

## 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. We awarded a grant to Delaware Interfaith Power and Light to assist in installing weatherization window inserts in rental



homes in Wilmington. We awarded a grant to Kingswood Community Center and its partner Energy Coordinating Agency for community energy efficiency workshops in the Riverside neighborhood in Wilmington. Using our new online application process, we have closed the second round of Large-Scale Grants. We received four applications from HELP Initiative, Energy Coordinating Agency, Green Building United, and BlocPower. We will review these applications and anticipate community-scale applications in the future. The Empowerment Team is looking to sustain our program through the creation of the Energy Equity Fund. More information will be shared at future meetings. Please visit our website: [www.empowergrantde.org](http://www.empowergrantde.org), “Like” us on Facebook, and Follow us on Instagram and Twitter.

**Pre-WAP Program** – The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There are 29 clients in the queue for Pre-WAP services. There are approximately 16 new clients that have been referred from WAP for Pre-WAP services since program relaunch. Three clients have completed Pre-WAP and have also moved through and received services from WAP. Twelve clients have work orders assigned to complete work in January. 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.

**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 several 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, 146 clients have been assisted from this fund with \$132,500 remaining.



Photo of Ms. Mulegwa- ZeMod in Harmony Hill, Dover

**ZeMod** – We now have three families that have purchased and moved into their ZeMod homes. A contract is pending with USDA to purchase the ZeMod model in Knoll Acres, and Ms. Smith is expected to sign a contract for this home in January 2021. We are evaluating next steps for a potential three-bedroom 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 still pending and in the permit review process. Utility PV interconnection has been slow for all 4 homes. Energy Savings data is being collected, analyzed by VEIC and entered into the Energy Orbit Energy Savings Database.

**Lights On – Delaware Strong** – The installation of the lights has been continuing over the past few months. The Lights On team is working with civic organizations and property management organizations. Due to COVID-19, the door-to-door canvassing is still not underway. This program completed 2,204 homes in 2020 across the State with over 2,800 light bulbs installed. 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 and was recently featured by Delaware Public Media- [Local nonprofit works to light the way to safer, stronger communities | Delaware First Media \(delawarepublic.org\)](https://www.delawarepublic.org)



Photo of Harold Stafford installing porch light

*Photos below are of Quaker Arts Apartments construction Demo work.*



**Faith Efficiencies** – Assessment fees for faith-based organizations have been waived through the end of March 2021 to encourage program participation and help with economic recovery. Audits were completed for the Church of the Holy City and the First State Islamic Foundation to be completed by DTCC during this reporting period. The Lutheran Church of the Holy Spirit Assessment was completed by the UD IAC. Immanuel Union United Methodist Church, a Native Peoples congregation in Cheswold, is in the process of scheduling. Virtual Home Performance presentations are being scheduled and coordinated with participating faith organizations. A presentation was completed for Krishna Village -for Hindu faith leaders on Dec. 19 with Angie Bivens. 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 Lutheran Church of Our Savior display was set up on Dec. 1. *Photo of the Church of the Holy City.*



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**Energize Delaware Farm Program** –EnSave, our program partner, is currently working with applicants for incentives and technical assistance. 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. A total of 46 applicants have received incentive payments, some for multiple projects. A total of 46 loan applications have been completed and submitted through the program, one of them during FY21. December report has not yet been received.

Audits complete to date	62
Technical Assistance Reports Completed to date	22
Incentives Paid this fiscal year (July-November)	\$10,330
Number of incentive payments to date	64
Approved Incentives for projects in process	\$135,221

**Pathways to Green Schools Program** – Due to the COVID-19, energy audits 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—with only two audits completed. The Virtual Healthy Schools webinar was held on December 8 in coordination with EPA and the Clean Air Council with 27 participants and engaging discussion. The Youth Environmental Summit (YES) planning webinar was held in November, and the students are very enthusiastic about the Summit. Mini Grant applications are due on January 15, 2021. The US Green Ribbon Schools applications were distributed to participating schools to apply for this award. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database. Building operator training will be offered as online webinars in early 2021.



