

Energize Delaware Programs



Empowerment Grant – The Empowerment Grant launched the Energy Equity Fund (EEF) on October 4th at Kingswood Community Center. The EEF is actively seeking investments to support community engagement, education, collaboration, and best practices. Finally, through grant making, the EEF seeks to target grants for energy efficiency in LMI communities. For more information about the Energy Equity Fund, please contact Jim Purcell, Grant Manager or visit our website at www.energyequityfund.org. The Grant Review Committee has reviewed one large-scale and multiple renewal applications from 2020 and have allocated \$2.3 million to ARCA Recycling, Habitat for Humanity New Castle County, Sussex County Habitat for Humanity, Delaware Interfaith Power and Light, New Ecology, and Applied Energy Group. For more information, please visit our website, “Like” us on Facebook, and

Follow us on Instagram and Twitter. www.empowergrantde.org



Home Performance with ENERGY STAR Program – US Dept. of Energy Secretary Jennifer Granholm visited Delaware on November 10 to announce to the One Millionth home being upgraded by the Home Performance with ENERGY STAR Program. Senator Tom Carper and Congresswoman Lisa Blunt-Rochester also participated in this event. Program activity is increasing each month. Reduced energy assessment fees at 50% are available through the end of this fiscal year. Increased incentives for some measures to assist with the economic recovery for contractors are



also available. 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 November 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. There is also a need for a skilled and trained workforce. Site inspections for QA/QC are done virtually and in person. 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—Trunk or Treat and Goodwill—where we gave out LED Light Bulbs in partnership with Delmarva Power. To date, over 3,508 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	204	150									

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	133	160									589

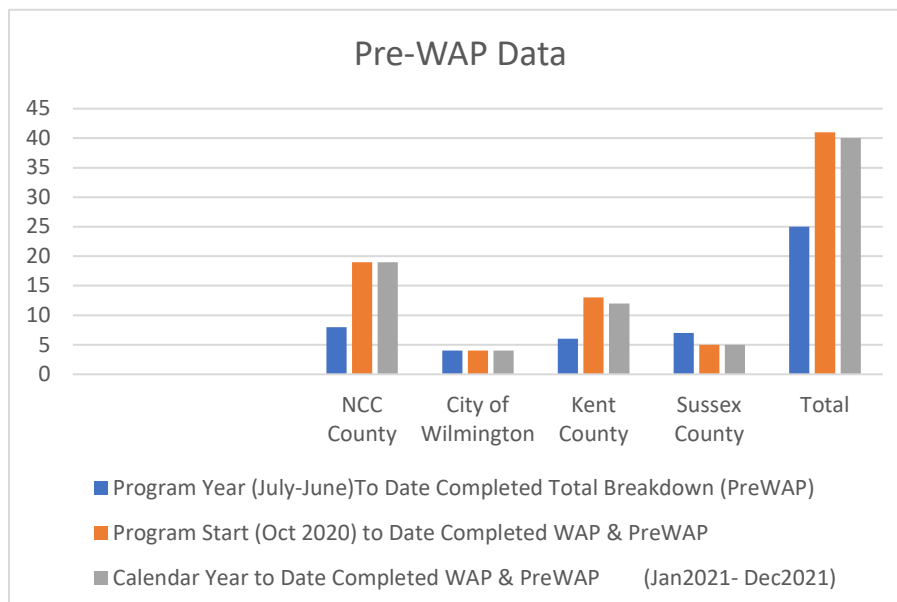


Home Energy Counseling & Check-up HEC²– In-home checkups continue to be offered with over 126 completed in FY 21. A partnership has been formed with Habitat for Humanity to start delivering these services by all three County Habitat organizations. HELP Initiative is delivering services for this program. We hosted two Trunk or Treat Events in October as well as Energy Counseling pop- up locations at Goodwill in Dover, Middletown, and Newark 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.

Facebook Live Workshops History

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
AUGUST					
LIHEAP Time	Low Income Home Energy Asst Program	8/5/21	11	658	Yes
Save Your Septic	Tips for septic system	8/13/21	8	471	Yes
Farms Can Save Too	Farm Program	8/19/21	12	446	Yes
SEPTEMBER					
What's In the Air?	Indoor Air Quality	9/2/21	13	207	Yes
Solar for the Community	Community Solar in DE	9/16/21	23	86	No
OCTOBER					
Keep the Lights On	Ass't programs & Del Power	10/7/21	8	29	No
Energy to Work from Home	Tips to save while working from home	10/	10	34	No

ZeMod –We have several families in the pipeline interested in a ZeMod home. We have three clients that are eligible for USDA mortgages. One is under contract in Knoll Acres for a 2-Bedroom Sundial ZeMod. We are waiting for final pricing from Beracah. We also have 3 eligible clients that are approved for non-USDA mortgages. 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 and resubmitting stormwater resolutions. They are also identifying a site developer. Utility PV interconnections have been completed for all four homes. We continue to evaluate the obstacles of this program and look for ways to improve current offerings. Energy Savings data is being collected, analyzed by VEIC, and entered in the Energy Orbit Energy Savings Database.



Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There have been 25 clients enrolled in Pre-WAP this fiscal year and 40 have gone on to complete WAP services during this calendar year. 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.)



Lights On-Delaware Strong

– Installation of energy efficient lights is continuing statewide. The Lights On Delaware team is working with civic organizations, property management organizations, and local officials. The program has completed over 6,100 to date and over 900 this fiscal year. We are working to enter energy savings data into Energy Orbit. *Photos are of Representative Oliver from the 3rd District of Wilmington with HELP Initiative Staff in collaboration with the Windows of Hope Project.*



Energy Assessments for Non-Profits – The offer of free energy assessments for non-profit organizations will continue through the end of this fiscal year to assist with COVID economic relief. 23 energy assessments and 18 follow-up surveys have been completed this year. Assessment reports were delivered to Albert Einstein Academy, Supporting Kidds, Georgetown Public Library, Perfecting Holiness, Bay Forest. 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. The Program Impact Evaluation, conducted by DNV is in the stage of putting the report together after surveying 13 organizations and 6 site visits across DE.

Faith Efficiencies – Assessment fees for faith-based organizations have been waived through the end of this fiscal year to encourage program participation and help with economic recovery. Participation has increased as a result. 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. For more information contact Shweta Arya, Executive Director for Delaware Interfaith Power & Light. *Photo of Hanover Presbyterian Church, Wilmington, Delaware.*



Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. A climate

conversation was held in cooperation with the Citizens Climate Lobby as part of the En-Roads Climate Simulator Workshop on September 30 with 50 registered and 25 attendees including three Senators. On October 23, UMC Woman's Annual Meeting held a Climate Conversation and Congresswoman Lisa Blunt Rochester provided the opening remarks. Several events are scheduled for November & December and being promoted on Instagram and Facebook. For additional information on climate conversations contact Shweta.arya@delawareripl.org



Online Marketplace Program – Online Marketplace program has successfully completed a test of transferring data from the website sales order to online database. In house, we have finished the setup of Energy Orbit (EO) for importing the data. By the end of this year, we will be uploading monthly sales orders with energy savings data to Energy Orbit. With the Holiday season approaching, we have added different Holiday Lights to the market campaign. As of today, we are still expecting the October Program Report from Franklin. Therefore, in the next Board report, we will include the market sales overview and market campaign plan.

[Energize Delaware \(energizedelawaremarketplace.com\)](http://energizedelawaremarketplace.com)



Virtual Energy Assessments - The virtual energy assessment program, available through the Energize Delaware Website had 66 visitors to the site during this reporting period. There have been 325 users on the site with a conversion rate of almost 20%. Those who visited the site stayed for more than 4 minutes. 39 clients have completed a virtual assessment since January 2021. We are cross promoting this program with of our other programs to increase traffic to the site.

Pathways to Green Schools Program – The Fall Kick Off workshop was held virtually on Oct. 5th from 4-6 pm with 26 registered and 20 attendees. The program ran an Ad Campaign that resulted in a reach of 8,000 unique views and 90 link clicks. A Facebook Live session was held with Angie Bivens of our Home Performance Team on November 4th in Coordination with Students and Teachers from Christ the Teacher School. School recruitment is still 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 Garden funded by a mini grant.



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 38 loan applications have been completed and submitted through the program, totaling over \$9.3 Million in projects. October report not yet received.

Audits complete to date	72
Technical Assistance Reports Completed to date	26
Incentives Paid this fiscal year (July 2021 – October 2021)	\$6,560.00
Number of incentive payments to date	68
Approved Incentives for projects in process	\$24,182.96

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 reports were completed and submitted to the clients for review for Hollybrook Farms Apartments in Laurel, and Cynwyd Club in Wilmington. HVAC work is complete at Lafayette Court in Wilmington and air sealing and insulation will be done in November. Some HVAC work is complete at Elizabeth Cornish Landing (Bridgeville), the property is receiving 8 refrigerators for their residents through the Empowerment Refrigerator Replacement Program and the balance will be competitively bid out. 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. Two more projects are expected to close in late FY 22 for the DSHA Construction Loan partnership program. Photos below taken at Quaker Arts construction loan project.



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. During September & October, over \$11,000 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, 243 clients have been assisted from this fund with \$79,635 remaining.

