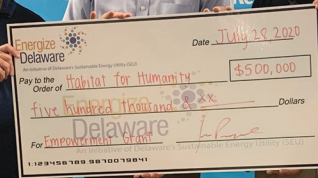




**ENERGIZE
DELAWARE**
TAKING CHARGE TOGETHER.™



2020
ANNUAL REPORT



ENERGIZE DELAWARE VISION AND MISSION STATEMENTS

VISION STATEMENT

The Delaware Sustainable Energy Utility (DESEU), trading as Energize Delaware, will be the leading organization in the state of Delaware in offering cost-effective opportunities for energy savings, creating new markets for customer-sited renewable-energy generation and reducing the environmental impacts of energy production and use.

The DESEU's efforts will create jobs in Delaware, improve our national security, support the local economy, improve energy reliability and protect Delaware from the damaging effects of volatile energy prices. The DESEU will accomplish this by utilizing the authority it has been granted by the state of Delaware as well as private-sector entrepreneurial strategies.

Respected as an accountable, transparent, effective and nimble nonprofit organization, the DESEU operates at the highest standards recognized in its industry.

MISSION STATEMENT

The DESEU, a 501(c)(3) nonprofit organization, serves Delawareans by promoting the use of affordable, reliable clean energy and energy efficiency through its Energize Delaware initiatives. Energize Delaware operates as the premier one-stop shop for connecting and empowering energy consumers with the resources to reduce costs, improve the environment and ensure energy independence for future generations.

Energize Delaware develops and implements energy-efficient solutions as well as clean-energy and air-pollution-reduction programs. These programs include funding, financing and educational programs. In addition, we provide highly valuable technical and financial services to our clients so that they can make informed decisions regarding their energy future.

Energize Delaware offers programs by fully utilizing the authority granted the DESEU by the state of Delaware to issue tax-exempt bonds, use Regional Greenhouse Gas Initiative (RGGI) funds and bank solar renewable energy credits (SREC). Energize Delaware also utilizes private-sector entrepreneurial strategies.

Energize Delaware focuses on building relationships with residents and businesses so that they are motivated to use less energy, generate clean energy, and reduce harmful emissions. We serve people of all incomes and housing styles. We serve businesses, industries and institutions from all sectors.

We apply our programs to new construction projects, the rehabilitation of existing buildings, transportation projects and innovative technologies.

A LETTER FROM THE CHAIRMAN AND THE EXECUTIVE DIRECTOR



State Senator Harris B. McDowell III
Chairman



Anthony J. DePrima, Ph.D.
Executive Director

DEAR DELAWAREANS,

Throughout 2020, even with the many challenges of working under pandemic conditions, Energize Delaware continued providing value to Delaware through its energy-efficiency and clean-energy programs. We continued to sustain and strengthen our popular programs while adapting to COVID-19 conditions. And COVID-19 did not stop us from launching new programs.

This Annual Report includes pages about each of our energy-saving programs. It also includes our annual financial statement, annual energy savings data and our hopes for 2021.

Energize Delaware achieved several accomplishments in 2020:

- Helped people during the pandemic by reducing fees, deferring loans, increasing rebates and establishing a \$200,000 utility payment relief fund
- Received the ENERGY STAR® Sustained Excellence Award for Program Delivery of our Home Performance with ENERGY STAR® Program
- Completed the first two D-PACE financing projects; together they financed \$6.9 million in energy-efficiency projects in New Castle County
- Launched the new Empowerment Grant Program, funded by Delmarva Power and designed to help Delmarva Power's families in need
- Refinanced \$55 million of our 2011 bonds, saving the state of Delaware \$3.9 million
- Launched a new Master Lease financing program for state agencies and school districts through a partnership with Bank of America
- Helped Delawareans most in need by relaunching our Pre-Weatherization program with our new partner, the Energy Coordinating Agency

Energize Delaware is excited to continue, even under these unusual times, serving Delaware businesses, nonprofits, state agencies, local governments and residents through our Energize Delaware programs. We are dedicated to the goals of reducing energy consumption via energy efficiency, creating green jobs and reducing greenhouse gas pollution, all while saving our customers money and reducing our dependence on foreign oil.

We thank all Delawareans for our continued success story.

Sincerely,

State Senator Harris B. McDowell III
Chairman

Anthony J. DePrima, Ph.D.
Executive Director

2020 ENERGIZE DELAWARE ACCOMPLISHMENTS

Energize Delaware programs have a proven track record of providing energy savings for Delaware's homes, businesses, farms, houses of worship, nonprofits, state and local government agencies, and schools. These programs aid job growth and increase business expansion through energy saving and green-energy projects. These projects also reduce operating costs and lower greenhouse gas emissions.

We are proud of the progress we made during 2020, even with the challenges that the pandemic has brought to us. We have established new partnerships to broaden our program inventory, making energy-saving programs accessible to even more Delawareans.

- The pandemic took everyone by surprise, but Energize Delaware reacted quickly to adjust our programs for the safety of employees, contractors and customers. Most programs continued to operate, no employees were furloughed or laid off, and no federal or state relief funds were needed. To make our programs more affordable, a series of actions were taken. The cornerstone was to establish a \$200,000 Utility Bill Relief Fund for those whose income was impacted by COVID-19.
- Energize Delaware launched the Empowerment Program, funded with \$4 million in funds designated for low-income energy-efficiency programs for Delmarva Power customers. In 2020, \$933,390 was awarded across six programs to Habitat for Humanity, Wilmington Senior Center, Kingswood Community Center, Center Baptist Development Corporation, and Delaware Interfaith Power and Light.
- With the cooperation of New Castle County, the first two Delaware Property Assessed Clean Energy (D-PACE) financing projects closed. With \$6.9 million in private financing, the famous Dupont office building on Market Street in Wilmington, including the iconic hotel and theater, went through major improvements to lower energy bills.
- Seeing an opportunity in the bond markets, Energize Delaware refinanced \$55 million of our 2011 Energy Efficiency Revenue Bonds. This action saved the state of Delaware \$3.9 million in interest payments over the remaining life of bonds. The action is true evidence that Energize Delaware takes its bonding authority very seriously and is always on the lookout for opportunities that benefit Delaware.
- An alternate to bond financing was needed to finance state and school district energy-saving projects that were too small for bond financing. To fill this need, Energize Delaware entered into a Master Lease Agreement with Bank of America to provide tax-exempt lease financing. Two projects, one for the Delaware Department of Corrections and the other for the Department of Health and Social Services, were funded this way. Together \$14.4 million in energy-saving measures will be installed.
- For five years, we operated our Pre-Weatherization program, but due to the pandemic, which caused a cessation of the Weatherization program, and other circumstances, our longtime partner Catholic Charities had to leave the partnership, and operations were shut down for six months. Fortunately, a new partner was found, and the program was relaunched with the Energy Coordinating Agency in late 2020.

