

Energize Delaware Programs



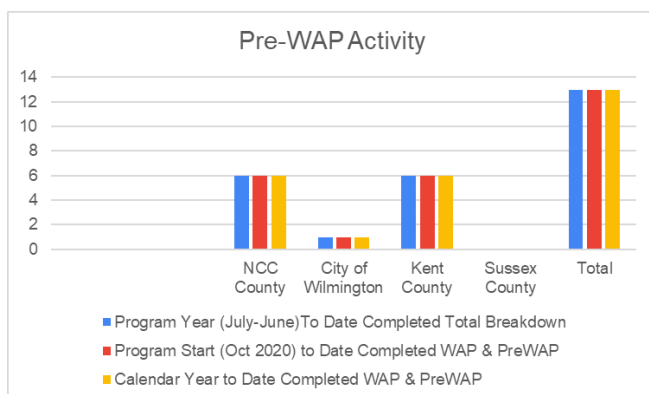
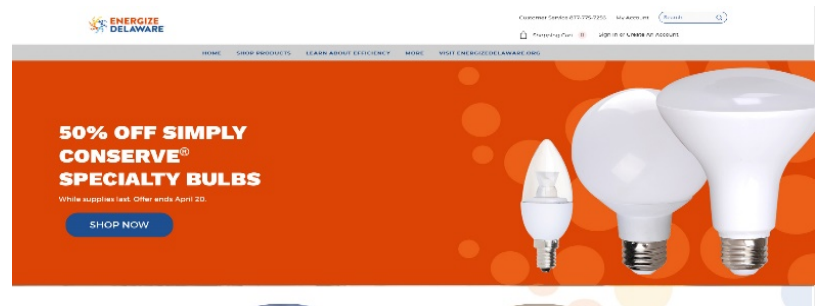
Empowerment Grant – The Empowerment Grant has awarded Applied Energy Group and its partner Milford Housing Development Corporation \$97,420 the LMI HVAC Rebate for Rental Units Pilot that targets the highest energy using equipment in LMI housing to reduce energy cost and burden. AEG has partnered with Milford Housing Development Corporation (MHDC) and evaluated its LMI properties in the Delmarva Power Territory: Heritage Manor in Harrington, Park Royal in Milton, and Savannah East Apartments in Lewes. On April 19th, the Empowerment Grant relaunched the Large- Scale and Community- Scale Grants. Large- Scale applications are due June 30th. The Empowerment Team is looking to sustain our program through the creation of the Energy Equity Fund. One way the

Empowerment Team is taking steps to achieve this by holding an Energy, Housing, and Health Forum with Lt. Gov. Bethany Long-Hall on May 24th. Additionally, the Empowerment Grant Review Committee is currently reviewing one large-scale application and one community-scale application received. For more information, please visit our website, “Like” us on Facebook, and Follow us on Instagram and Twitter. www.empowergrantde.org

Virtual Energy Assessments - The virtual energy assessment program launched in January 2021 and has been added to the Energize Delaware Website. We had 130 visitors to the site during this reporting period and many left the site after the registration page. 9 clients moved to complete the virtual assessment. We will be cross promoting this program with some of our other programs to increase traffic to the site.



Online Marketplace Program - The Online Marketplace launched in March and is off to a great start! Over 200 Smart Thermostats have been sold and over 300 LED lights were also sold. Other popular items include Smart Power strips, Smart sensors to control items, and handheld showerheads. [Energize Delaware \(energizedelawaremarketplace.com\)](http://energizedelawaremarketplace.com)



Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. Fifty clients have been referred to Pre-WAP since the relaunch of this program in October 2020. Thirteen clients have completed Pre-WAP and have also moved through to receive services from WAP. Twenty clients have work assigned to contractors under Pre-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. Habitat for Humanity will be working with ECA to deliver and coordinate Pre-WAP services, to include homes in the City of Wilmington. (Note City of Wilmington is not included in NCC total in Chart.)



Ms. Alviset- Harrington

ZeMod – We now have three families that have purchased and moved into their ZeMod homes. Closing should occur at the end of May for Ms. Smith who is purchasing the model in Knoll Acres. We have several families in the pipeline interested in a ZeMod home. We will continue to evaluate the obstacles of this program and look for ways to improve current offerings. USDA is still over a year behind on their loan application reviews. The Greenwood development has been approved and MHDC is looking into next steps for development infrastructure. Utility PV interconnection issues are still being worked out and should be completed this fiscal year. Energy Savings data is being collected, analyzed by VEIC, and entered in the Energy Orbit Energy Savings Database.