Energize Delaware Loan Programs:

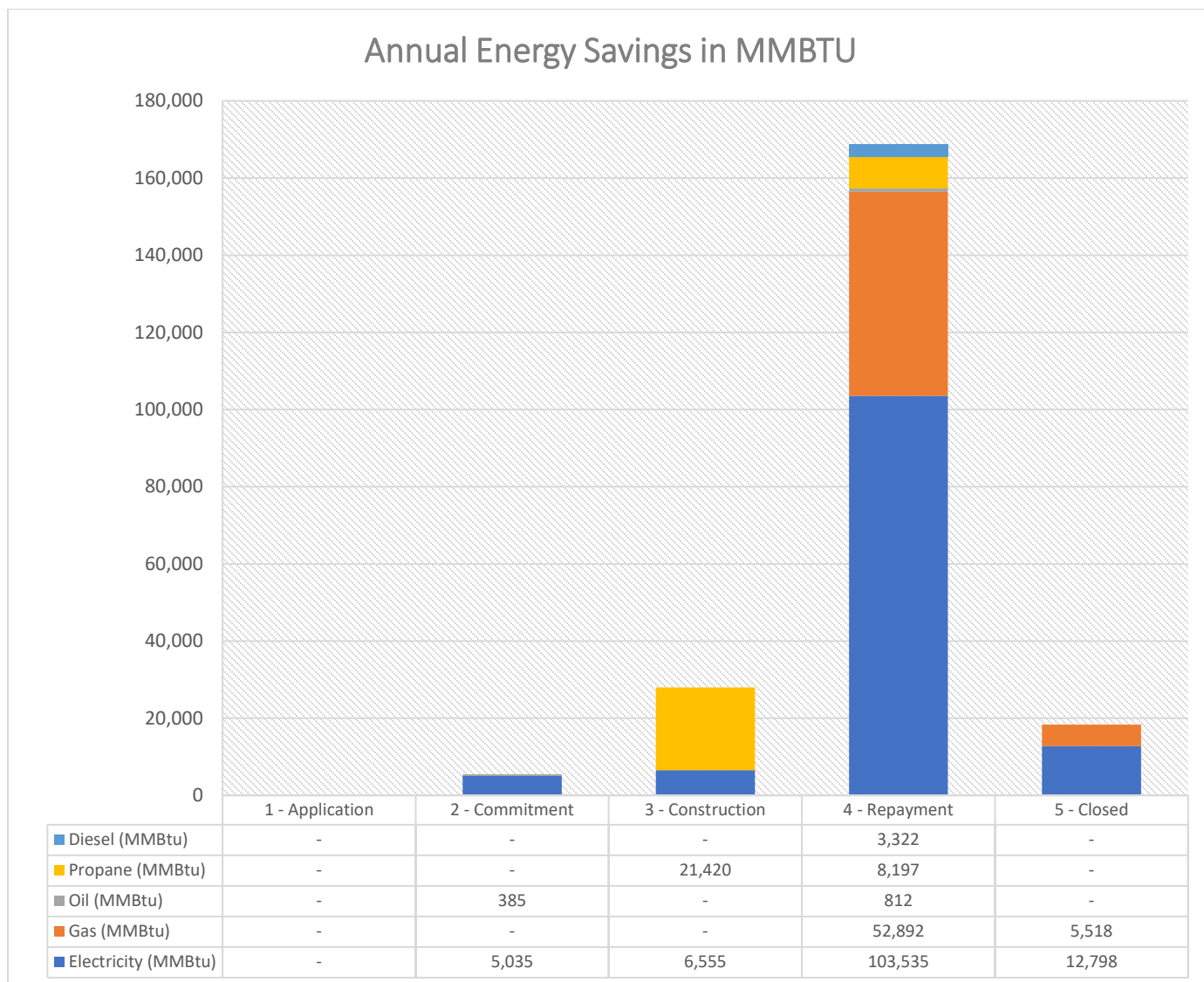
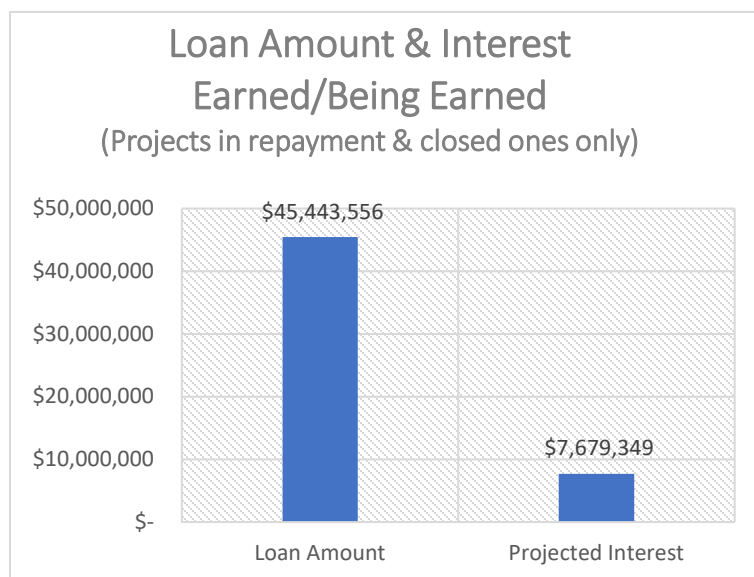
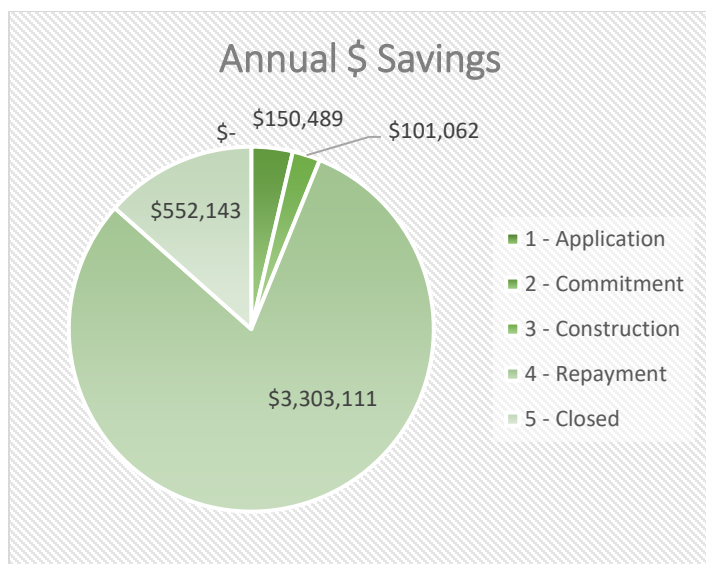
Residential Solar Loan Program – To date, 348 loan applications have been submitted; 17 applications were rejected due to credit score or debt to income ratio and eight were withdrawn. This program has approved loans totaling \$5,417,290; loans totaling \$4,919,639 have completed their projects and moved into repayment status, and 33 projects totaling \$497,651 are under construction. Fourteen loans missed payments in October with ten of those being the first missed payment which could be late in the mail. All have been contacted to discuss payment status. 58 loans have been repaid in full. Data has been entered in Energy Orbit Energy Savings Database. 30 loan applications were submitted September-October 2021.