*First Commercial
PACE Project—
DuPont Building,
Wilmington*



2020 ENERGIZE DELAWARE PROGRAMS

PROGRAM	MARKETS SERVED
Home Performance with ENERGY STAR®	Homeowners, Low-Income Homeowners
ZeMod (Zero-Energy Modular Home)	Low-to-Moderate-Income Delawareans
Pre-Weatherization Program	Low-Income Homeowners
Affordable Multifamily Housing	Affordable Housing Providers
Energy Assessments for Nonprofits and Government	Nonprofits, Local Government
Low-Interest Revolving Loan	Businesses, Nonprofits, Government
Energy Savings Performance Contracting	Public Schools, Government
Energy Efficiency Investment Fund (EEIF) for Nonprofits	Nonprofits, Local Government
Pathways to Green Schools	Public and Private Schools
Faith Efficiencies	Houses of Worship
Farm Program	Farmers, Agricultural Operations
Residential Solar Loan	Homeowners
Home Energy Counseling & Checkup (HEC2)	Low-Income Delawareans
Lights On Delaware Strong Program	Renters and Homeowners
Energize Delaware Empowerment	Low-Income Delawareans
D-PACE Commercial Financing	Commercial Property Owners
COVID-19 Response Programs	All Delawareans

2020 ENERGIZE DELAWARE PROGRAM BRANDING

At Delaware Sustainable Energy Utility (DESEU), we're expanding the reach and brand recognition of our partnership programs to help us serve more Delaware residents, businesses, communities and organizations.

Part of this new branding initiative involves modifying legacy partnership program names, creating brief descriptions about what each program offers and enhancing the visual identity of each to more closely align with our overarching parent brand, Energize Delaware. All with the goal of more quickly connecting and communicating with our intended audiences.

These new program names will be familiar, because they are based on the original names we have used over many years. Now they'll benefit from their stronger association with the Energize Delaware brand.



HOME PERFORMANCE WITH ENERGY STAR®

The flagship Home Performance with ENERGY STAR® program is going into its eighth year. Franklin Energy continues as our program partner. The program operates as a whole-house approach to identify significant savings on utility bills and improve comfort in the home through a subsidized comprehensive energy assessment performed by certified contractors. Delaware homeowners also receive up to \$200 in energy-saving items, such as LED lightbulbs and pipe insulation.



Community Project

After the assessment, homeowners making recommended energy-saving improvements can take advantage of rebates that make their home projects affordable. Reduced assessment costs and increased rebates are also available to income-qualified Delawareans. Property owners in the state's Downtown Development Districts also receive increased rebates. Program enhancements were incorporated because of the COVID-19 virus, to encourage participation in the program and keep our participating contractors working during this difficult time.

Qualifying homeowners may also apply for special 5.99% financing for energy-saving home improvements, up to \$30,000, through the Energize Delaware Energy-Efficiency Residential Loan Program.

Burns & McBride Home Comfort and Maichles Heating & Air, Inc., received the U.S. Department of Energy Century Club Award for completing more than 100 jobs. And for a fourth year in a row, Energize Delaware has received an ENERGY STAR® Award. In 2020, we received the Sustained Excellence Award.

Home Assessments Completed in 2020.....	1,749
2020 Homeowners Receiving Rebates	1,196
Incentives Awarded.....	\$2,426,711
Annual Energy Savings	\$368,398
Lifetime Energy Savings*	\$6,631,176
Annual Energy Savings (MMBtu)	14,191.2
Annual GHG Emission Avoided (Metric Tons).....	2,009

FY21 Program Budget	\$4,000,000
Number of DEC Cost-Sharing Home Assessments and Home Rebates	579
Total Incentives Awarded by DEC	\$184,161
Annual Energy Savings (DEC)	\$50,754.87

*Lifetime is estimated to be 18 years on average.

SEWARD FAMILY



“We were running an alternate A/C unit in the dining room, and it was still 90 degrees in the house. This year is different! Because of your work evaluating our house and sealing and insulating the attic, it has been cool and comfortable all summer. No extra A/C unit needed! Our electric bill last July was \$349, and this July it was \$201. What a dramatic improvement! We are so happy with the house now that the work has been completed. Great job sealing us up and cooling us down—we are so grateful to the Energize Delaware team!”

—Rob and Cami Seward

ZeMOD (ZERO-ENERGY MODULAR HOME)

In 2020, we had two more homeowners move into their ZeMod homes. ZeMod Delaware is a unique new housing option for Delawareans, offering highly energy-efficient, solar-powered modular homes. Built by Beracah Homes, in Greenwood, Delaware, these zero-energy homes produce as much energy as they use, which means no electric or fuel costs.



Sundial Model Home

ZeMod homes feature super-insulated walls, doors and windows; an all-electric HVAC system that incorporates efficient heat-pump technology, ENERGY STAR®-rated appliances and lighting; and rooftop solar.

Energize Delaware provides energy-efficiency incentives and down-payment assistance for income-qualified buyers to ensure the affordability of the homes for low-to-moderate-income Delawareans. Energize Delaware partners with Milford Housing Development Corporation to work with families through the application and home ownership process.

Two models are available: the 980-square-foot ranch-style Solstice and the 1,204-square-foot cottage-style Sundial. The Sundial model is now located in the Knoll Acres development in Lincoln, Delaware. The ZeMod team is evaluating a three-bedroom option.

These homes can be designed and built for anyone interested in a zero-energy modular home. The model home in Knoll Acres is available for tours by appointment.

