

**Energize Delaware Programs**



**Empowerment Grant** – The newly launched Energy Equity Fund will roll out the first round of applications in March, with grant approval scheduled for April. 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](http://www.energyequityfund.org). The Empowerment Team is highlighting the renewal applications for ARCA Recycling, Habitat for Humanity New Castle County, Sussex County Habitat for Humanity, Delaware Interfaith Power and Light, New Ecology, and Applied Energy Group with a grant announcement event and a press release. For more information, please visit our website, “Like” us on Facebook, and Follow us on Instagram and Twitter. [www.empowergrantde.org](http://www.empowergrantde.org)

This photo showcases the 150<sup>th</sup> refrigerator recycled with the Refrigerator Replacement Program with Sussex County Habitat for Humanity. We are proud to have funded such a beneficial and successful program. For information about this program, visit your local ReStore.

**Home Performance with ENERGY STAR Program** – Over 10,000 Delaware homes have received assessments through this program to date. During calendar year 2021, our participating contractors performed more than 2,400 energy assessments, which is the highest amount since the program started in 2014 and installed recommended energy efficiency measures at more than 1,400 homes. Reduced energy assessment fees at 50% are available through June 20, 2022. 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.



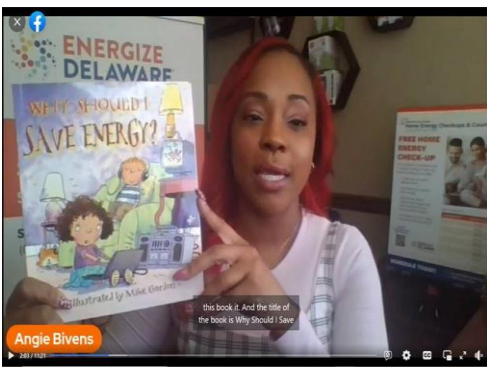
The Best Practices Working Group (BPWG) will meet in February to discuss any issues contractors may be experiencing in the field. There is an equipment shortage on some HVAC equipment and lead times are sometimes 3 months out. There is also a need for a skilled and trained workforce. We are working with our partners to assist with training for current employees to expand the skilled workforce and meet the growing needs of the market. Site inspections for QA/QC are done virtually and in person. 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.

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	383	187							
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	296	315							1,200

# DESEU Program Activity Report – November - December 2021



**Home Energy Counseling & Check-up HEC<sup>2</sup>** - In-home checkups continue to be offered with over 205 completed so far in FY 22. A partnership has been formed with Habitat for Humanity to start delivering these services by all three county Habitat organizations. HELP Initiative is also delivering services for this program. We continue to participate in outreach and counseling events at Goodwill locations, senior centers, the Neighborhood House (Photo right at Housing Fair), and other community centers in Wilmington, New Castle, Georgetown, Newark, and Middletown—where we also gave out LED Light Bulbs in partnership with Delmarva Power. To date, over 5,000 LED Light bulbs have been distributed through the Delmarva-Energize Delaware LED Light Bulb Distribution Partnership. Social media posts featuring energy counseling over the phone and weekly Facebook Live workshops continue biweekly on Thursdays at 2 pm. Chart below shows activity in home energy checkups and workshop participation.



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	34	37	39	50	29							205
FY23													-
FY24													-
FY25													-

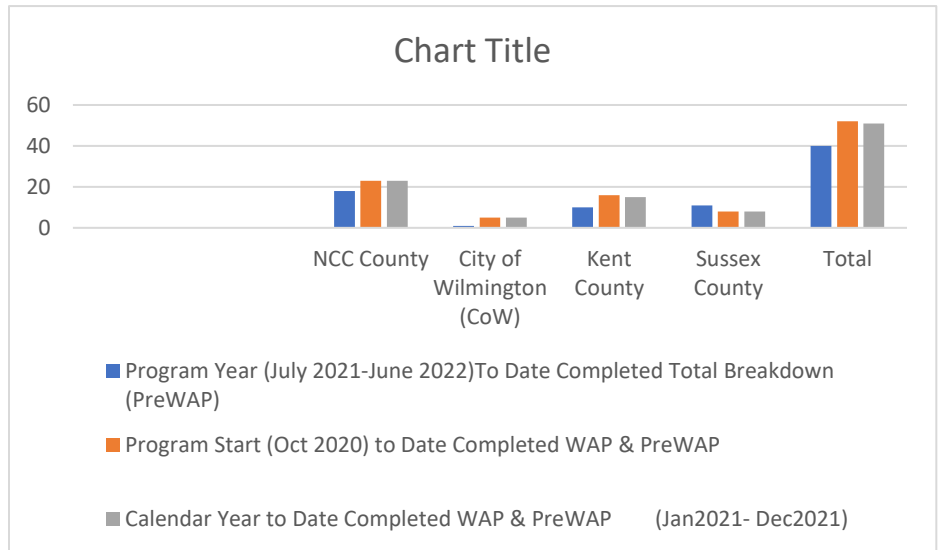
HEC2 - Workshop Participants (Kits given)													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY19									19	0	11	52	82
FY20	0	0	13	0	70	10	12	12	25	0	0	0	142
FY21	0	0	0	0	19	9	22	16	12	146	34	15	273
FY22	15	36	9	29	6	5							100
FY23													-
FY24													-
FY25													-