COVID-19 Utility Relief Fund – Catholic Charities delivers the COVID-19 Utility Relief fund on our behalf. Participation in this program has decreased slightly 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. Water utilities are also included in this effort. To date, 179 clients have been assisted from this fund with \$115,430 remaining. (Note- April's report was not received at time of this update)



New Switch Plate Cover

Lights On-Delaware Strong – Installation of energy efficient lights is continuing statewide. 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. The program has completed over 2,285 installations this fiscal year. We are working to get the energy savings data entered in Energy Orbit. HELP Initiative staff is expanding this program into other communities.



HELP Initiative Staff & Representative Sherae'a Moore

Affordable Multifamily Housing Program – New Ecology, Inc., (NEI) continues working with clients on various phases of building assessments, upgrade designs, review of RFPs, proposals, and construction phases for clients with completed audits. Interest in the 2021 Low Income Housing Tax Credit (LIHTC) projects was the highest for this program to date. 5 Projects for 9% tax credits and one proposal for 4% tax credit. Energy assessments were completed for Park Royal in Milton and Frazier Place in Smyrna. Lighting, heat pumps, air sealing and insulation are some of the projects being completed at Carrington Way (Newark), Lafayette Court (Wilmington), Marshall Manor (Milford), Acorn Acres (Georgetown), Elizabeth Cornish Landing (Bridgeville) and 515 N. West Street in Wilmington. New construction projects awarded by DSHA through LIHTCs, are moving forward and at various stages of completion. There was some slow-down of projects due to COVID and virtual site visits for pre-bid meetings are being incorporated as needed. Two more projects are expected to close this fiscal year for the DSHA Construction Loan partnership program.

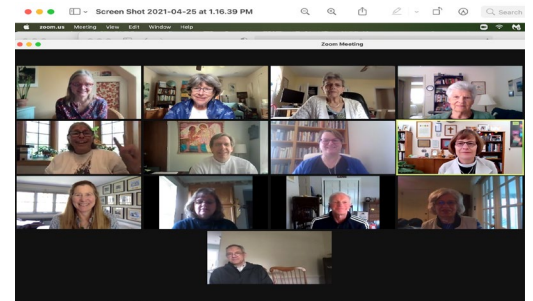
Energy Assessments for Non-Profits – We now offer free energy assessments for non-profit organizations through this program until the end of December 2021 to assist with COVID economic relief. Twenty- seven energy assessments have been completed in FY 21. Assessment reports were delivered to Delaware Guidance Services (DGS) Seaford, Weston Senior Center, Dover Art League and Claymont Community Center. Several audits are scheduled for May including the Elizabeth Murphey School, Calvary Baptist Church and St. Andrews Episcopal Church. We offer virtual follow up meetings to discuss implementation details, EEIF incentives and low-interest loan offerings after the reports are delivered. LED T8 tubes donated by Phillips Lighting are also being installed by UD students during the assessments. We continue to promote this program through Empowerment Grant Workshops.

DESEU Program Activity Report – March – April 2021

Faith Efficiencies – Assessment fees for faith-based organizations have been waived through the end of December 2021 to encourage program participation and help with economic recovery. Three assessments are scheduled for May and two are in process for Hanover Presbyterian and Wilmington Friends. Audit reports are complete for the First State Islamic Foundation and The Metropolitan Community Church of Rehoboth (pictured here). Virtual Home Performance presentations are being coordinated with participating faith organizations. Earth Care/Energy & Climate Displays for houses of worship are being coordinated for some organizations that are providing in person worship services.



Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. Foulk Road Virtual Climate Conversation screen shot to the right. There were three Climate Conversations held in April which included the Southern Delaware Alliance for Racial Justice, DE Campus Climate Coalition, hosting Dr. Jacqueline Patterson, NAACP Sr. Director, Environmental & Climate Justice Program, for a climate justice conversation. Future events are in planning stages to include events at local libraries. For additional information contact llocke@delawareipl.org



Farm Program – EnSave, our program partner, is 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. A total of 39 loan applications have been completed and submitted through the program, totaling over \$9 Million in projects. April report not yet received.