PAMELA ALVISET



New ZeMod Homes to Date.....	3	Annual Energy Savings (MMBtu)	83.2
Incentive Awarded.....	\$124,500	Annual GHG Emissions Avoided (Metric Tons).....	22.46
Annual Energy Savings	\$2,261	FY21 Program Budget	\$395,000
Annual Electricity Generation from Solar PV (kWh)	20,251		

"I began chanting for a home five-plus years ago. I interviewed many builders who kept saying 'can't be done.' I am a Nichiren Buddhist. I remained determined. Through my search, I was referred to Milford Housing, beginning the process of reviewing the ZeMod and starting the process through government shutdowns and the coronavirus. I am finally in my new ZeMod. I enjoy looking out at the sky and trees and geese flying overhead. Previously I was living in deplorable conditions. I've been dreaming of a solar home since I was young and here it is. I just love the solar and how this home is so green. Thank you to everyone along the way."

—Pamela Alviset, ZeMod Homeowner

PRE-WEATHERIZATION PROGRAM

The Pre-Weatherization program helps low-income families in Delaware prepare their homes to meet the requirements for the state of Delaware’s Weatherization Assistance Program.

Many potential Weatherization Assistance Program (WAP) clients cannot afford the structural home repairs needed to qualify the home, and therefore lose the ability to participate in weatherization assistance.

Participants whose properties have been deferred by WAP for structural reasons are referred to Energize Delaware’s Pre-Weatherization Program.

Energize Delaware has assisted more than 380 families since the start of this program, to provide funding to pay for the repair of the structural issues, such as leaky roofs, broken windows and doors, or moisture in crawl spaces. The Pre-Weatherization Program will inspect homes, hire contractors, schedule repair work and perform a quality assurance post-inspection, then readmit these units into the Weatherization Assistance Program.

There was a pause of this program in the spring due to the COVID-19 virus, as well as a change in program partners, but the program was able to restart in November 2020. Without this vital Energize Delaware program, these families would not be able to receive the important benefits of the Weatherization Assistance Program.



Residential Pre-Weatherization Work

Participants/Completed Full Weatherization from Start of Program.....	380	Average Incentive to Clients	\$4,500
		FY21 Program Budget	\$550,000

MIKE WOODOCK



“Pre-WAP is an innovative solution that enables a limited-income household to be eligible for weatherization, thus reducing their energy burden and making the home warmer and more comfortable.”

—Mike Woodock, ECA Senior Energy Auditor



AFFORDABLE MULTIFAMILY HOUSING



Contractor
Site Visit

The Energize Delaware Affordable Multifamily Housing Program helps building owners identify, plan and implement energy-efficiency and renewable-energy upgrades in existing buildings and new construction projects.

Our program delivery partners, New Ecology, Inc., and Elevate Energy, provide technical assistance, financial incentives and low-cost financing through Energize Delaware to help affordable multifamily building owners make energy-efficiency and renewable-energy investments that save money on operating costs, reduce energy use and improve the living environment for Delaware’s low-to-moderate-income residents.

The program offers a customized, whole-building approach that addresses all utilities and pursues possible upgrades to the building envelope, HVAC and hot water equipment, in-unit and common area lighting, energy-saving appliances, renewable-energy generation, qualified health and safety measures, and water-saving fixtures and equipment. Buildings in this program can take several years to complete the whole process. We now have several completed projects that received incentives through the program and a growing partnership with the Delaware State Housing Authority to offer low-interest construction loans for new construction and to gut rehab projects that exceed the building energy code.

2020 Participants.....	17
Energy Audit Completed in 2020.....	2
Potential Annual Energy Savings	\$54,904
Potential Annual Energy Savings (MMBtu).....	9,886*
Potential GHG Emissions Avoided (Metric Tons).....	217
Project Completed in 2020	1
Implemented Annual Energy Savings.....	\$10,341

Potential Annual Energy Savings (MMBtu).....	625.76
Potential GHG Emissions Avoided (Metric Tons).....	47.97
FY21 Program Budget	\$1,135,000

*9,886 MMBTU included 1502 MMBTU (i.e., 440,206 kWh consumption switching to electricity).

KATHLEEN PURCELL



“The Energize Delaware Affordable Multifamily Housing Program provided the Wilmington Senior Center with exceptional support to turn around our Lafayette Court property, which provides affordable housing for senior citizens. Lafayette Court’s energy bills were through the roof. The program gave us much-needed technical assistance to identify solutions and the financial resources to make it happen. With new boilers, heat pumps, lighting and insulation, the program has helped us to stabilize our costs and building operations and to provide better-quality housing for residents who—especially during the pandemic—need a safe, comfortable home.”

—Kathleen Purcell, Executive Director of the Wilmington Senior Center

ENERGY ASSESSMENTS FOR NONPROFITS AND GOVERNMENT

Through its partnership with the University of Delaware’s award-winning Mid-Atlantic Industrial Assessment Center (IAC), Energize Delaware funds energy assessments for large and medium-size buildings operated by nonprofits and local governments in Delaware. Since the pandemic broke out, Energize Delaware has paid 100% of the assessment cost to support agencies in this challenging time.

The energy assessments are done by University of Delaware graduate students under the supervision of IAC directors. The program offers energy-saving solutions for a wide variety of buildings, including senior centers, community centers, churches, municipal buildings and firehouses. Savings between 20% and 30% are typically found after the installation of recommended upgrades. Participants in this program often go on to take advantage of the Energy Efficiency Investment Fund, which offers incentives for prescriptive and custom measures, and the Energize Delaware Low-Interest Revolving Loan Fund.

This year, Energize Delaware initiated a robust program-impact evaluation RFP process in September and awarded Energy Resources Solutions the contract in December.



University of Delaware Student
Installing LED Lights

2020 Participating Nonprofits	21	Implemented Annual Energy Savings	\$224,837
Potential Annual Energy Savings	\$288,233	Implemented Annual Energy Savings (MMBtu)	5,457.32
Potential Annual Energy Savings (MMBtu)	15,934.4	GHG Emissions Avoided (Metric Tons)	654.93
Potential GHG Emissions Avoided (Metric Tons)....	1,653.65	FY21 Program Budget	\$87,000
Incentives Awarded	\$56,450		

LONG NECK UNITED METHODIST CHURCH



“You guys were extremely helpful. We would have not realized the problem in the one system if you guys did not come. Seeing the things that needed to be done on your list really pushed us to look into getting the HVAC system replaced campus wide. We are also upgrading our electric to 800-amp service and installing energy-efficient commercial systems. It has been long overdue, and thankfully we are in a position to be able to replace them now. At some point, we will start changing out the lighting to more efficient options as well. The audit was very eye opening to the church, and we really appreciate your group traveling all of the way downstate to do the audit and all of the time you put into preparing your report.”

