

Energize Delaware Programs



Empowerment Grant – The Empowerment Grant has published our 2021 Annual Report. It highlights the grants we have awarded, community outreach, and grant opportunities through the Energy Equity Fund for 2022. The 2021 Annual Report can be found on our website and a physical copy will be available. The Empowerment Grant powered by the Energy Equity Fund will roll out the first round of applications in April, with grant approval scheduled for May. 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, Director of Development and Programs or visit our website at www.energyequityfund.org. The Empowerment Team has conducted a few grants announcement events for renewal applications that include the \$800,000 grant to New Ecology, Inc. for the Climate Smart Homes Initiative, and \$95,500 to Applied Energy Group’s LMI HVAC Rebate for Rental Units Program. 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 – The USDOE & Energize Delaware Century Club Awards were awarded to contractors in February who completed more than 100 projects and more than 100 assessments. The 2020 Award presentation was delayed due to COVID. Award recipients: Burns & McBride, Energy Efficient Earth, Energy Solutions LLC, Home Performance Consulting LLC, Maichle’s Heating & Air, Energy Services Group, Equinox LLC, First Class Heating & Air Conditioning Inc., Home Performance Group, Independence Power Solutions and SchagrinGAS Company. Reduced energy assessment fees continue for this program. Increased incentives to assist with the economic recovery for contractors are also available. 86 contractors are enrolled in the program, and we continue to get interest from new contractors to join.



The Best Practices Working Group (BPWG) met in February to discuss issues contractors are experiencing in the field and to re-evaluate the contractor scorecard criteria. The scorecard will be posted on the website once the scoring process is finalized. Equipment shortages continue for some HVAC equipment and lead times can be 3 months out. The need for a skilled and trained workforce continues. Energize Delaware hosted BPI Building Analyst training in February for 10 employees from our current pool of participating contractors. Site inspections for QA/QC continue both in person & virtually. We 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													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
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	1462
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1841
FY19	61	79	25	92	51	69	67	78	108	108	130	167	1035
FY20	186	127	76	111	85	95	119	74	245	92	80	121	1411
FY21	214	169	90	236	95	309	102	155	202	341	254	298	2465
FY22	130	269	205	150	383	187	276	128					1728

HPwES - Jobs													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
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	1553
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	1078
FY21	132	93	95	109	143	143	106	138	178	105	134	81	1457
FY22	149	147	133	160	167	166	126	210					1258

Home Energy Counseling & Check-up HEC²– In-home checkups continue to be offered with over 249 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 both virtual and in person mostly at Goodwill locations 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 bi-weekly Facebook Live workshops continue on Thursdays at 2 pm. Chart below shows activity for home energy checkups, workshop participation and Facebook Live Sessions—to include the one with Lt. Governor Bethany Hall-Long.

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	19	25					249
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	1	3					104
FY23													-
FY24													-
FY25													-

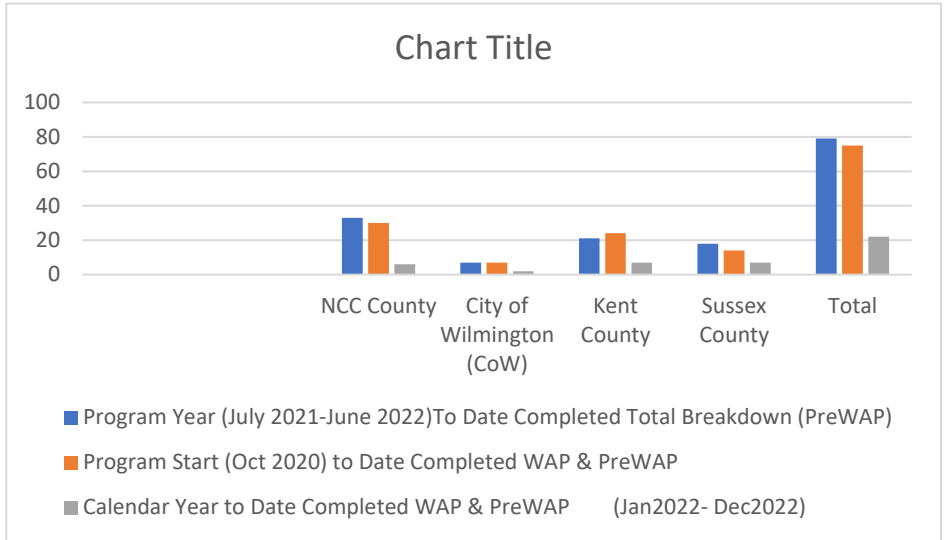
Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
JANUARY 2022					
Tank or No Tank	Types of hot water heaters	1/6/22	11	247	Yes
DIY Project: Water Heater	3 Do-It-Yourself tips for hot water heater	1/20/22	6	45	No
FEBRUARY					
Let's Talk Energy w/ Lt. Gov. Bethany Hall-Long	Energy initiatives in the state	2/3/22	12	209	No
Faith Efficiencies	Interfaith Power & Light	2/18/22	10	381	Yes
MARCH					
Climate Smart Homes	Empowerment Grant update	3/3/22	20	32	No