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
<b>NOVEMBER</b>					
Chat with a Green School	Pathways to Green Schools	11/4/21	12	1K	Yes
Don't Gobble Up Energy	Saving during holidays	11/18/21	2	202	Yes
<b>DECEMBER</b>					
Is Your Home Performing?	Home Perf with Energy Star	12/2/21	3	983	Yes
Why Should I Save Energy?	Energy Book reading for kids	12/16/21	4	41	No

**ZeMod** –We have several families in the pipeline interested in a ZeMod home. There have been price increases from Beracah; final pricing will be negotiated once a client is ready to move forward with a contract. We have two clients that are eligible for USDA mortgages and will be meeting with Beracah in Jan/Feb 2022 to make selections. NCALL Orientation meetings have brought in some referrals offering another housing option for clients. MHDC is working with an engineer to finalize the duct design for the Sundial; they have changed some components to remove the CERV units. The Greenwood development process is slow. MHDC was successful in receiving a grant from Federal Home Loan Bank for this development. They still trying to identify a site developer. MHDC is also looking to engage with another solar provider for this program. Utility PV interconnections have been completed for all four ZeMod homes and the final Net Zero Home Certification is in process. 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.

**Energy Assessments for Non-Profits** – The Impact Evaluation of the program has come to an end, with 5 major findings and recommendations. As of January 6, we have received the draft impact report from DNV, the contractor. 13 energy assessments have been completed this fiscal year and 19 follow-up surveys have been completed this calendar year. Assessment reports were delivered to Lutheran Church, Salem UMC and Fort Dupont. LED T8 tubes donated by Phillips Lighting are still being installed by UD students during the assessments.

**Pre-WAP Program** - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There have been 88 clients enrolled in Pre-WAP this fiscal year and 43 have gone on to receive WAP services during this fiscal year. In calendar year 2021, a total of 51 clients completed both Pre-WAP and WAP services. Pre-WAP work has been slow due to staffing shortages and the recent COVID surge. ECA has hired an additional field staff employee 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 partnership has also slowed due to impacts of COVID. (Note City of Wilmington is not included in NCC total in Chart.)



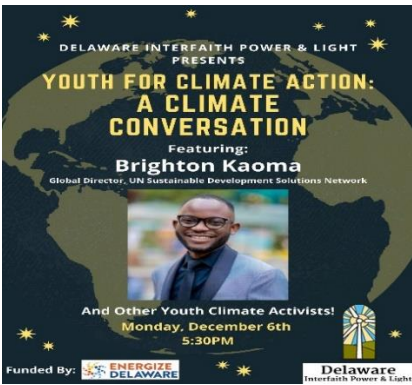
Habitat for Humanity partnership has also slowed due to impacts of COVID. (Note City of Wilmington is not included in NCC total in Chart.)