Photo of Appoquinimink High School Audit- prior to COVID

Resources: - [Pathways Resources document](#)

Green Tools for Back-to-School Recording:

<https://drive.google.com/drive/folders/1W0Eo8Tto3asOSUh4l-S9iQcle9sXCr9H?usp=sharing>

Healthy Schools Recording:

<https://drive.google.com/drive/folders/1XmtAaXcdfsvbWmnDElic-9Rcz4OKC7m?usp=sharing>

**Virtual Energy Assessments and Online Marketplace Programs** - The virtual assessment program testing is complete, and the site should be live by the end of January 2021. We are working with the program partners to update website materials and add the links to the Energize Delaware website. We will be sending out email blasts and doing social media posts to promote the new program. The Online Marketplace portal is in development, and launch is expected in March 2021.

**Home Energy Counseling & Check-up HEC<sup>2</sup>** –In-home checkups have resumed and 63 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 in 2021. 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 and in **2020 the team completed 35 Live Tapings with approx. 70K views!**

## DESEU Program Activity Report – November – December 2020

HEC2 - In Home Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY19								0	1	5	2	4	12
FY20	9	61	37	35	26	48	42	77	15	0	0	0	350
FY21	0	2	12	14	18	17							63

HEC2 - Workshop Participants													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY19								19	0	11	52		82
FY20	0	0	13	0	70	10	12	12	25	0	0	0	142
FY21	0	0	0	0	19	9							28

## Facebook Live Workshops History

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
<b>OCTOBER</b>					
Energy & Superior Service	Chesapeake Utilities	10/15/20	57	605	Yes
Assistance to Stay Warm	Low-income Energy Assistance Program	10/22/20	41	797	Yes
No-Cost Weatherization	Weatherization Assistance Prg	10/29/20	41	695	Yes
<b>NOVEMBER</b>					
Time to Revitalize	SCHfH Neighborhood Revitalization	11/5/20	56	2.1K	Yes
Save Money for Presents	Holiday Tips	11/12/2020	46	2.2K	Yes
Energy's Lil Helpers	Review of assistance program	11/19/2020	36	365	Yes
<b>DECEMBER</b>					
Drive Clean & Green	Electric Vehicle Program	12/3/2020	42	1K	Yes
Old Buildings, New Energy	Community Grant Awardees	12/10/2020	35	861	Yes
Crawlspace Chronicles	Crawlspace Encapsulation	12/17/2020	33	989	Yes

**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 March 2021. Increased incentives for some measures to assist with the economic recovery for contractors are also available through March 2021. We now have 80 contractors 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. Project highlight for the Ellis Point community project; SchagrIn replaced 20 propane-fired storage water heaters with high-efficiency Navien tankless systems and Al Boro completed the energy assessments that also led to insulation upgrades for some of the residents.

The Best Practices Working Group (BPWG) met in November and will meet again on February 17 to discuss any issues contractors may be experiencing in the field. There has been some concern about equipment supply and availability. 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.

Eid Noughra (Delmarva Insulation), Al Boro (Energy Solutions), Tyler Boro, Bob Kabacinski, Marc Frey (SchagrInGAS Company)