—Karen Mitchell, Long Neck United Methodist Church

LOW-INTEREST REVOLVING LOAN PROGRAM



Hy-Point Dairy Solar-Thermal Panels
on Truck Ports

These unique commercial loans are structured to be cash positive from day one. Energy savings over the life of the project must be greater than the investment, including financing. The program’s objective is to encourage the installation of energy efficiency, customer-sited renewable generation or greenhouse gas reduction measures. The result is lower customer utility bills and reduced environmental impact.

The Energize Delaware Revolving Loan Program has a track record of providing low-interest loans for businesses, farms, nonprofits, school districts and local governments to reduce their energy bills by improving the efficiency of their operations. The 2020 calendar year was another strong year, closing seven loans totaling \$847,028. For 2020, the average loan size was \$121,004; however, they ranged from a \$34,118 loan for an energy-efficiency improvement for a poultry farm to a \$353,426 loan for an efficiency improvements loan for a community center. Of the total 75 loans, valued at \$36,460,181, 45.3% were associated with farms participating in the Energize Delaware Farm Program. The average interest rate was 2.6%, with an average term of 13 years.

2020 Applications Received	15	Annual Energy Savings (MMBtu) of New Loans	
Total Value of New Loan Applications	\$2,922,187	in Repayment	10,381.9
New Loans in Repayment.....	11	Capacity of Solar PV Systems Installed in 2020.....	529 kW
Total Value of New Loans in Repayment	\$1,621,654	Annual GHG Emissions Avoided by New Loans	
Annual Energy Savings of New Loans		in Repayment	1,530.21
in Repayment	\$196,258	FY21 Program Budget	\$5,500,000

JAY MEANY



“We were happy that Energize Delaware supported our innovative vision of erecting a solar-thermal hot water system. Their low-interest loan was critical to the project. Not only is the system providing us half of our heating needs, but the shade from the truck ports where the solar panels sit is also saving us on the cost of cooling the trucks and snow removal. We found Energize Delaware to be very flexible with this complex construction. They were able to adapt to changes in the design as needed.”

—Jay Meany, President, Hy-Point Dairy

ENERGY-SAVING PERFORMANCE CONTRACTING AND FINANCING

Since its founding, Energize Delaware has been using its authority to issue tax-exempt energy-efficiency bonds or low-interest loans to finance Energy-Saving Performance Contracts (ESPC). Designed for state agencies and school districts, ESPCs use utility-cost savings to finance construction through pre-qualified Energy Services Companies (ESCO) that offer guaranteed energy savings.

In 2020, tax-exempt lease financing was added to the financing toolbox. A “master lease” occurs when a central authority, like Energize Delaware, enters into a multiple-year agreement with a financier to offer tax-exempt leases to selected agencies. For Delaware, the process began in 2019 with a request for proposals to be sent to lenders who work in this specialized area. The proposal was seeking a lender who would be willing to finance up to \$30 million over three years. Terms had to be up to 20 years, and interest rates had to be benchmarked against known financial indexes. Several proposals were received, and Bank of America (BOA) was selected as our partner.

Through this mechanism, we were able to help the Department of Corrections (DOC) and the Department of Health and Social Services (DHSS). Together they obtained \$14.4 million in BOA financing. Their projects had been pending for some time. Master lease financing is well-suited for contracts like these, where they are too small for bond issues and cannot be bundled with other projects. Energy measures included in these projects were new LED lighting, chiller, cooling tower, rooftop HVAC replacements, weatherization, heat pump installations, steam conversions, rooftop solar and BAS climate controls, among others.

First Master Lease Participants



DELAWARE HEALTH
AND SOCIAL SERVICES
Division of Public Health

HOLLY ANDREOZZI

2020 Contracted State Agencies & School Districts	2	Guaranteed Lifetime Energy Savings	\$9,607,537
Total Lease Proceeds.....	\$14,353,563	Guaranteed Average Annual	
Average Interest Rate	1.969%	Energy Savings (MMBtu)	57,589
Guaranteed Average Annual Energy Savings.....	\$787,503	GHG Emissions Avoided (Metric Tons)	14,626.05

“The tax-exempt lease purchase program that we developed for Delaware state agencies and school districts exemplifies our business strategy—to help support clients with financing solutions that drive positive environmental change.”

—Holly Andreozzi, Senior Vice President in Global Leasing, Bank of America



ENERGY EFFICIENCY INVESTMENT FUND FOR NONPROFITS

Administered by DNREC’s Division of Climate, Coastal & Energy, the Energy Efficiency Investment Fund (EEIF) provides grants to Delaware businesses, local governments, and nonprofits to help replace aging, inefficient equipment and systems with energy-efficient alternatives.

Energize Delaware provided funds to expand the program to cover nonprofit organizations, as well as local governments that were previously excluded. Starting in July 2020, all funding is now provided by DNREC.

Prescriptive grants are available for high-efficiency natural gas heating and water heating equipment, energy-efficient lighting and lighting control improvements, vending machine improvements and more. The program also offers incentives for energy assessments, as well as custom incentives for unique energy-efficiency projects that do not qualify for a prescriptive grant.



2020 Participating Nonprofit	2	Annual Energy Savings (MMBtu)	10,846.4
Rebates/Incentives Awarded	\$129,921	GHG Emissions Avoided (Metric Tons)	1,271.85

MIDDLETOWN, DELAWARE



The town of Middletown, Delaware, received a \$91,091 custom EEIF grant to help pay for one-third of the cost of adding wastewater mixers that reduced energy costs 25%.

“Energize Delaware has proven to be a great partner in our efforts to save money for our town and residents. And they offer state-of-the-art environmental, energy-saving benefits to the world around us. I would recommend to all our neighbors around Delaware to review Energize Delaware’s programs ... I’m glad we did.”

—Mayor Kenneth Branner

PATHWAYS TO GREEN SCHOOLS

The Pathways to Green Schools Program continues to assist schools in becoming energy efficient by providing mini grants for student eco-action and green team projects, free energy audits, and assistance with energy benchmarking in the ENERGY STAR® Portfolio Manager. This program is administered by Green Building United, one of our program partners.