**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 installations at over 6,600 homes to date and over 1,464 this fiscal year. We are working to enter energy savings data into Energy Orbit. *Photos are Jason Stewart, Camden Town Manager and HELP Initiative Staff, Melari and Rosalynd.*



**Faith Efficiencies** – Assessment fees for faith-based organizations have been waived through the end of June 2022 to encourage program participation and help with economic recovery. Participation has increased as a result. Temple United Church, New Castle United Methodist Church (UMC), and St. Barnabas Episcopal received assessments during this period, and a few more are scheduled in January. 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 New Castle UMC, New Castle, Delaware.*





**Climate Conversations** – Coordination continues with various organizations interested in hosting Climate Conversations. A climate conversation was held in cooperation with the Youth for Climate Action featuring Brighton Kaoma, Global Director, UN Sustainable Development Solutions Network on December 6. On December 18<sup>th</sup>, the Wilmington Trail Ambassadors/DuPont Environmental Education Center hosted an in-person Climate Conversation at Hicks Anderson Community Center. Several events are scheduled for January with faith organizations and DNREC to discuss the Climate Action Plan and what it means for the Faith Community. Climate Conversations are being promoted on Instagram and Facebook. For additional information on climate conversations contact [Shweta.arya@delawareipl.org](mailto:Shweta.arya@delawareipl.org)

**Virtual Energy Assessments** - The virtual energy assessment program, available through the Energize Delaware Website had 79 visitors to the site during this reporting period. There have been 642 users registered on the site with a conversion rate of almost 20%. Those who visited the site stayed for more than 4 minutes. 86 clients have completed a virtual assessment since January 2021. We are cross promoting this program with other programs to increase traffic to the site.



**Online Marketplace Program** – Online Marketplace program launched a series of Holiday Sales in December, with advertisement and email promotions. Given the great sales of the smart thermostats, Nest Thermostat, Nesting Learning Thermostat and Eco bee smart Thermostat with sensors have become the top-selling products recently. As of January 3rd, the online marketplace program data have been uploaded to Energy Orbit, thanks to the collaboration among Energy Orbit Franklin and us. With the Legislation season approaching, we are ready to roll out a marketing campaign for the legislators. Here is a link to the website performance report: <https://datastudio.google.com/u/0/reporting/3a1664f0-196a-43eb-a25f-22745d5a8430/page/sfjQ>

**Pathways to Green Schools Program** – An energy assessment for St. Edmonds Academy was completed on December 3 with 16 students and one teacher participating; report will be delivered in January 2022. Mini Grant Applications are due on January 17 and will be reviewed by the team in early February. Learning lab subscriptions have been secured for 15 teachers this school year. The Youth Environmental Summit (YES) has been postponed until April 14. A Climate Conversation is being coordinated for teachers in March. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database.

**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 40 loan applications have been completed and submitted through the program, totaling over \$9.5 Million in projects. December report not yet received. *Photo Rieley Farms Tunnel Fans.*



Audits complete to date	72
Technical Assistance Reports Completed to date	27
Incentives Paid this fiscal year (July 2021 – December 2021)	\$6,560.00
Number of incentive payments to date	68
Approved Incentives for projects in process	\$39,011.20

**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 Colonial Court Apartments and 818 N. West Street both in Wilmington. Reports are in process. Lighting, air sealing and insulation upgrades are in process at Lafayette Court in Wilmington. HVAC work, exhaust fan upgrades and plumbing and water conservation measures at Elizabeth Cornish Landing (Bridgeville) are underway. 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. Construction on these projects will start in the Spring 2022. Two more projects are expected to close in late FY 22 for the DSHA Construction Loan partnership program. December report not yet received. New Marketing Flyers have also been completed to promote the program and increase participation. *Photos below taken at Quaker Arts construction loan project buildings 708 & 801.*



**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 November & December, over \$10,186 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, 276 clients have been assisted from this fund with \$69,449 remaining.

