 registered and 23 attended the virtual event; Lisa Locke also participated in a live Zoom interview with the Sierra Club on October 14. Future events are in planning stages for the Islamic Society of Central Delaware, UD Cooperative Extension with the Sacred Grounds Program, and the Delaware Intercampus Climate Coalition (DEICC) hosted by UD. For additional information on future events contact llocke@delawareipl.org

DESEU Program Activity Report – September - October 2020



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. Farm program projects did slow due to COVID-19 but are now ramping back up.

Audits complete to date	61
Technical Assistance Reports Completed to date	21
Incentives Paid this fiscal year (July-October)	\$10,330
Number of Farms receiving incentives to date	64
Approved Incentives for projects in process	\$161,901

Pathways to Green Schools Program – Due to the COVID-19, energy audit site visits are conducted in person and then



followed by a virtual meeting to walk students through findings. This allows more students to participate in a virtual setting. Fewer schools are scheduled for audits this year and scheduling is difficult. The Virtual Fall Teacher Kickoff Workshop was held October 7 (photo left) and a Healthy Schools Roundtable is scheduled for December 8 in coordination with EPA and the Clean Air Council. A virtual planning meeting for the Youth Environmental Summit (YES) will be held in November. Mini Grant applications will be available in November with a submission date of January 8, 2021. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database. Building operator training will now be offered as two online webinars in Winter or Spring 2021. Green Building United has added a section to their resource document for educators to include helpful tools and resources for online teaching and learning during the pandemic -

[Pathways Resources document](#)

Home Energy Counseling & Check-up HEC² -In-home checkups have resumed and 28 have been performed this fiscal year. A partnership has been formed with Sussex County Habitat for Humanity to start delivering these services and HELP Initiative will start delivering services November. Social media posts featuring energy counseling over the phone and weekly Facebook Live workshops continue - Thursdays at 2 pm. These offerings have been well received.

Facebook Live Workshops History

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
SEPTEMBER					
Check-up on your home	Home Energy Check-up	9/3/20	16	802	Yes
We Have a Winner!!!	Refrigerator Replacement Program	9/10/20	81	975	Yes
Schools Going Green	Pathways to Green Schools program	9/17/20	58	557	Yes
Are you in hot water?!?	Hot Water Heaters	9/24/20	41	532	Yes
OCTOBER					
Game Time	Energy Quiz Show	10/1/20	40	480	Yes
The Winner's Circle	Sussex County Habitat for Humanity	10/8/20	62	1.1K	Yes
Energy & Superior Service	Chesapeake Utilities	10/15/20	57	583	Yes
Assistance to Stay Warm	Low-income Energy Assistance Program	10/22/20	41	781	Yes
No-Cost Weatherization	Weatherization Assistance Program	10/29/20	41	673	Yes
November					
Time to Revitalize	SCHFH Neighborhood Revitalization	11/5/20	56	1.6K	Yes

DESEU Program Activity Report – September - October 2020



Home Performance with ENERGY STAR Program – Our Program has remained open and active throughout the



Pandemic. Reduced energy assessment fees at 50% are available through the end of the year and may be extended. Increased incentives for some measures to assist with the economic recovery for contractors are also still available. 73 contractors are enrolled in the program, and we continue to get interest from new contractors to join the program. The contractor scorecard is now on the website. The Best

Practices Working Group (BPWG) will meet on November 18 to discuss any issues contractors may be experiencing in the field and extending the increased incentives. Site inspections for QA/QC are done virtually and some are starting to occur in person. We will continue to monitor the program and adjust as needed. Charts below provided by Franklin Energy show a comparison of Assessments and Jobs in the program year over year.

HPwES - Assessments													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
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	119	74	245	92	80	121	1,411
FY21	214	169	90	236									709

HPwES - Jobs													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
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	60	115	51	147	76	89	1,078
FY21	132	93	95	109									429



Trunk or Treat photos from Dover & Georgetown events hosted by First State Community Action Agency –Center photo with Governor Carney - over 250 cars passed through receiving energy efficient light bulbs, program materials and candy.