Audits complete to date	65
Technical Assistance Reports Completed to date	24
Incentives Paid this fiscal year (July 2020 -March 2021)	\$102,612
Number of incentive payments to date	65
Approved Incentives for projects in process	\$236,718

Pathways to Green Schools Program – The building operator training series is scheduled and there are four virtual sessions this year: Building Science of Commercial Buildings – April 14, 2021, Registered – 37 Attendees – 32; Efficient Building Operations & Maintenance – May 5, 2021, registered – 39 Attendees – 30; Upcoming trainings: Fine Tuning your BAS – May 26, 2021; and Balancing Health and Energy Efficiency – June 23, 2021. Find more info here: [Green Building United - Building Operator Training](#). Mini Grant projects are in process. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database. Resources: - [Pathways Resources document](#)

Home Energy Counseling & Check-up HEC² – In-home checkups have resumed and 104 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 has also started delivering services. 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 so far, this year, **the team completed 10 Live Tapings with over 6,745 views!**

DESEU Program Activity Report – March – April 2021



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	19	12	10	13			117
FY22													-
FY23													-
FY24													-
FY25													-

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	22	16	12	146			224
FY22													-
FY23													-
FY24													-
FY25													-

Facebook Live Workshops History

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
MARCH					
Taking a Stand on Money	Stand by Me programs	3/4/21	21	547	Yes
Schooling you on Energy	DTCC Energy Tech dept	3/11/21	74	727	Yes
Shopping for Savings	New Online Marketplace	3/25/21	11	74	Yes
APRIL					
Energy Empowered	Empowerment Grant	4/1/21	37	161	Yes
Time for a Tour	ZeMod Home	4/8/21	43	1.4K	Yes
Energy for Kids	Tips for kids	4/15/21	40	106	Yes
Looking for Loss	Home Energy Audit	4/22/21	30	635	Yes
Help Is On The Way	HELP Initiative programs	4/29/21	24	261	No



Home Performance with ENERGY STAR Program – [Our program is an ENERGY STAR Sustained Excellence Winner again this year!!](#) Program has remained open, and activity is increasing each month. Reduced energy assessment fees at 50% are available through the end of this calendar year (December 31, 2021). Increased incentives for some measures to assist with the economic recovery for contractors are also available through December 2021. We now have 86 contractors enrolled in the program, and we continue to get interest from new contractors to join. The updated contractor scorecard with the new scores is posted on the website.

The Best Practices Working Group (BPWG) will meet in May to discuss any issues contractors may be experiencing in the field, such as material shortages or equipment availability. We will also have a virtual “all hands” meeting for our participating contractors at the end of May. Site inspections for QA/QC are done virtually and in person inspections are increasing. 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. We have had a banner year for energy assessments which will likely lead to an all-time high for completed jobs.



DESEU Program Activity Report – March – April 2021



HPwES - Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1,462
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1,841
FY19	61	79	25	92	51	69	67	78	108	108	130	167	1,035
FY20	186	127	76	111	85	95	119	74	245	92	80	121	1,411
FY21	214	169	90	236	95	309	102	155	202	88			1,660

HPwES - Jobs													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14	0	0	0	0	0	0	0	0	4	9	6	7	26
FY15	4	12	10	2	11	12	15	32	27	27	24	21	197
FY16	14	7	18	20	24	24	20	34	32	25	26	16	260
FY17	40	34	31	43	58	57	82	62	76	76	110	164	833
FY18	146	181	180	159	220	133	0	37	113	120	175	89	1,553
FY19	45	54	153	12	45	46	81	34	57	46	64	106	743
FY20	122	33	114	81	121	69	60	115	51	147	76	89	1,078
FY21	132	93	95	109	143	143	106	138	178	55			1,192

Energize Delaware Loan Programs:

