

Energize Delaware Programs



Empowerment Grant – The Empowerment Grant recently conducted site visits for funded programs. The Empowerment Team visited Delaware Interfaith Power and Light where the team saw the creation of Interior Storm Windows (ISW) from the Windows of Hope Program. The team toured a veteran's home who is a recipient of the Insulated Skirting for Manufactured Homes with Sussex County Habitat for Humanity and the Refrigerator Replacement Program with the three Habitat for Humanity affiliates. Sustaining our program will be done by the creation of the Energy Equity Fund. The official launch will be October 4th at 3:30PM at a location TBD. Additionally, we are reviewing renewal applications from 2020 funding cycle and considering enhancing those projects. For more information, please visit our website, “Like” us on Facebook, and Follow us on Instagram and Twitter. www.empowergrantde.org

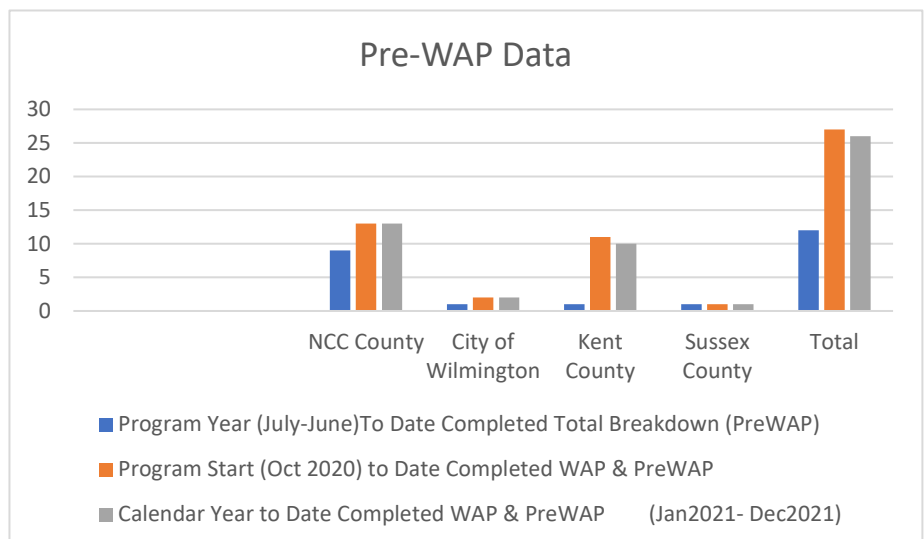
Virtual Energy Assessments - The virtual energy assessment program, available through the Energize Delaware Website had 124 visitors to the site during this reporting period with a conversion rate of almost 30%. Those who visited the site stayed for more than 7 minutes. 296 clients have visited the virtual assessment website since January 2021. We are cross promoting this program with of our other programs to increase traffic to the site.



Online Marketplace Program – By the end of August, 263 Households have benefited from the Online Marketplace. Each month, online marketplace welcomes over a thousand visits. 945 LED lamps have been sold and 395 Smart Thermostats have also been sold. We launched 7 rounds of Market Campaigns from May to August, and more have been planned for the rest of 2021. We also came across one fraud purchase. Fortunately, it's stopped in time and no harm was realized. We did improve our validation of customers because of the issue. [Energize Delaware \(energizedelawaremarketplace.com\)](http://energizedelawaremarketplace.com)

Month	Market Campaign Promotion Offer Details
Sept.	Sept. 20 – Oct. 11: \$50 off NLT, \$30 off Nest Thermostat Sept. 22 – 28: 50% off Flood LEDs
Oct.	Oct. 4 – 7: \$20 off ecobee3, \$30 off STwVC Oct. 6 – 12: 50% off APS
Nov.	Nov. 15 – 30: \$70 off NLT, \$30 off NT, \$30 off ecobee3, \$50 off STwVC, Emerson TBD Nov. 24 – 30: 75% off Standard LEDs
Dec.	Dec. 15 – 21: 50% off Standard LEDs, 50% off Water Savers Dec. 15 – Jan. 3: \$30 off NT, \$20 off ecobee3, \$30 off STwVC, Emerson TBD

Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There have been 66 clients enrolled in Pre-WAP this calendar year and 26 have gone on to complete WAP services as well. Pre-WAP work has been slow due to staffing shortages. ECA is working with their staff to increase production and complete more projects. 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.)





