



## Executive Director's Report May – August 2021

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- **New Communications and Marketing Manager** – Robin Coventry was hired for this full-time position authorized by the Board in May. Robin joined our team on September 7 and has had a long career in public relations in Delaware. She had all the knowledge and skills we needed. I expect you will see many great things happening, including providing a Marketing and Communications report again.
- **Community Solar Legislation (SB2)**– My last report mentioned this important legislation sponsored by Senator Hansen. The legislation lifts barriers and establishes set-asides for serving low-income Delawareans. The legislation sailed through the House and Senate and is scheduled for a bill signing ceremony next week.
- **Master Lease New Castle County Vo-tech Letter of Intent** – The School District wants to do an Energy Savings Performance Contract and use our Master Lease program with Bank of America. This could be a \$5 to \$10 million lease. The program is exceeding expectations. We may require enacting our 2<sup>nd</sup> \$10 million cap increase.
- **C-PACE “Clarifying” Legislation (SB 53)** -My last report mentioned we needed legislation to clarify certain aspects of the program. Happy to report that this legislation was signed by the Governor.
- **Delaware Agricultural Museum** – At the urging of Senator Carper, we met with the museum staff to learn about a planned permanent exhibit on rural electrification. A part of the exhibit will focus on the future, including renewable energy, electric vehicles, and energy efficiency. They have asked us to be a sponsor. They will be sending us a proposal that I will share with the Board at our November meeting.
- **Edison Energy Loan Default** – In 2018, we made a \$981,500 loan to Edison Delaware LLC for a solar system with battery back-up at the Jefferson School in Sussex County. While the solar was completed, the battery subcontractor defaulted; thus, denying the project much of the planned revenue. In turn, Edison stopped making loan payments. The solar system was our collateral along with the Power Purchase Agreement (PPA). We started our default proceeding process starting with taking over the PPA and capturing the electric sales revenue coming from the Jefferson School. This summer, we filed the necessary complaints in court to start a suit against them. Our complaints have gone unanswered; thus, we are moving forward with necessary action to take possession of the system. This summer, we paid for some repairs to the system for the purpose of protecting our asset.
- **Empowerment Power/Energy Equity Fund** – An exciting new opportunity has presented itself. Jim Purcell reached out to the State of Delaware about its use of American Rescue Plan funds. He received a positive response and is now in discussions with state officials about possible significant funding for the program.
- **Marketing survey and branding analysis** -As part of our marketing effort, AB&C will be conducting surveys and virtual focus groups to ascertain how successful our branding campaign has been. We are now in the 3<sup>rd</sup> year of that campaign, and we thought it was time to evaluate. We will share the results in January when the work is completed. You may be asked to participate in a survey.