



## Executive Director's Report September-October 2021

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**Office Manager Position** – Lisa Gardner retiring from our organization leaves some big shoes to fill. Lisa has been side by side with us as we grew the DESEU into what it is today. However, I am happy to report that Traci Evans, formerly with the Delaware Division of Energy & Climate, and most recently with Franklin Energy, has agreed to accept the position. We have worked closely with Traci in her former jobs; she has all the skills we require and is very knowledgeable of our programs.

**Visit by US Energy Secretary** - On Wednesday, we hosted a visit of U.S. Energy Secretary Jennifer Granholm. On very short notice, we found a Home Performance with ENERGY STAR program (HPwES) homeowner to host her visit. The purpose of her visit was to announce that nationally the HPwES program has helped 1 million homes. Senator Carper and Congresswoman Lisa Blunt Rochester were on hand to tour the home and meet the homeowner.

**\$5 million in Residential Solar loans** – We have hit the \$5 million mark through our residential solar loan program. Of the 278 loans, 144 were in Sussex County, 26 in Kent County and 108 in New Castle County. The avoided Greenhouse Gas emissions total is 1,826.37 metric tons. The total installed PV capacity is 1,242 KWs.

**Strategic Plan** - Our strategic planning effort is moving along on schedule. Our Citizen Advisory Group has met twice and has concluded the first leg of their task. Our Board subcommittee has met several times to discuss mission, goals, and values. Our Technical Advisory committee will be meeting in November. A full status report will be given at the November meeting.

**D-PACE Activity** – Our commercial PACE program has seen a flurry of activity in Sussex County. I currently have three active applications; they include a new apartment complex, renovations for a Rehoboth Hotel, and renovations for the Milford Wellness Center (former Milford Hospital). Together there is over \$17 million in energy efficiency financing.

**Loan Servicing RFP** – With over 80 commercial loans now being serviced, we have outgrown our in-house capacity to handle the work involved. In addition, our loan program needs to modernize with on-line applications and loan tracking software. An RFP for loan servicing and creation of an on-line web-based application was issued in October. By the January meeting, we will have a proposal for your consideration.

**Empowerment Program/Energy Equity Fund** – Last report we mentioned an opportunity to apply to Delaware for American Rescue Plan funds. I am happy to report that the Energy Equity Fund has been offered \$2.5 million. We will discuss in detail the funds for the Board's approval.

**Marketing survey and branding analysis** – I reported last month that AB&C would be conducting surveys to ascertain how successful our branding campaign has been. A full presentation on the surveys will be given at the November meeting, but in general we are well recognized compared with other energy programs around the state.