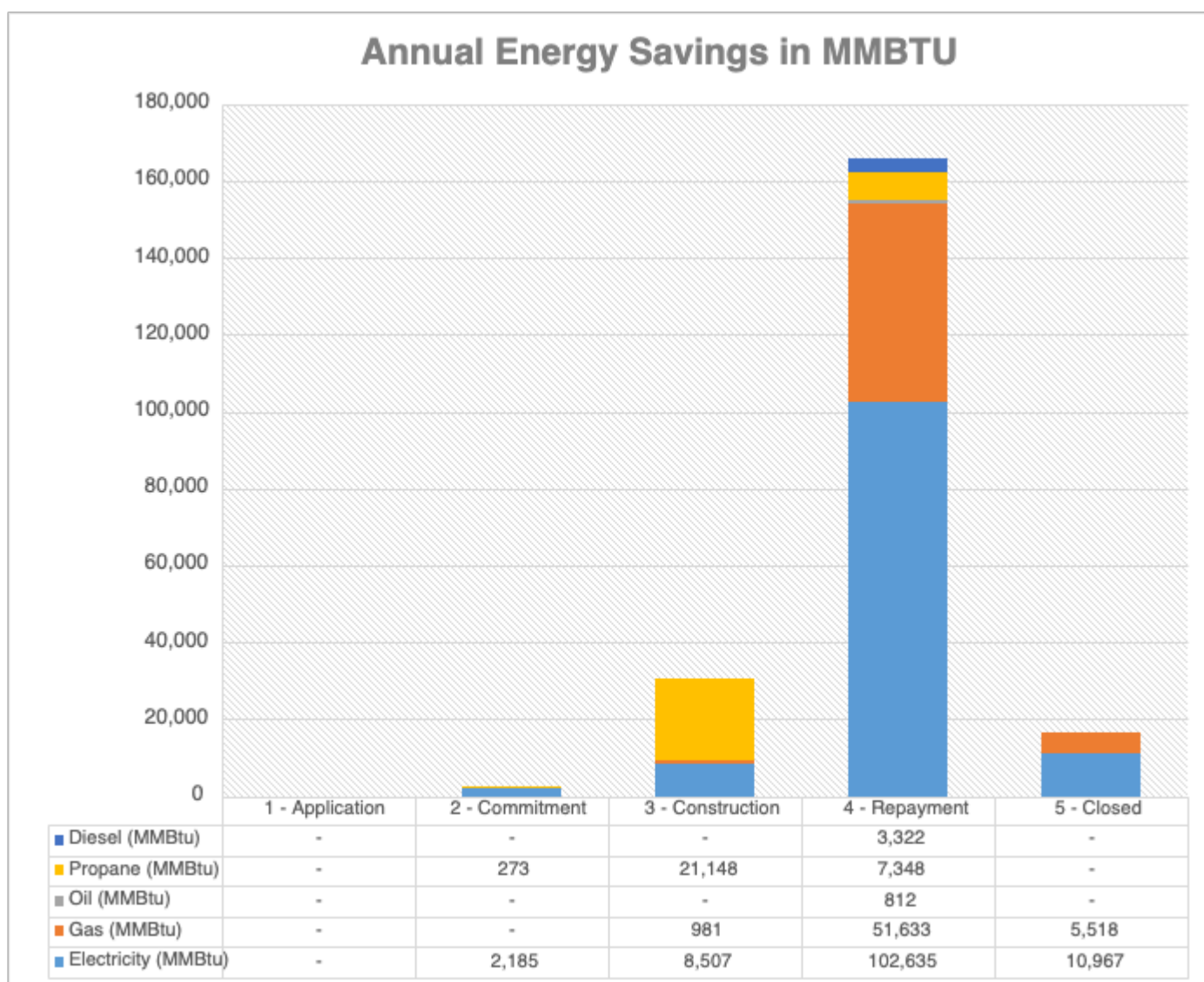
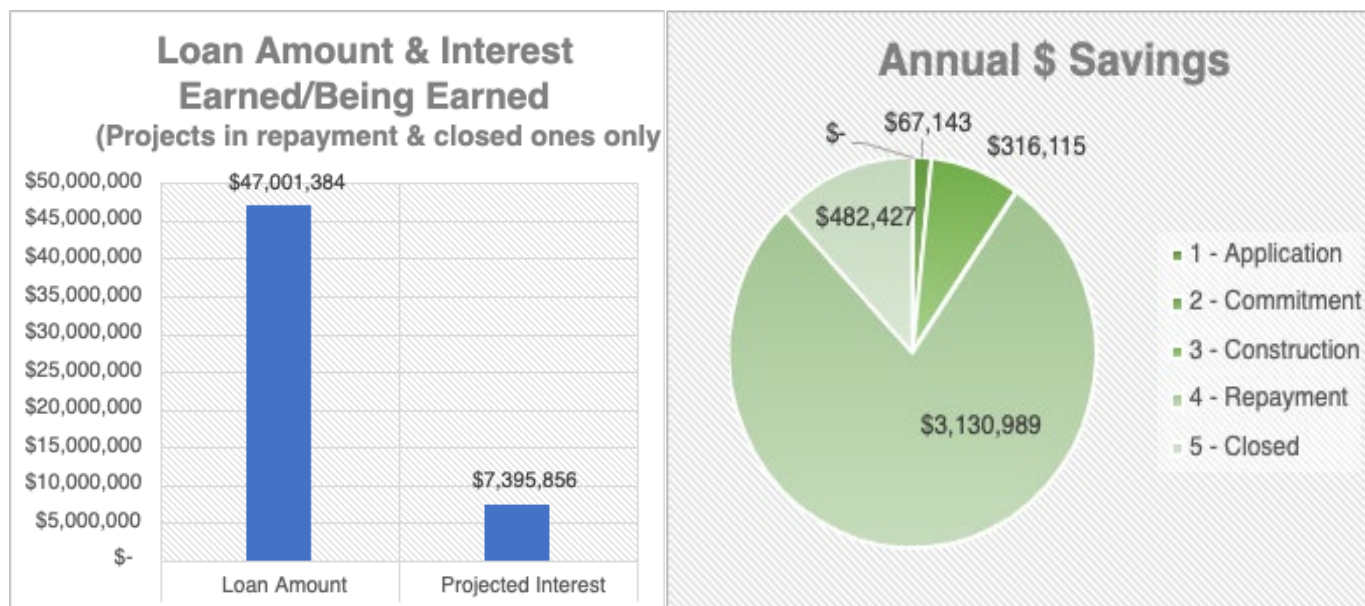
Residential Solar Loan Program – To date, 308 loan applications have been submitted; 16 applications were rejected due to credit score or debt to income ratio and four were withdrawn. This program has approved loans totaling \$4,492,159; loans totaling \$4,171,365 have completed their projects and moved into repayment status, and 19 projects totaling \$320,794 are under construction. Six loans missed payments in April with four of those being the first missed payment which could be late in the mail. Two clients will send in two payments for May. 47 loans have been repaid in full. Data has been entered in Energy Orbit Statewide Energy Savings Database. 77 loan applications were submitted during this fiscal year.