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 7,000 homes to date and over 1,821 this fiscal year. We are working to enter energy savings data into Energy Orbit. Photos are HELP Initiative Staff in various towns and residents at Clayton Court.

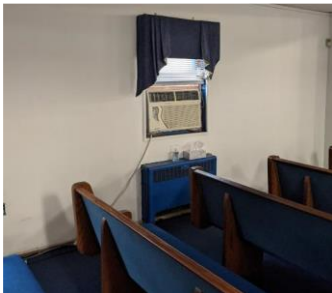


Virtual Energy Assessments - The virtual energy assessment program will be phased out at the end of March 2022. This program was put in place to provide an option for Delawareans to do a self-assessment of their homes during COVID. This program did not get much traffic, so we are ending the program.

Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There have been 127 clients enrolled in Pre-WAP this fiscal year and 80 clients have been sent back to WAP with a total of 52 clients who completed both Pre-WAP and WAP services. Pre-WAP work has been slow due to staffing shortages and now that COVID restrictions are being lifted, we expect to have additional contractor resources for the program. ECA has several contractors lined up statewide to deliver services. Habitat for Humanity NCC provides services in the City of Wilmington. (Note City of Wilmington is not included in NCC total in Chart.)



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 interest has increased; however, only one assessment was completed for Congregation Beth Emeth in Wilmington during this reporting period. Virtual Home Performance presentations are being coordinated with participating faith organizations.

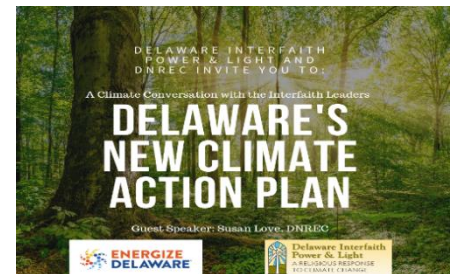


Earth Care-Energy & Climate Displays for houses of worship are being coordinated for some organizations that are providing in person worship services. For more information contact Shweta Arya, Executive Director for Delaware Interfaith Power & Light.



Photo of Temple United Church, Wilmington, Delaware.

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. Several of these virtual events were held in January with Congregation Beth Emeth and the Citizens Climate Lobby at Delaware State University; two climate conversations were held in February with DNREC and Faith Leaders to discuss the State Climate Action Plan and with Osher Lifelong Learning to discuss Climate & Health. More events are planned for March 2022. Climate Conversations are being promoted on Instagram and Facebook. For additional information contact Shweta.arya@delawareipl.org



ZeMod – Several families are interested in ZeMod homes. There have been price increases from Beracah; final pricing will be negotiated once a client is ready to move forward with a contract and once the duct design for the new HVAC systems has been finalized. There are two clients eligible for USDA mortgages, and they met with Beracah to make selections. NCALL Orientation meetings provide some referrals offering another housing option for clients. The Greenwood development process is slow, and a site developer has not been identified yet. MHDC is engaging with another solar provider for this program. We continue to evaluate the obstacles of this program and look for ways to improve current and future offerings. Energy Savings data is being collected, analyzed by VEIC, and entered in the Energy Orbit Energy Savings Database.

Pathways to Green Schools Program – Ten Mini Grants were awarded to Schools totaling \$28,600 for several unique projects and activities to promote efficiency and sustainability in Delaware’s participating schools. Projects include water bottle filling stations, outdoor classroom benches and tables made from recycled materials, occupancy sensors, LED lighting, sustainable gardens and more. A climate conversation is scheduled for March 14 with several high school teachers and a representative of NOAA Environmental Training Center. The Youth Environmental Summit (YES), April 14, will include a presentation on the Pathways Program and ECO Schools framework through the National Wildlife Federation. 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. February report has not been received.