Virtual Energy Assessments and Online Marketplace Programs - Contracts and scopes of work for these two new programs have been executed with Franklin Energy Services. We have had virtual kickoff meetings for these programs and are testing the Virtual Energy Assessment portal to identify any potential issues with completing an assessment. The virtual assessment site should be live within the next few weeks. The Online Marketplace portal is still in development, and we anticipate that site to go live in early 2021.

DESEU Program Activity Report – September - October 2020



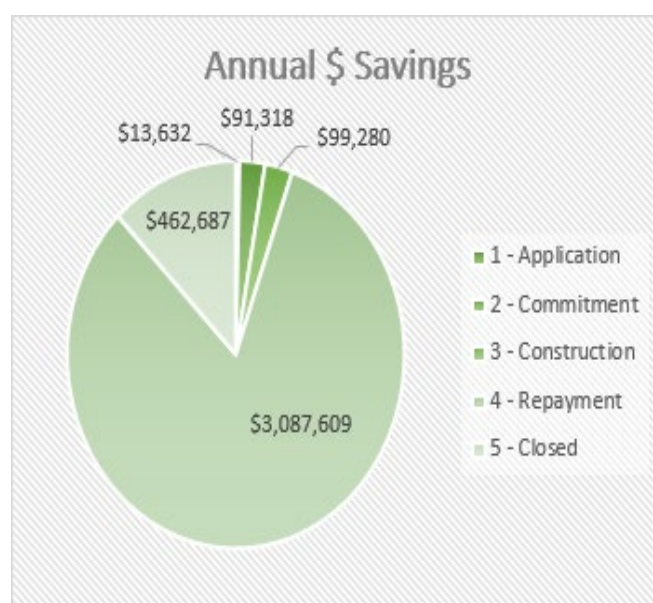
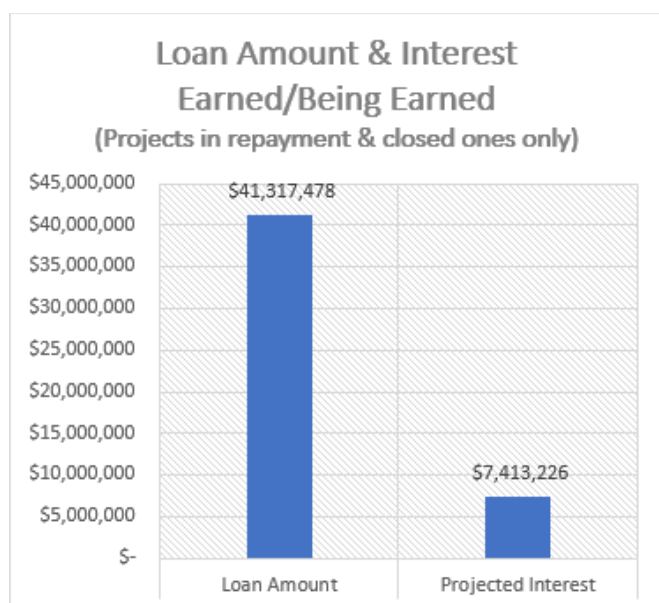
Pre-WAP Program - We have executed a contract and scope of work with the Energy Coordinating Agency (ECA) to deliver Pre-WAP services in Delaware. There are approximately 20 clients in the queue waiting for Pre-WAP services. We held a virtual program kickoff meeting and plan to start serving clients in November that have already been deferred from WAP. ECA has several contractors lined up statewide to deliver services, and they are reaching out to other contractors to assess interest in delivering Pre-WAP services.