## DESEU Program Activity Report – November – December 2020



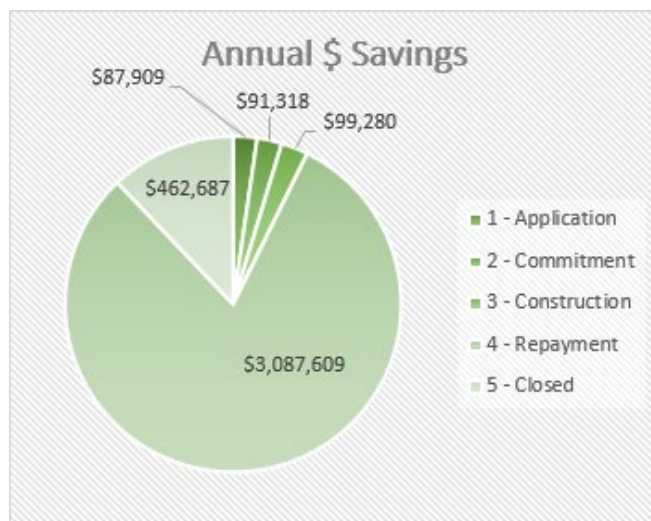
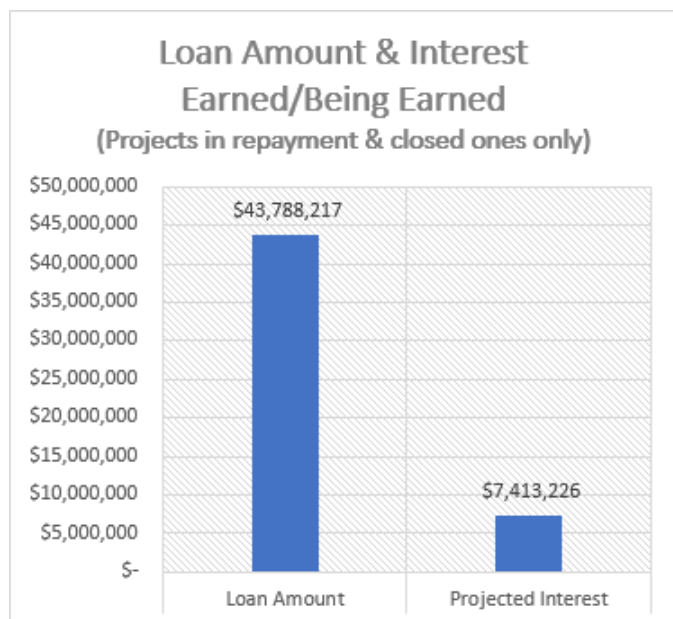
HPwES - Assessments													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1,462
FY18	171	160	160	190	182	97	0	187	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	95	309							1,113
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	143	143							715