**Energize Delaware Loan Programs:**

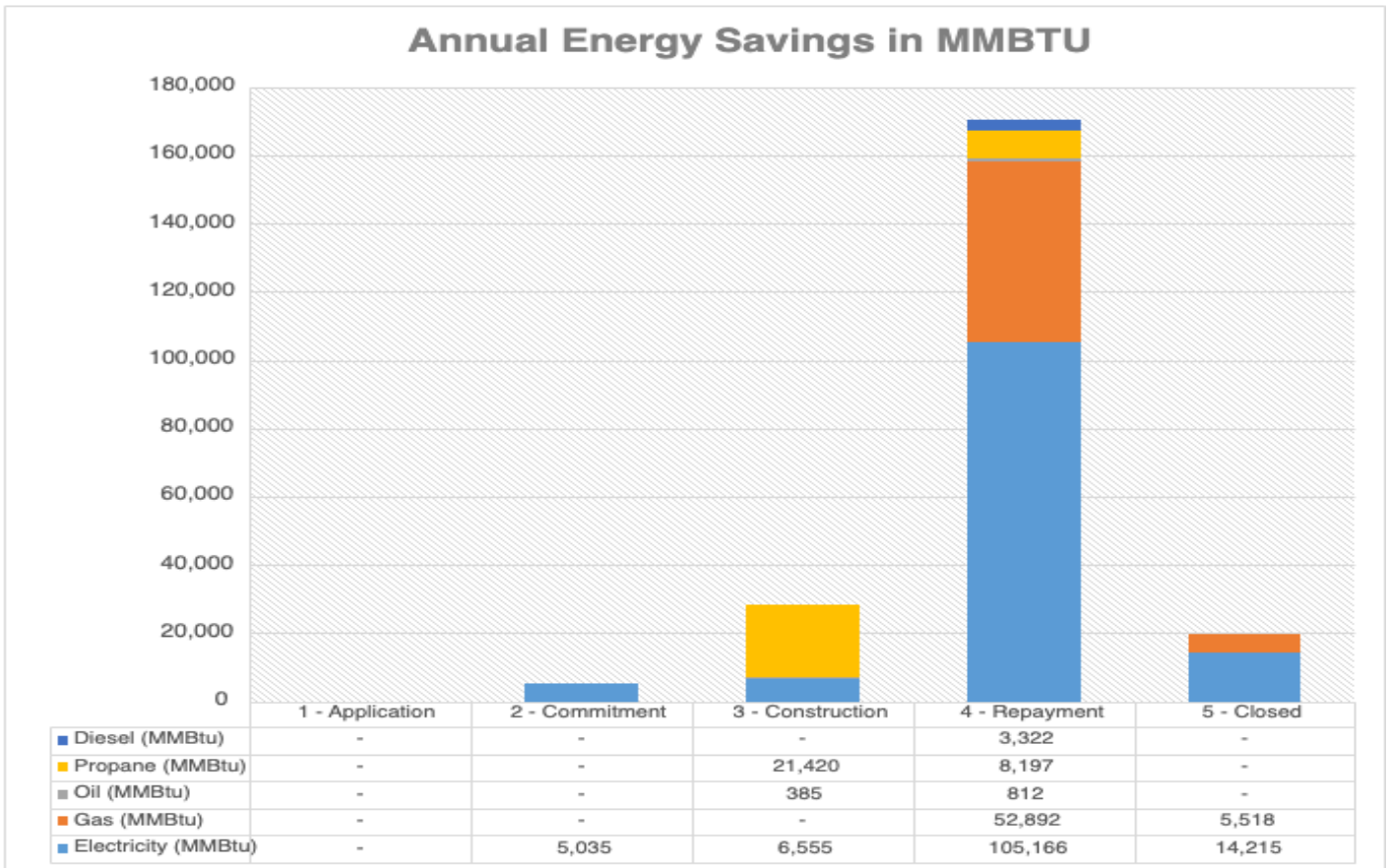
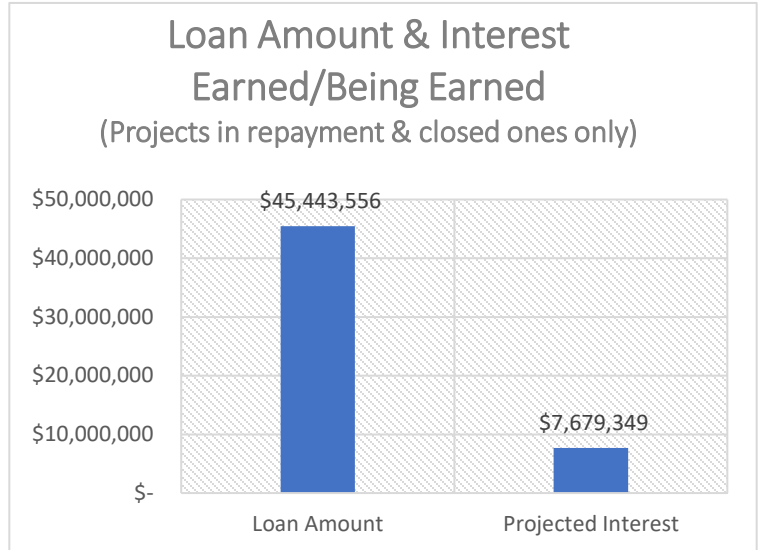
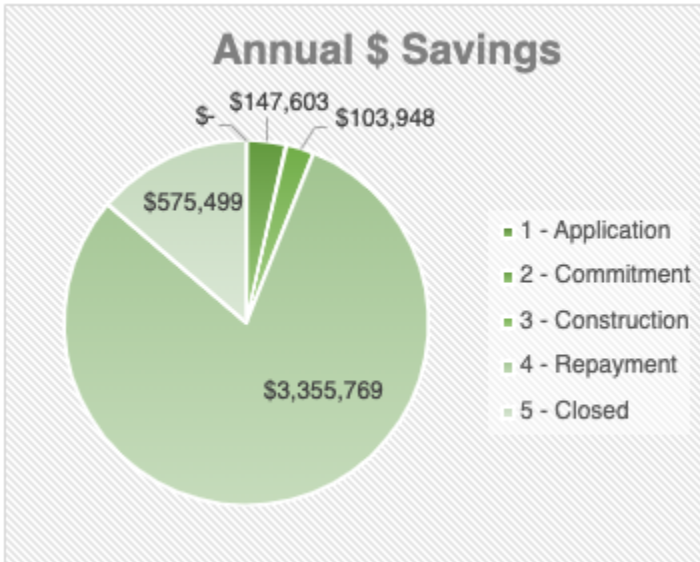
**Residential Solar Loan Program** – To date, 384 loan applications have been submitted; 19 applications were rejected due to credit score or debt to income ratio and eight were withdrawn. This program has approved loans totaling \$5,520,160; loans totaling \$5,160,603 have completed their projects and moved into repayment status, and 20 projects totaling \$195,770 are under construction. Thirteen loans missed payments in December with ten of those being the first missed payment. Nineteen loan payments were received late in the mail but postmarked on time. One request for deferral payment was received. All have been contacted to discuss payment status. 66 loans have been repaid in full. Data has been entered in Energy Orbit Energy Savings Database. 14 loan applications were submitted November - December 2021.