ZeMod – We now have four families that have purchased and moved into their ZeMod homes. Ms. Smith moved into her ZeMod home in May. This was the last model we had 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 encountered some issues with the permitting approvals and MHDC is working through them. Utility PV interconnections have been completed for three of the four homes. VEIC and MHDC visited all four ZeMod homes and families, reviewed equipment operation, maintenance and addressed any concerns the homeowners had in August. Energy Savings data is being collected, analyzed by VEIC, and entered in the Energy Orbit Energy Savings Database. *Photo is Ms. Smith at the closing table with keys to her new ZeMod home.*

COVID-19 Utility Relief Fund – Catholic Charities delivers the COVID-19 Utility Relief fund on our behalf. Participation in this program has remained steady over the past few months; however, in May, over \$7,200 was provided to cover utility bills. 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, 220 clients have been assisted from this fund with \$92,470 remaining.

Lights On-Delaware Strong – Installation of energy efficient lights is continuing statewide. The Lights On team is working with civic organizations, property management organizations, and local officials. The program has completed over 2,580 in FY 21. We are working to get the energy savings data entered in Energy Orbit. HELP Initiative staff is expanding this program into other communities. Chart below shows new LED Lighting Measures installed by city in FY 21. *Photo of HELP Initiative staff, representatives from the Brandywine HOA in Wilmington and Senator Coons' Senior Director for Community Affairs, JJ Francis.*



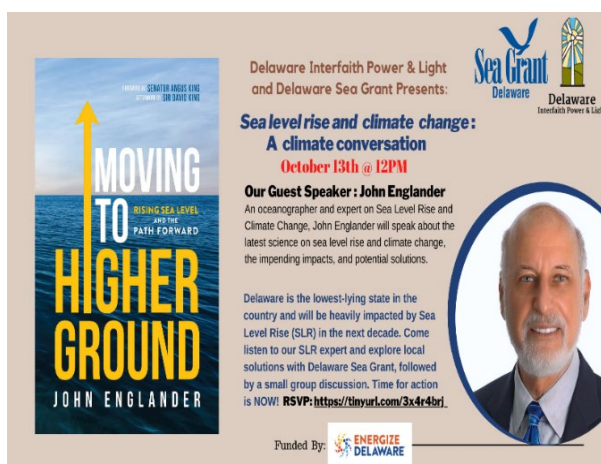
Affordable Multifamily Housing Program – New Ecology, Inc., (NEI) continues working with clients on various phases of building assessments, upgrade designs, review of RFPs, submitted proposals, and construction phases for clients with completed audits. Energy assessment site visits were completed for Hollybrook Farms Apartments in Laurel, Colonial Court Bldg. D and Cynwyd Club in Wilmington. Lighting, heat pumps, air sealing and insulation are some of the projects being completed at Carrington Way (Newark), Lafayette Court (Wilmington), Elizabeth Cornish Landing (Bridgeville) and 515 N.

West Street in Wilmington. New construction projects awarded last year by DSHA through LIHTCs, are moving forward and at various stages of completion. Projects awarded this year are Diamond Court in Harrington, Betts Commons in Millsboro, and Frazier Apartments in Smyrna. 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 in FY 22 for the DSHA Construction Loan partnership program. *Photos below taken at Quaker Arts construction loan project.*



Energy Assessments for Non-Profits – The offer of free energy assessments for non-profit organizations will continue through the end of December 2021 to assist with COVID economic relief. 23 energy assessments and 7 follow-up surveys have been completed this year. Assessment reports were delivered to Temple Beth EL, Aetna Fire Station, Elizabeth Murphey School, Calvary Baptist Church, Episcopal St Andrews Church, Food Bank of DE, Milford Public Library, Harrington Public Library, and New Castle Senior Center. We have reached out to the clients regarding the new EEIF Web application portal info and our low-interest loan offerings after the reports were delivered. LED T8 tubes donated by Phillips Lighting are still being installed by UD students during the assessments. As part of the Program Impact Evaluation, DNV, the contractor hired for the evaluation, surveyed 13 organizations and conducted 5 site visits across DE.

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. Participation has increased as a result. Seven assessments were completed between May and August. 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. Lisa Locke retired in July, and Shweta Arya is the new Executive Director for Delaware Interfaith Power & Light. *Photo of St. James Episcopal Church, Newport, Delaware.*





Delaware Interfaith Power & Light and Delaware Sea Grant Presents:

Sea level rise and climate change: A climate conversation
October 13th @ 12PM

Our Guest Speaker: John Englander
An oceanographer and expert on Sea Level Rise and Climate Change, John Englander will speak about the latest science on sea level rise and climate change, the impending impacts, and potential solutions.