Residential Energy Efficiency Loan Program – To date, 132 loan applications have been submitted totaling \$1,207,606; 94 have been completed and paid to contractors totaling \$1,134,932 and 5 are under construction totaling \$72,674. 32 applications were rejected due to high debt to income ratio, and one was withdrawn. Five loan payments were outstanding for April, three of these were first missed payment, and 22 loans have been repaid in full. Activity on the energy efficiency loan program has started to increase with 30 applications 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 – The total amount of this loan portfolio is \$47,001,384. Loans in repayment status totaling \$34,026,483 and eight projects are under construction totaling \$3,289,421. The pipeline table below shows the loans applications that are not yet closed.

Borrower	Status	Application Date	Loan Amount	Category
Hy-Point Dairy - Hydrogen	1 - Application	2/25/2021	\$700,000.00	RE
Wilmington Skater Club	2 - Commitment	2/1/2021	\$343,000.00	EE
Marshall Manor	2 - Commitment	2/3/2021	\$219,027.00	EE & RE
Grimm Farm	3 - Construction	2/3/2021	\$72,288.00	EE
Country Rest Home	1 - Application	5/16/2021	\$1,562,028.00	RE

Data below is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program.



DESEU Program Activity Report [January 2021 – April 2021]



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	\$ 124,201	\$ 2,235,609	6,803	122,450	323
Home Performance – Audits – DIMs	\$ 55,130	\$ 992,340	2,190	39,420	600
Home Energy Counseling & Checkup	\$ 3,612	\$ 65,016	98.33	1,769.94	12.63
Revolving Loan	\$54,785	\$ 986,132	1,372	24,696	-
Farm Program	-	-	-	-	-
Residential Solar Loan	\$ 112,790	\$ 2,255,800	2,960	59,200	203.05
Lights-On	\$ 4,191	\$ 75,439	105	1,890	15.53

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	\$ 114,349	\$ 2,058,282	4,768	85,824	519.96
Pathway to Green Schools	-	-	-	-	-
Faith Efficiencies	\$ 6,542	\$ 117,756	263.9	4750.2	29.91
Farm Program	\$ 11,441	\$205,938	848.6	15,274.8	52.32
Affordable Multifamily Program	\$ 15,900	\$286,200	-	-	-

Note: Lifetime energy savings is calculated as 18 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)