Practical Energy Solutions provides participating schools with energy audits that include student participation and collaboration with teachers on energy curriculum. This year, energy audits were done on-site, with a virtual follow-up with the students due to COVID-19 restrictions.

Energize Delaware helps get the green teams at the schools off the ground and helps them grow their sustainability initiatives; however, it is the leadership of the teachers, students and administrators that keeps the momentum going to bring about positive change.

The 2020 U.S. DOE Green Ribbon Schools were Odyssey Charter School and Ursuline Academy. Last year, Odyssey Charter was awarded the National Wildlife Federation Green Flag. Delaware Department of Education also recognized these state winners: Indian River School District, Las Americas Aspira Academy Charter School, William F. Cooke Elementary School and St. Anne's Episcopal School.



St. Anne's Episcopal School

Total Participating Schools	45	Potential Annual Energy Savings (\$)	\$43,901
Total Schools Enrolled in Portfolio Manager	32	Potential Annual Energy Savings (MMBtu)	1,728.7
Schools Receiving Mini Grant in 2020	10	Potential GHG Emissions Avoided (Metric Tons)	185.72
School Audits Completed in 2020	2	FY21 Program Budget	\$115,000

URSULINE ACADEMY



"I am thrilled Ursuline has been selected as a U.S. Department of Education Green Ribbon School! I feel our school has made concerted efforts to ensure that our students have the understandings and habits for a sustainable environmental future. I am especially proud of our strong energy and consumption and waste efforts, which would not be possible without the help of programs from Energize Delaware and their partners, Green Building United and NWF's Eco-Schools. I am also happy to have met so many other people working at our area schools who are involved in promoting a greener future for our students."

—Meg Kane-Smith of Ursuline Academy on their winning the Green Ribbon Award

FAITH EFFICIENCIES



Roxana Zion Methodist Church

The Faith Efficiencies Program provides a wide range of energy resources, including energy audits, remediation strategies, funding options and ongoing cost-saving energy education to faith communities throughout Delaware.

The program, implemented by Delaware Interfaith Power and Light (DeIPL), also serves the members of participating faith communities by offering Home Performance with ENERGY STAR® workshops and establishing Earth Care Displays to provide further energy education and resources. DeIPL's mission is to rally faith communities to address causes and impacts of climate change by empowering them to adopt creative, effective and affordable energy-conservation, energy-efficiency and renewable-energy strategies.

The Climate Conversations initiative continues to foster opportunities to encourage open and respectful dialogue among diverse audiences about climate change and related issues, and to identify areas of shared concern. This initiative aims to create environments where people will feel encouraged and empowered to discuss issues related to climate change. In 2020, these sessions were offered virtually through partnerships with interested organizations.

Windows of Hope, an interior storm window construction, installation and education program, continues to be partially funded by Energize Delaware through the Faith Efficiencies program. The interior storm windows are easy and inexpensive to make and reduce energy loss by as much as 10% to 20% per window. The seed money for this pilot enabled the project to expand and apply for Empowerment Grant Funding.

ISLAMIC SOCIETY OF DELAWARE

Places of Worship Audited in 2020 3
Incentives Awarded..... \$8,436
Potential Annual Energy Savings (\$).....\$5,995
Potential Annual Energy Savings (MMBtu)..... 371.5

Potential Annual GHG Emissions Avoided
(Metric Tons)29.84
FY21 Program Budget \$60,000

"We could not be happier with the results of our energy audit conducted with the help of Energize Delaware and their partner Delaware Interfaith Power and Light. The energy audit not only gave us detailed recommendations on how we can save on our energy costs, but also gave us the related data, which clearly showed the actual savings that can be realized. As a direct result of the energy audit, we embarked on a transformation project that resulted in the implementation of a new solar energy system. This will enable us to not only reduce our energy expenses significantly, but also reduce our carbon footprint and contribute to a better environment."

—Faizal Chaudhury, ISD Executive Committee Member



FARM PROGRAM

The Energize Delaware Farm Program provides a comprehensive approach to help Delaware’s farmers reduce their energy costs through energy-efficiency improvements and renewable energy.

EnSave, our program partner, works with the farmer to create a customized road map for installing energy-efficiency improvements on the farm.

Grants for energy-efficient equipment, energy assessments, low-interest loans, and guidance for accessing other state and federal programs for energy-efficiency and renewable-energy projects are among the offerings to farmers through this program.



Poultry House

Participating Farms in 2020	26	Incentives Awarded.....	\$76,621
Audits Completed	11	Annual Energy Savings	\$29,513
Technical Assistance Reports	4	Annual Energy Savings (MMBtu)	1,802.38
Potential Annual Energy Savings	\$50,525	GHG Emissions Avoided (Metric Tons)	41.54
Potential Annual Energy Savings (MMBtu).....	3,285.01	FY21 Program Budget	\$463,500
Potential Annual GHG Emissions Avoided (Metric Tons)	9.18		

MARCIA AND MARCUS WOODWARD



“Gryffen’s Roost is a two-house family-run farm in the center of Delaware, raising broilers for Mountaire. We utilized the 2% financing from the Energize Delaware Farm Program for our farm’s 72 kW solar project in 2018. The system generates our electricity for the farm and saves us money every year on our energy use! The Farm Program guided us through the entire application and approval process, answering every question we had. In 2020, we worked with Energize Delaware again. The Farm Program approved us for 40% of our ventilation efficiency improvement project, which was paid through cash incentives as a grant. The staff are friendly and honest, and help you get the benefits you’re eligible for. We always let neighbor farmers know about the Farm Program if they are interested in any upgrades.”

—Marcia & Marcus Woodward, Gryffen’s Roost, Houston, DE

LIGHTS ON DELAWARE STRONG



*Lights On Team
with Governor Carney*

The Energize Delaware Lights On Program has served vulnerable communities in Georgetown, Seaford, Milford, Laurel and Wilmington since 2017. The goal of the program is to increase neighborhood safety in participating communities by improving exterior lighting with energy efficient front porch lights and some solar motion-sensor lights in unoccupied buildings. Since 2017, 3,741 homes have participated in the program.

Our partner, The HELP Initiative, Inc., identifies neighborhoods that are experiencing high levels of crime, then program representatives go door-to-door to improve the exterior lighting, identify health and safety risks, and provide education to residents. The program is currently targeting Downtown Development District communities to deliver this program. Local governments and police agencies are supporting and encouraging this effort in their communities.