Delaware is the lowest-lying state in the country and will be heavily impacted by Sea Level Rise (SLR) in the next decade. Come listen to our SLR expert and explore local solutions with Delaware Sea Grant, followed by a small group discussion. Time for action is NOW! **RSVP: <https://tinyurl.com/3x4r4brj>**

Funded By: 

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. Division of Libraries – July 28 & Aug. 25-Book discussions *How to Give up Plastic* and *Last Child in the Woods*. Aug. 17, Newark Multiple Congregations Event. Several events are scheduled for September & October and being promoted on Instagram and Facebook. September 30-*The En-Roads Climate Simulator Workshop- Virtual Climate Conversation*. For additional information on



Hockessin Friends Meeting and Delaware Interfaith Power & Light invite you for:

Creating Peace Through Climate Action: Empowering Conversations

What comes to mind when you think of climate change? Join us for an open and respectful discussion of climate issues!

Have you personally observed climate impacts? Share individual perspectives, observations, fears, and hopes.

What can we do to make a difference? Explore local climate solutions for creating equitable communities and a healthier planet by making peace with nature.

Guest Speaker: Prof. Lee Smithey, Peace & Conflict Studies, Swarthmore College
Oct 2nd 2021, 10-11:30AM
Register Today!
<https://tinyurl.com/yathh4bp>

climate conversations contact Shweta.arya@delawareipl.org

DESEU Program Activity Report – May - August 2021

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 37 loan applications have been completed and submitted through the program, totaling over \$9.1 Million in projects. August report not yet received.

Audits complete to date	71
Technical Assistance Reports Completed to date	26
Incentives Paid last fiscal year (July 2021 -June 2021)	\$285,370
Number of incentive payments to date	68
Approved Incentives for projects in process	\$148,119

Pathways to Green Schools Program – A Sustainability Tour was held at Mt. Cuba Center on June 24 with 13 attendees. Mt. Cuba is designing a zero-energy greenhouse, reducing waste onsite and reducing the use of fossil fuels. The fall workshop will be virtual on October 5. School recruitment is underway for this program year. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database. Resources. - [Pathways Resources document](#)
Photo is the Pathways Sustainability Tour at Mt. Cuba Center.



Home Energy Counseling & Check-up HEC² – In-home checkups continue to be offered with over 154 completed in FY 21. A partnership has been formed with Habitat for Humanity to start delivering these services by all three County Habitat organizations. HELP Initiative is delivering services for this program. In August, we hosted an in-person partner brunch to welcome new partners and review program process, goals and share successes. We hosted two Energy Counseling pop-up locations at Goodwill in Newark and Dover where we also gave away the LED Light bulbs through the Delmarva Power Partnership. 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, to date, **the team completed 26 Live Tapings with over 14.5K views!**

Facebook Live Workshop Schedule

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
MAY					
Beat the Heat	Summer Cooling Asst	5/6/21	17	283	No
Think Efficiency	Efficiency Smart	5/13/21	11	440	Yes
Solar At Home	Residential Solar	5/20/21	22	1.1K	Yes
Saving This Summer	Summer Efficiency Tips	5/27/21	13	75	No
JUNE					
Assistance to Stay Cool	Summer Resources	6/10/21	14	532	Yes
JULY					
New & Improved	Updates at Energize DE	7/1/21	10	577	Yes
Energy Star 101	Energy Star presentation	7/15/21	12	441	Yes
AUGUST					
LIHEAP Time	Low Income Home Energy Asst Program	8/5/21	11	660	Yes
Save Your Septic	Tips for septic system	8/13/21	8	472	Yes
Farms Can Save Too	Farm Program	8/19/21	12	450	Yes

DESEU Program Activity Report – May - August 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	21	16	154
FY22	16												16
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	34	15	273
FY22	15												15
FY23													-
FY24													-
FY25													-



Home Performance with ENERGY STAR Program –Program 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) met in May and August to discuss any issues contractors may be experiencing in the field. There is an equipment shortage on some

HVAC equipment and lead times are sometimes 3 months out. We also had 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. We have had a banner year for energy assessments which will likely lead to an all-time high for completed jobs. We participated in several outreach events recently—Book Bag Giveaway – Back to school event with First State Community Action Agency and Smyrna at Night where we gave out LED Light Bulbs in partnership with Delmarva Power. To date, over 2,500 LED Light bulbs have been distributed through the Delmarva-Energize Delaware LED Light Bulb Distribution Partnership.