Residential Energy Efficiency Loan Program – To date, 158 loan applications have been submitted totaling \$1,405,048; 109 have been completed and paid to contractors totaling \$1,324,981 and 5 are under construction totaling \$80,067; 43 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Seven loan payments were outstanding for October, six of these were first missed payment. One loan has missed multiple payments. Activity on the energy efficiency loan program has started to increase with 6 applications from September to October. 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 \$45,443,1556. Seventy-eight loans are in repayment status totaling \$36,362,440 and 3 projects are under construction totaling \$1,042,211. The pipeline table below shows the loan 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
Hy-Point Dairy - Hydrogen	Preparing Loan Doc	2/25/2021	\$700,000.00	RE
Marshall Manor	Preparing Loan Doc	2/3/2021	\$219,027.00	EE & RE
Four M Investment	Preparing Loan Doc	2/3/2021	\$72,288.00	EE
Country Rest Home	Preparing Loan Doc	5/16/2021	\$1,562,028.00	RE
Lea View Farm	Expecting Signed Loan Doc	10/20/2021	\$26,434.44	EE

Data on the next page is from our Loan Tracking Spreadsheet and reflects data from the Commercial Loan Program.



DESEU Program Activity Report [January 2021 – Oct 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	\$ 242,195	\$ 4,359,509	11,362.5	204,525.4	1549.00
Home Energy Counseling & Checkup	\$ 7,111	\$ 127,998	246.1	4,430.2	30.23
Revolving Loan	\$ 231,681	\$ 4,170,258	1,388.0	24,984.0	14.32
Energy Audit for Non-Profit	\$ 44,431	\$ 799,758	8,684.8	156,326.4	1048.38
Farm Program	\$ 11,441	\$ 205,938	848.6	15,274.8	52.32
Residential Solar Loan	\$ 127,169	\$ 2,289,045	3,600.0	64,800.0	531.15
Lights-On	\$ 43,172	\$ 777,096	1,222.5	22,004.6	6.15

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	\$ 4,361,490	4,768.0	85,824.0	519.96
Pathway to Green Schools	\$ 971	\$ 17,478	82.6	1,487.5	7.29
Faith Efficiencies	\$ 13,258	\$ 238,644	2,298.3	41,369.4	148.64
Farm Program	\$ 29,354	\$ 528,372	1,487.3	26,771.4	120.61
Affordable Multifamily Program	\$ 119,799	\$ 2,156,382	2,792.3	50,261.4	270.66

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 +Electricity1205_SO2_Factor+Electricity NOx Factor). Revolving Loan's GHG avoided metric tons don't include the GHG avoided by the solar panels.