Energize Delaware Loan Programs:

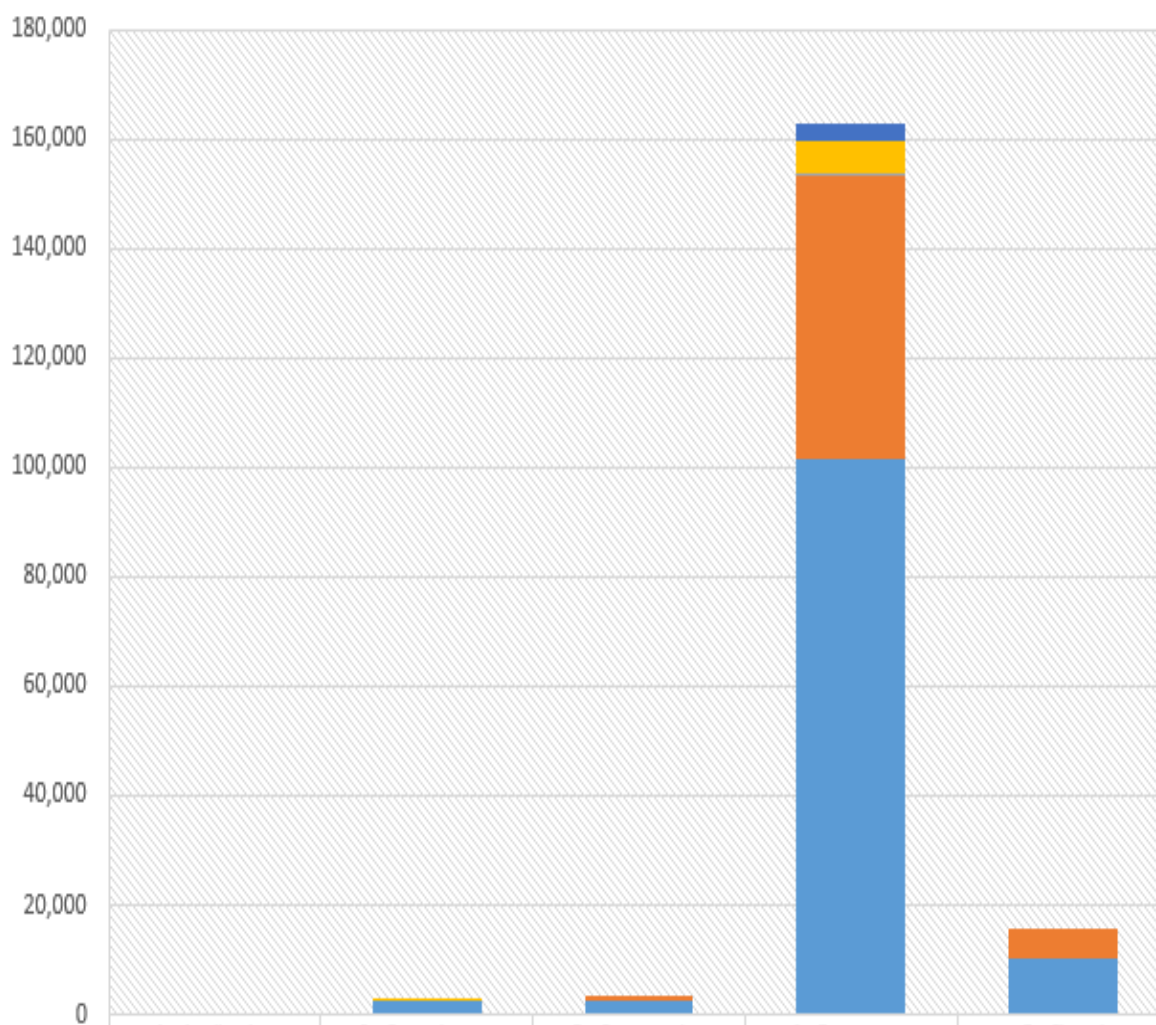
Residential Solar Loan Program – To date, 270 loan applications have been submitted; 13 applications were rejected due to credit score or debt to income ratio and four were withdrawn. This program has approved loans totaling \$4,025,993; loans totaling \$3,519,325 have completed their projects and moved into repayment status, and 30 projects totaling \$506,668 are under construction. Seven loans missed payments in October, and 31 loans have been repaid. Data has been entered in Energy Orbit Statewide Energy Savings Database. 43 loan applications were submitted during this fiscal year.