Charts below, provided by Franklin Energy, show a comparison of Assessments and Jobs in the program year over year.

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	341	254	298	2,465
FY22	127	269											

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	105	134	81	1,457
FY22	149	147											296

Energize Delaware Loan Programs:

Residential Solar Loan Program – To date, 343 loan applications have been submitted; 17 applications were rejected due to credit score or debt to income ratio and eight were withdrawn. This program has approved loans totaling \$4,988,091; loans totaling \$4,597,467 have completed their projects and moved into repayment status, and 25 projects totaling \$390,625 are under construction. Thirteen loans missed payments in August with five of those being the first missed payment which could be late in the mail. All have been contacted to discuss payment status. 53 loans have been repaid in full. Data has been entered in Energy Orbit Energy Savings Database. 33 loan applications were submitted May to August 2021.

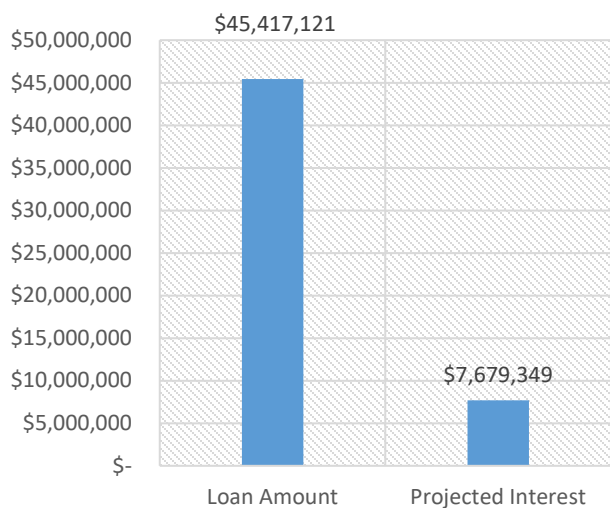
Residential Energy Efficiency Loan Program – To date, 150 loan applications have been submitted totaling \$1,311,129; 105 have been completed and paid to contractors totaling \$1,272,517 and 2 are under construction totaling \$34,737. 41 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Five loan payments were outstanding for August, three of these were first missed payment, two customers missed several payments and 26 loans have been repaid in full. Activity on the energy efficiency loan program has started to increase with 16 applications from May to August; however, 9 of these 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 \$45,417,121. Seventy-nine loans are in repayment status totaling \$36,929,795 and 2 projects are under construction totaling \$699,211. The pipeline table below shows the loans applications that are not yet closed.

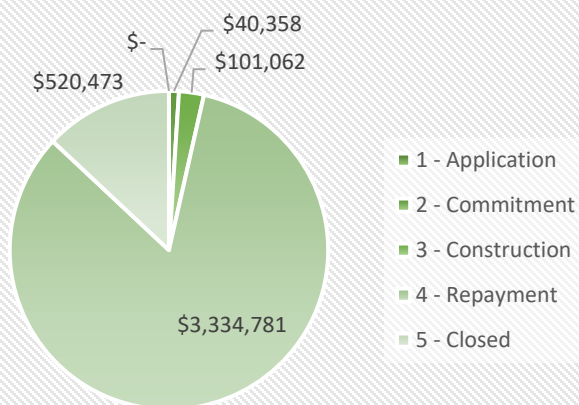
Borrower	Status	Application Date	Loan Amount	Category
Two Paws Farm	Reactivated – Loan Doc Preparing	3/13/20	\$186,009.00	RE
Wilkins Farm	Commitment Extended	3/13/20	\$194,900.00	RE
Tatnall School	3 - Construction	11/2/20	\$237,081	EE
Hy-Point Dairy - Hydrogen	Preparing Loan Doc	2/25/2021	\$700,000.00	RE
Wilmington Skater Club	3 - Construction	2/1/2021	\$343,000.00	EE
Marshall Manor	Preparing Loan Doc	2/3/2021	\$219,027.00	EE & RE
Four M Investment	2 - Commitment	2/3/2021	\$72,288.00	EE
Easy Speak, LLC	Preparing Loan Doc	2/26/21	\$192,900.00	EE & RE
Country Rest Home	Loan Committee Approved	5/16/2021	\$1,562,028.00	RE