### **Energize Delaware Loan Programs:**

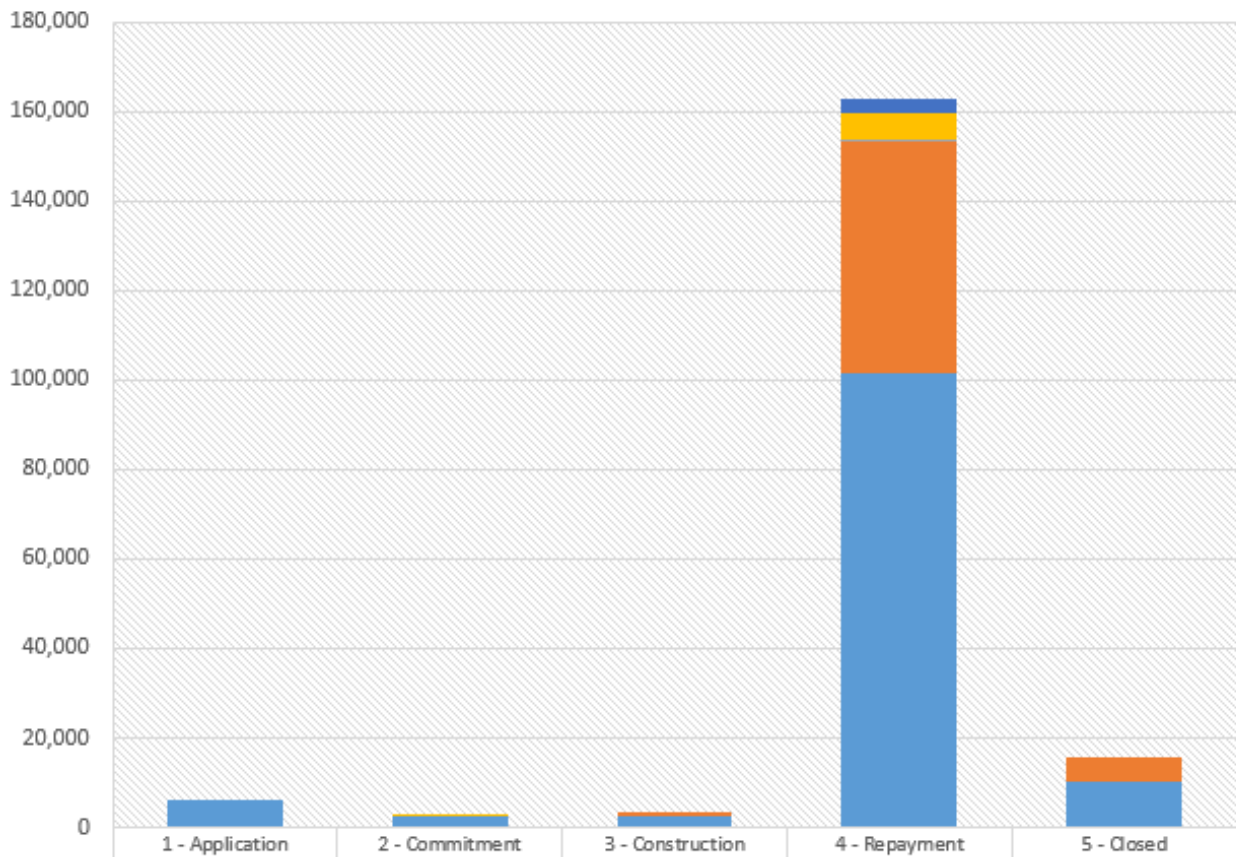
**Residential Solar Loan Program** – To date, 279 loan applications have been submitted; 15 applications were rejected due to credit score or debt to income ratio and four were withdrawn. This program has approved loans totaling \$4,074,417; loans totaling \$3,842,925 have completed their projects and moved into repayment status, and 14 projects totaling \$231,492 are under construction. Three loans missed payments in December with payments lost in the mail; double payments were made in January; and 36 loans have been repaid. Data has been entered in Energy Orbit Statewide Energy Savings Database. 54 loan applications were submitted during this fiscal year.

**Residential Energy Efficiency Loan Program** – To date, 118 loan applications have been submitted totaling \$1,065,982; 86 have been completed and paid to contractors totaling \$1,038,166 and 2 are under construction totaling \$27,816. 29 applications were rejected due to high debt to income ratio and one was withdrawn. Eleven loan payments were outstanding for December—one of which has caught up in January due to a check lost in the mail, and 17 loans have been repaid in full. Activity on the energy efficiency loan program has slowed with only 11 applications submitted this fiscal year and 5 of those were rejected. 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** – The total amount of this loan portfolio is \$43,788,217. 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)	6,395	2,869	2,732	101,772	10,258



## DESEU Program Activity Report [Jan 2020 – Dec 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	\$ 391,508	\$ 7,830,160	13,578	271,560	1,747.00
Home Performance – Audits – DIMs	\$ 352,863	\$ 7,057,260	15,211	304,220	1,139.00
Home Energy Counseling & Checkup	\$ 14,508	\$ 290,160	434	8680	60.61
Revolving Loan	\$ 196,259	\$ 3,925,176	10,381	207,620	1,530.21
Farm Program	\$ 29,513	\$ 590,260	1,802	36,040	41.54
Residential Solar Loan	\$ 112,790	\$ 2,255,800	2960	59,200	450
Lights-On	\$ 37,558	\$ 751,160	986	19,720	145.41

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	\$ 288,233	\$ 5,764,660	15,934	318,680	1,653.65
Pathway to Green Schools	\$ 43,901	\$ 878,020	1,729	34,580	185.72
Faith Efficiencies	\$ 5,118	\$ 102,360	366	7,320	29.07
Farm Program	\$ 50,525	\$ 1,010,500	3,285	657	9.18
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)