In May, the Lights On program launched a call campaign, reaching out to over 2,600 previous clients to inform and educate them about the importance of getting tested for COVID-19 and providing information on health resources near them.

COL. VAUGHN M. BOND JR.



Homes Served in 2020	2,204	Annual Energy Savings (kWh)	288,904
New LED Lights Installed.....	2,892	Annual GHG Emissions Avoided (Metric Tons).....	145.41
Cities/Towns Served	16	FY21 Program Budget	\$336,000
Annual Energy Savings	\$37,557		

“Great to hear this type of appreciation from our officers. You know, I always thought about the increased safety for the residents and didn’t give much thought to the increased safety for our officers, who are often on foot patrol in the community during the night time hours. So, on behalf of NCCPD, I say thank you as well!”

—Col. Vaughn M. Bond Jr., Chief of Police, New Castle County Division of Police

RESIDENTIAL SOLAR LOAN

The Energize Delaware Residential Solar Loan Program offers low-interest loans designed to encourage the purchase of solar systems for residential homes in Delaware.

The installation of these customer-sited and customer-owned systems will result in customer utility bill savings; will reduce the environmental impacts of energy production, delivery and use; and will promote local job growth in the solar installation industry.

Loans range from \$3,000 to \$30,000, with a fixed rate of 3.9% and a term of up to 10 years. The loan amount cannot exceed 70% of the total project cost.

Energize Delaware partners with InClimate Solutions to service the residential solar loans and the residential energy-efficiency loans offered to eligible participants in the Home Performance with ENERGY STAR® Program.



Homes Served in 2020	92
Value of New Loan Applications	\$1,196,578
Loans Closed	81
Value of Closed/Completed Loans	\$1,280,617
Annual Energy Savings	\$112,790

Annual kWh Production (closed loans)	867,620
Capacity of Solar Systems kW (closed loans).....	611,693
Annual GHG Emissions Avoided (Metric Tons).....	450
FY21 Program Budget	\$2,275,000

Residential Solar System

SOLOMAN MCCLOSKEY



"I had been interested in adding solar to my home for several years. But it never made sense until our solar installer explained the Energize Delaware loans to me. The loan allowed my family to own the system, which was important to me. The loan will be paid off in 10 years, so we will see the full benefit for the remaining life of the system which is another 10 years. The loan process seemed easy to use, but I must credit Clean Energy, Inc., our solar installer, with guiding us the whole way."

—Soloman McCloskey, Homeowner

HOME ENERGY COUNSELING AND CHECKUP (HEC²)

The Home Energy Counseling and Checkup (HEC²) Program is now in its second year and seeks to empower Delaware’s economically vulnerable populations by providing access to high-quality energy-efficiency education, products and services.

A multipathway approach is used to engage organizations by cultivating partnerships in the community, offering tailored energy workshops, offering “Pop-Up” energy counseling centers, and providing in-home energy counseling and in-home energy checkups. An energy adviser will come to the home and check the condition of insulation, heating and air-cooling systems, lighting and appliances, and identify simple ways to help the residents save energy and money. The energy adviser may also install FREE energy-saving products, such as LED lightbulbs, faucet aerators, efficient-flow shower heads and water heater pipe insulation during the home visit.

COVID-19 presented many challenges to deliver the services this year. Facebook Live workshops were launched in the spring to offer a virtual format to engage Delawareans on how to save money and energy, as well as learn about other programs and resources from partner organizations.



Facebook Live Session

Home Checkups Completed in 2020.....	241	Total Incentives Awarded by DEC	\$1,462
Incentives Awarded.....	\$20,877	Annual Energy Savings (DEC)	\$1,616
Annual Energy Savings	\$12,840	Number of Lewes BPW Cost-sharing Home Assessments and Home Rebates.....	33
Annual Energy Savings (MMBtu)	385.4	Total Incentives Awarded by Lewes BPW	\$4,643.50
Annual GHG Emissions Avoided (Metric Tons).....	60.61	Annual Energy Saving (Lewes BPW)	\$1,907.52
FY21 Program Budget	\$650,000		
Number of DEC Cost-Sharing Home Assessments and Home Rebates	22		

DAWN NASH



“I appreciate how the staff of Energize Delaware took the time to meet with me and worked to make my home more energy efficient. I’d like to acknowledge Dan McBrien for his professionalism, kindness and knowledge. You can tell he genuinely loves his job. And I LOVE my new lights too. I have been blessed to meet the people involved with the Stand By Me organization and Energize Delaware. I wish all assistance agencies were as compassionate and had the same sense of urgency to assist residents like me. I am excited to see the money I will save on my energy bills!”

—Dawn Nash

ENERGIZE DELAWARE EMPOWERMENT PROGRAM



Refrigerator Replacement Program with Habitat for Humanity and Their ReStores

The Empowerment Grant is a new and exciting program for Energize Delaware. Energize Delaware was selected through a statewide bid to facilitate the Empowerment Grant Program, which is funded by the merger of Delmarva Power with Exelon. The Empowerment Grant program is tasked to disburse \$4 million over the next three years.

The Empowerment Grant is a new and exciting program for Energize Delaware. Funded by the merger of Delmarva Power with Exelon, Energize Delaware was selected through a statewide bid to facilitate the Empowerment Grant Program. The Empowerment Grant program is tasked to disburse \$4 million over the next three years.

These funds provide support to organizations delivering energy-efficiency programs to low-income ratepayers located in Delmarva's Delaware electric and gas service territory. The funds are used to increase energy efficiency, engage with and inform households on the benefits of efficiency, and develop community-based approaches to serve underserved communities in Delaware. Energize Delaware, managed by Jim Purcell, grant manager; Kassandra Rodriguez, assistant grant manager; and the Empowerment Grant review committee, reviewed 20 applications and awarded six grants totaling \$933,390.

As the Empowerment Grant Program emerges, we're working with public- and private-sector partners to continue this grant program past its initial funding. We will be creating the Energy Equity fund, enabling grants throughout Delaware, concentrating on reducing the energy burden, making homes healthier and safer, opening access to clean and renewable energy, and supporting the creation of clean-energy jobs. The DESEU oversight board seeded this new fund with \$1 million, and planning will begin in 2021 to develop and raise additional resources for this fund.