Audits complete to date	74
Technical Assistance Reports Completed to date	27
Incentives Paid this fiscal year (July 2021 – January 2022)	\$24,198
Number of incentive payments to date	72
Approved Incentives for projects in process	\$133,735

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 are in process for Colonial Court Apartments and 818 N. West Street both in Wilmington. All upgrades have been completed at Lafayette Court in Wilmington. HVAC work, exhaust fan upgrades and plumbing and water conservation measures at Elizabeth Cornish Landing (Bridgeville) are complete. Lighting & Water measures are complete at Acorn Acres in Georgetown. New construction projects awarded last year by DSHA through LIHTCs, are moving forward and at various stages of completion. Quaker Arts should be completed in April. Projects at Diamond Court will start in Summer 2022, Riverside drawings are being reviewed and The Flats Phase IV will start in March. Two more projects are expected to close in late FY 22 for the DSHA Construction Loan partnership program. *Photos below of Lafayette Court Rooftop Units and completed installation at Bldg. 1805*



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 January-February 2022, over \$17,358 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, 1,033 Delawareans in 414 households have been assisted through this fund. We provided a grant of \$200,000, which includes administrative expenses to date in the amount of \$19,629 which is 15% of expended grant funds, and there is \$49,488 remaining in the grant fund.

Utility Type	Number of Households	Cost of utilities covered
Electric	298	\$107,453
Natural Gas	95	\$16,660
Water & Sewer	9	\$3,455
Propane	12	\$3,455

Energy Assessments for Non-Profits – The offer of free energy audits for non-profits continues. 3 energy assessments and 11 follow-up surveys have been completed since the start of the year. The assessment report for St. Marks High school, one of three assessments, was delivered. Later in March, the energy assessment of River Park Cooperative has been scheduled. LED T8 tubes donated by Phillips Lighting are still being installed by UD students during the assessments. As we are coming out from the shadow of COVID, we emphasized switching back to the in-person follow-up meetings from virtual ones.

Online Marketplace Program – Online Marketplace program launched 6 promotions since the start of the year. Smart thermostats continue to be the top-selling products of the site, and 5 out of the 6 promos are for Smart Thermostats. In addition, we also reached out to the State legislators with a discount code for Online Marketplace purchases so that they can distribute it to the residents in their districts. In the past 2 months, the program data has been uploaded successfully to Energy Orbit. Please go to the Google Analytics Site to see the e-commerce performance of our site: <https://datastudio.google.com/u/0/reporting/3a1664f0-196a-43eb-a25f-22745d5a8430/page/sfjO>

Energize Delaware Loan Programs:

Residential Solar Loan Program – To date, 401 loan applications have been submitted; 20 applications were rejected due to credit score or debt to income ratio and nine were withdrawn. This program has approved loans totaling \$5,731,368; loans totaling \$5,383,532 have completed their projects and moved into repayment status, and 25 projects totaling \$347,836 are under construction. Twenty-four loans missed payments in February with ten of those being the first missed payment. Nine of these loan payments were received late in the mail but postmarked on time. All have been contacted to discuss payment status. 72 loans have been repaid in full. 17 loan applications were submitted January-February 2022. Data has been entered in Energy Orbit Energy Savings Database.

Residential Energy Efficiency Loan Program – To date, 172 loan applications have been submitted totaling \$1,512,871 119 have been completed and paid to contractors totaling \$1,467,393 and three are under construction totaling \$30,558; 48 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Eight loan payments were outstanding for February, four were first missed payment. 31 loans have been repaid in full. Activity on the energy efficiency loan program has slowed with 5 applications in January-February 2022. 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 \$45,907,058. Seventy-eight loans are in repayment status totaling \$36,740,919 and 5 projects are under construction totaling \$1,605,888. For now, we are still processing and servicing the loans in house. However, we have been working with Slip Stream (EFS) on the Scope of Work for the Loan Processing and Servicing contract. The pipeline table below shows the loan applications that are not yet closed.

Borrower	Status	Application Date	Loan Amount	Category
Corazza Farm	Underwriting	2/22/2022	\$644,935.00	RE
Skating Club of Wilmington	Commitment Letter Sent	2/15/2022	\$208,000.00	EE
Drap Properties, Inc	Application Review	3/9/2022	\$48,825.00	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

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