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

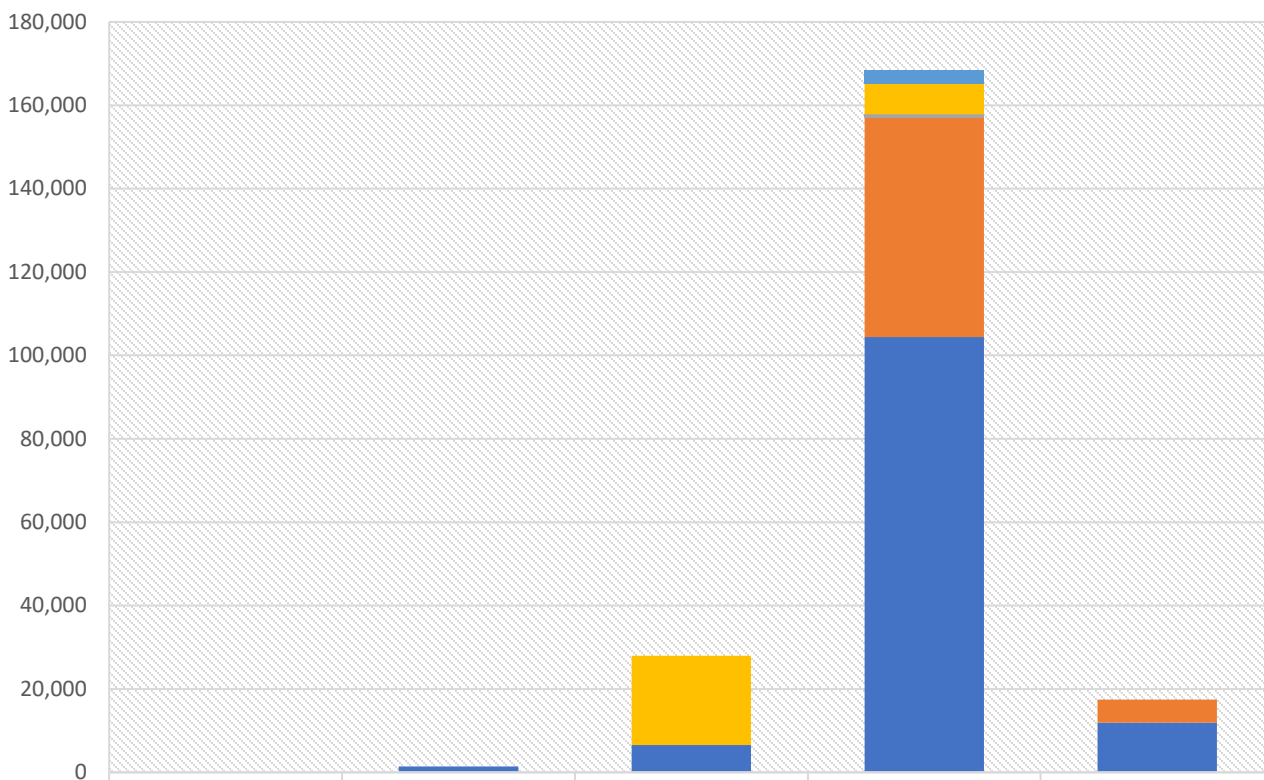
Loan Amount & Interest Earned/Being Earned
(Projects in repayment & closed ones only)



Annual \$ Savings



Annual Energy Savings in MMBTU



	1 - Application	2 - Commitment	3 - Construction	4 - Repayment	5 - Closed
■ Diesel (MMBtu)	-	-	-	3,322	-
■ Propane (MMBtu)	-	-	21,420	7,348	-
■ Oil (MMBtu)	-	-	-	812	-
■ Gas (MMBtu)	-	-	-	52,614	5,518
■ Electricity (MMBtu)	-	1,405	6,555	104,436	11,898

DESEU Program Activity Report [January 2021 – Aug 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	\$ 290,393	\$ 5,227,074	7,400.26	133,204	709
Home Energy Counseling & Checkup	\$ 7,111	\$ 127,998	211.64	3,809	28
Revolving Loan	\$155,668	\$ 2,802,024	1,388	24,984	-
Energy Audit for Non-Profit	\$91,344	\$ 1,644,192	4,053.94	72,970	387.14
Farm Program	-	-	-	-	-
Residential Solar Loan	\$ 83,651	\$ 1,505,718	2,360	42,460	349.40
Lights-On	\$ 9,860	\$ 177,480	278.21	5,008	41.18

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	\$ 242,305	\$ 2,058,282	4,768	85,824	519.96
Pathway to Green Schools	\$971	\$17,478	82.64	1,487.52	7.29
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 \$0.1205. 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)