Number of Grants Awarded in 2020	6	Large-Scale Grants' Potential Annual	
Total Grants Awarded in 2020	\$933,390	Energy Savings (MMBtu)	1,560.94
2020 Participating Organization	20	Potential GHG Emissions Avoided (Metric Tons)	230.25
Anticipated Households Served	592	FY21 Program Budget	\$1,485,000
Large-Scale Grants' Potential Annual			
Energy Savings	\$10,502		



Habitat for Humanity's ReStore Refrigerator Replacement Program will replace a total of 450 inefficient refrigerators with ENERGY STAR® models.

"I am excited! I am very pleased to receive my refrigerator. It is new. It is brand spanking new. All for only \$50! It is a great program. It replaced what I have, and I look forward to using it."

—A happy program participant

ENERGIZE DELAWARE C-PACE PROGRAM



DuPont Building

The Commercial Property Assessed Clean Energy Program (C-PACE) for commercial buildings enables building owners to seek private-sector financing for clean-energy and energy-efficiency projects through a voluntary property assessment in cooperation with Delaware's counties. Assessment financing brings several advantages to building owners and lenders. Energize Delaware administers the program, and five capital providers are registered in the program, along with three contracting firms.

Also in 2020, the first C-PACE financing assessments were used to fund \$6.9 million in energy-efficiency measures at the historic Dupont office building in downtown Wilmington. The building is being completely renovated by the Buccini/Pollin Group. Greenworks lending stepped forward to finance the project, and Seiberlich-Trane performed the construction. Aging boilers, chillers and cooling towers were replaced. LED light upgrades, water conservation measures, weatherization and automated climate controls were installed.

2020 Projects Completed	2	Projected Lifetime Energy Savings (\$)	\$22,978,485
C-PACE Financing	\$6,986,640	Lifetime CO ₂ e Emissions Reduction	110,924
Projected Lifetime Energy Savings (MMBtu)	915,024		

DOUG EDWARDS



"C-PACE financing closes a significant gap in the market for funding energy-efficiency projects. We have been working for years to bring C-PACE to Delaware and are so excited to finally make this new program a reality for the Buccini/Pollin Group and the historic DuPont building. This project will create many local jobs and lower the property's carbon footprint. It's an exciting win-win for all parties."

—Doug Edwards, Seiberlich-Trane Energy Services

COVID-19 RESPONSE

Energize Delaware has undertaken several actions to help support Delawareans during the COVID-19 environment. Through collaboration with the DESEU board and our program partners, it did not take long to become energized and spring into action:

- We partnered with Catholic Charities to create a **\$200,000 utility relief fund** to provide emergency financial assistance to people at risk of service disconnection.
- We established a **“no-penalty” three-month loan payment** deferment program to provide relief to current commercial and residential loan customers impacted by the virus.
- We partnered with Easy Speak Spirits of Milford to **manufacture 500 bottles of 4-oz. hand sanitizer** and distribute them for free to multiple nonprofits for their staff, clients or customers.
- We **waived the fees** for energy assessments for nonprofit organizations and houses of worship to identify ways to save energy and money.
- We are **offering increased energy-efficiency rebates** for customers of the Home Performance with ENERGY STAR® program. We kept our Delaware contractors working in a safe manner to deliver valuable services to Delawareans.
- We offer **weekly Facebook Live workshops** to promote residential energy efficiency, as well as phone counseling and advocacy for those needing referrals for utility bill assistance.
- We reached over 2,600 low-income Delawareans by phone who previously received porch lights through the “Lights On Delaware Strong Program” and **educated them about the importance of COVID-19 testing**, locations and other health resources.
- **We helped keep solar contractors working** by approving solar loans totaling over \$200,000 in April and May.
- We also **kept our other Energize Delaware programs open and operational during this time**, providing services to Delawareans and work for our contractors. Our board and staff are proud to fulfill our mission of offering the most affordable energy-efficiency initiatives, even in difficult times, and continue to look for new and novel ways of helping Delawareans during this unique period in history.



VIVIAN SHEPPARD



“COVID-19 has caused many families to experience the hardships of layoffs or reduced pay or working hours. The Energize Delaware COVID-19 Relief Fund has been helping struggling families pay their utility bills and keep their services from being disconnected. One example is the James family. Mr. James was laid off from his job. He was called back a few weeks later, but his hours were reduced. Mrs. James tested positive for COVID-19 and missed work for three weeks. A COVID-19 outbreak at the nursing home where she works caused her hours to be cut. Then the James family received a disconnection notice for a past-due utility bill. The Energize Delaware COVID-19 Relief Fund was used to assist the James family and keep their utilities running.”

—Vivian Sheppard, Basic Needs Case Manager, Catholic Charities, Inc.

PROGRAM RESULTS

Energy Savings Data from New Completed Projects

Program	Annual Energy Savings	Lifetime Energy Savings ¹	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions (GHG) Avoided Metrics Tons
Home Performance ²	\$378,399	\$6,811,182	14,191	225,438	2,009
Home Energy Counseling and Checkup ³	\$14,508	\$290,160	434	8,680	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	2,960	59,200	450
Lights On	\$37,558	\$751,160	986	19,720	145.41

Potential Savings Found Through Energy Audit

Program	Annual Energy Savings	Lifetime Annual Savings	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions (GHG) Avoided Metrics Tons
Energy Audits for Nonprofits	\$288,233	\$5,764,660	15,934	318,680	1,653.65
Pathways 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

¹Lifetime energy savings is calculated as 18 years of annual energy savings.

²Home Performance is a cost-sharing program. In the table, we only report the energy savings and environmental impacts achieved from SEU's incentive contribution. See the Program Page for partners' contributions.

³HEC² is a cost-sharing program. In the table, we only report the energy savings and environmental impacts achieved from SEU's incentive contribution. See the Program Page for partners' contributions.

LOOKING FORWARD

ENERGIZE DELAWARE ONLINE MARKETPLACE—This proposed program will have a page on our website that will link Delawareans to an online marketplace to buy efficiency products like lightbulbs, energy-efficient showerheads, energy-efficient power strips, etc., at a reduced cost.

ENERGIZE DELAWARE VIRTUAL ASSESSMENTS—This proposed program will have a page on our website where Delawareans will be able to participate in a program that will walk them through a “do it yourself” energy assessment. A feature will be having access to an auditor over the phone, who can help them and answer questions.