Residential Energy Efficiency Loan Program – To date, 116 loan applications have been submitted totaling \$1,056,486; 85 have been completed and paid to contractors totaling \$1,030,586 and 2 are under construction totaling \$25,900. 28 applications were rejected due to high debt to income ratio and one was withdrawn. Two loan payments were outstanding for October and 16 loans have been repaid in full. Activity on the energy efficiency loan program has slowed with 10 applications submitted this fiscal year. This program is being tracked in the Energy Orbit Energy Savings Database in conjunction with the Home Performance with ENERGY STAR Program.

Low-Interest Commercial Loan Program – IPR International LLC paid off their loan. The total amount of this loan portfolio is \$41,317,478. 70 loans in repayment status totaling \$33,271,855 and four projects are under construction totaling \$2,190,339. Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program. There is one loan in default and actions are being taken to remedy the status. The default is a result of one contractor not completing the installation of a battery system that was critical to the revenue stream. As a result, the project is not yet generating the income to support payment.



Annual Energy Savings in MMBTU



	1 - Application	2 - Commitment	3 - Construction	4 - Repayment	5 - Closed
■ Diesel (MMBtu)	-	-	-	3,322	-
■ Propane (MMBtu)	-	273	-	5,901	-
■ Oil (MMBtu)	-	-	-	351	-
■ Gas (MMBtu)	-	-	981	51,633	5,518
■ Electricity (MMBtu)	620	2,869	2,732	101,772	10,258

DESEU Program Activity Report [Jan 2020 – Oct 2020]



Energy Savings Data from New Completed Projects Current Calendar Year					
Program	Annual Energy Savings	Lifetime Energy Savings	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions Avoided Metrics Tons
Home Performance -Jobs	\$ 249,658.19	\$ 4,993,163.80	7,866.71	157,334.20	731.00
Home Performance – Audits – DIMs	\$ 208,828.42	\$ 4,176,568.40	6,517.03	130,340.60	1,112.00
Home Energy Counseling & Checkup	\$ 11,673.57	\$ 233,471.40	350.01	7,000.20	50.73
Revolving Loan	\$ 196,258.79	\$ 3,925,175.80	10,381.09	20,7621.80	1,530.21
Farm Program	\$ 13,335	\$ 266,700.00	597.53	11,950.60	41.54
Residential Solar Loan	\$ 93,061.16	\$ 1,861,223.20	2,336.27	46,725.40	358.32
Lights-On	\$ 26,434.28	\$ 528,685.70	663.68	13,273.6	101.78

Potential Savings Found through Energy Audit Current Calendar Year					
Program	Annual Energy Savings	Lifetime Energy Savings	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions Avoided Metrics Tons
Energy Audits for Non-Profit	\$ 245,267	\$ 4,905,340	13,668.4	273,368	1,411.74
Pathway to Green Schools	\$ 28,267	\$ 565,340	1,016.90	20,338	102.85
Faith Efficiencies	\$ 5,118	\$ 102,360	366.3	7,326	29.07
Farm Program	\$ 80,591	\$ 1,611,820	4,969	99,380	334.58
Affordable Multifamily Program	\$ 54,904	\$ 1,098,080	6,882	137,640	217

Note: Lifetime energy savings is calculated as 20 years of annual energy savings. Average retail rate for residential electricity in DE is \$0.1358. Residential Solar Loan and Lights-on Annual Energy Savings (\$) refers to the annual solar generation income, calculated with the residential electricity rate. Residential Solar Loan and Lights-on Gross Annual Energy Savings (MMBTU) is calculated based on the kWh of solar generation. Lights-on GHG Emission= Electricity(kWh)*(Electricity_CO2_Factor+Electricity_SO2_Factor+Electricity_NOx_Factor)