**Residential Energy Efficiency Loan Program** – To date, 164 loan applications have been submitted totaling \$1,440,933 116 have been completed and paid to contractors totaling \$1,432,697 and one is under construction totaling \$8,236; 46 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Four loan payments were outstanding for December, three were first missed payment. The one loan that had missed multiple payments is now current and up to date. Activity on the energy efficiency loan program has slowed with 3 applications in November and none in December. 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 \$45,443,556. Seventy-seven loans are in repayment status totaling \$36,714,485 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
Corazza Farm	Application Update	10/6/2021		RE
Two Paws Farm	Reactivated – Loan Doc Preparing	3/13/20	\$186,009.00	RE
Wilkens Farm	Commitment Extended	3/13/20	\$194,900.00	RE
Hy-Point Dairy - Hydrogen	Closing Checklist	2/25/2021	\$700,000.00	RE
Marshall Manor	Preparing Loan Doc	2/3/2021	\$219,027.00	EE & RE
Four M Investment	Security Change	2/3/2021	\$72,288.00	EE
Country Rest Home	Closing Checklist	5/16/2021	\$1,562,028.00	RE

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 – December 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	\$ 393,579	\$ 7,084,422	18,669	336,042	1913
Home Energy Counseling & Checkup	\$ 7,111	\$ 127,998	458	8,244	61.14
Revolving Loan	\$ 231,681	\$ 4,170,258	1,388	24,984	14.32
Energy Audit for Non-Profit	\$ 44,431	\$ 799,758	8,684	156,326	1048.38
Farm Program	\$ 14,944	\$ 205,938	1,156	20,808	52.32
Residential Solar Loan	\$ 160,406	\$ 2,887,308	4,210	75,780	621
Lights-On	\$ 24,332	\$ 437,976	686	12,348	-

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	\$ 44,431	\$ 79,758	8,684.8	156,326.4	1,043.38
Pathway to Green Schools	\$ 971	\$ 17,478	82.6	1,487.5	7.29
Faith Efficiencies	\$ 13,285	\$ 238,644	2,298.3	41,369.4	148.64
Farm Program	\$ 34,278	\$ 617,004	2,526.7	45,480.6	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.