PRE-WAP RELAUNCH—Energize Delaware will relaunch the popular Pre-WAP program to help deferred WAP clients make minor repairs to be eligible to receive valuable WAP program benefits. There will be one subcontractor, ECA, to deliver Pre-WAP and WAP services in all three counties, offering continuity of program delivery statewide.

ENERGY EQUITY FUND—With the successful launch of the Energize Empowerment Program funded by \$4 million from the Exelon Settlement Agreement, our attention is now turning to make this successful program sustainable after the initial funding is expended. A new Energy Equity Fund is envisioned, in cooperation with the Delaware Community Foundation, where funding from foundations, corporations and individuals helps support the continuation of the Empowerment Program. In addition, the scope of the program, including making it a statewide program that serves both low- and moderate-income families, is expanded beyond just energy efficiency to include renewable energy, green job creation, carbon reduction and resiliency to climate change. The DESEU board has committed \$1 million to the Energy Equity Fund.

STRATEGIC PLAN—In 2015, Energize Delaware adopted its first strategic plan and has been carefully using it as a road map for growing the organization and ensuring that it meets its mission. In 2020, the process was started to develop a new strategic plan. The goal is to make it more comprehensive by considering the national, statewide and local sustainability goals, and to show the impact of the Energize Delaware program on those goals. The goals will also be considered when developing future programs. The new strategic plan will also rely on the Delaware Climate Action Plan findings so that Energize Delaware’s strategic actions can work in tandem with the State Action Plan. We plan to have a new strategic plan completed in 2021.



DELAWARE SUSTAINABLE ENERGY UTILITY FINANCIAL STATEMENTS

Below are comprehensive financial statements excerpted from the Delaware Sustainable Energy Utility's Fiscal Year 2020 (July 1, 2019–June 30, 2020) audit performed by the accounting firm of Whisman, Giordano & Associates LLC, Certified Public Accountants, Newark, Delaware. Complete audited statements are available upon request.

BALANCE SHEET AS OF JUNE 30, 2020

Assets

Cash and Cash Equivalents	\$6,879,268
Investments	\$10,563,924
Other Current Assets	\$6,909,328
Program Receivables (Bonds)	\$77,111,649
Net Program Loans Receivables	\$31,203,724
Net Fixed Assets	\$120,409
Limited-Use Assets Held by Trustee	\$432,504

Total Assets	\$133,330,806
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Liabilities and Net Assets

Accounts Payable	\$4,791,776
Bonds Payable	\$68,182,350
Net Assets	\$60,246,680

Total Liabilities and Net Assets	\$133,220,806
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STATEMENT OF REVENUE AND EXPENSES AS OF JUNE 30, 2020

Revenue

Program Service Revenue	\$6,281,923
State of Delaware Contract - RGGI	\$9,206,359
Other Income	\$3,276,212

Total Revenue	\$18,764,494
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Expenses

Program Activities	\$14,758,713
Support Services	\$840,833

Total Expenses	\$15,599,546
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Change in Net Assets	\$3,164,948
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OVERSIGHT BOARD AND STAFF

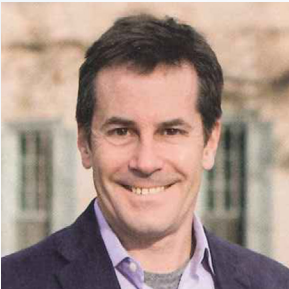


Harris B. McDowell III
Chairman and Co-Founder
Delaware State Senator



Anthony J. DePrima, Ph.D.
Executive Director

OVERSIGHT BOARD



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Vice Chairman
Board Member



Kristopher E. Knight
Treasurer/Secretary
Deputy Secretary of State



Andrew Slater
Delaware Public Advocate



Shawn M. Garvin
Secretary, Delaware Department
of Natural Resources and
Environmental Control



W. Charles Paradee III
Delaware State Senator



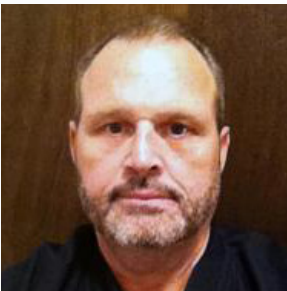
Dayna Cobb
Director, DNREC Division of Climate,
Coastal & Energy



Michael J. Chajes, Ph.D.
Professor, Department of Civil
and Environmental Engineering,
University of Delaware



Sean Finnigan
Chief of Staff, Delaware House of
Representatives



Joseph Schorah
Board Member



Dr. John Byrne
Honorary Member and Co-Founder
Director, UD Center for Energy and
Environmental Policy



Robert Underwood
Energy Administrator, DNREC
Division of Climate, Coastal & Energy

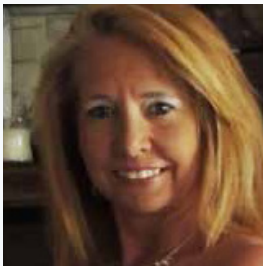


Ric Moore
Board Member

STAFF



Suzanne Sebastian
Program Manager



Lisa Gardner
Office Manager



Athena Bi
Associate Program Manager



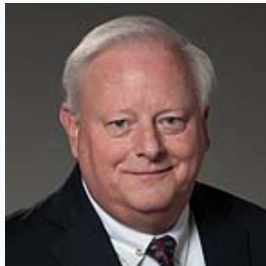
Mike Williams
Communications Manager



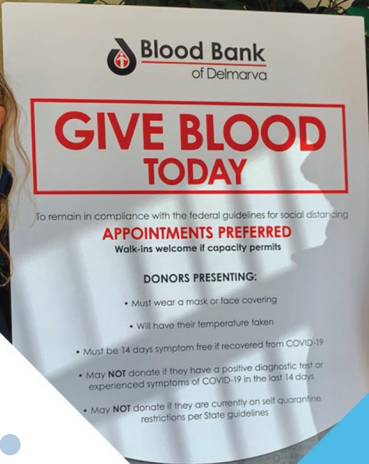
Jim Purcell
Empowerment Grant Manager



Kassandra Rodriguez
Assistant Grant Manager



Frank Murphy
General Counsel



**ENERGIZE DELAWARE
PROGRAMS WOULD NOT
BE POSSIBLE WITHOUT
THE WORK OF OUR
PROGRAM PARTNERS!**

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