

Energize Delaware Programs



Empowerment Grant –The Empowerment Grant powered by the Energy Equity Fund has launched their spring application cycle with the due date of May 20th. Grant decisions will be made in June with announcements and check presentations to follow. The Empowerment Grant has partnered with Roofs from the Heart Foundation to provide 4 families with complete new roof installations and energy efficiency measures funded by Energize Delaware. For more information on this opportunity, visit RoofsFromTheHeart.org. The Empowerment Team attended the Green Building United Sustainability Symposium to learn about transformative ideas, projects, and opportunities to decarbonize our built environment. 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 – Energize Delaware once again earned the ENERGY STAR Partner of the Year award for Sustained Excellence. This is the sixth award we have received for the program. Announcements were made public on May 5th. 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) will meet in May to discuss any issues contractors are experiencing in the field and any recommendations for program improvements. The contractor scorecard has been posted on the website. The need for a skilled and trained workforce continues. 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	102	970
FY20	186	127	76	111	0	178	119	74	245	92	80	121	1409
FY21	214	169	90	235	95	309	102	155	202	341	254	298	2464
FY22	130	269	204	150	383	187	276	128	370	104			2201

HPwES - Jobs													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY14									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	45	62	71	705
FY20	122	33	114	81	119	68	56	115	52	147	76	89	1072
FY21	132	92	48	109	143	143	106	138	178	106	134	81	1410
FY22	149	147	133	160	167	166	126	210	148	180			1586



Home Energy Counseling & Check-up HEC² – In-home checkups continue to be offered with over 364 completed so far in FY 22. Milford Housing Development Corporation has joined the partnership and will be sending in client referrals to the program. HELP Initiative and Habitat for Humanity are also delivering services for this program. We continue to participate in outreach and counseling events both virtual and in person to include two Earth Day Events in April. Upcoming events include Summer Conservation Workshops, DRBA World Environmental Day at Veterans Memorial Park and Merck’s Health & Safety Fair. To date, over 6,050 LED Light bulbs have been

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distributed through the Delmarva-Energize Delaware LED Light Bulb Partnership. Social media posts featuring energy counseling over the phone and bi-weekly Facebook Live workshops continue Thursdays at 2 pm. Upcoming topics include Summer Cooling Program, Sustainable Living Tips, Residential Solar and the Air Quality Partnership. Chart below shows activity for home energy checkups, workshop participation and Facebook Live Sessions.

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	41	74			364
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	33	18			155
FY23													-
FY24													-
FY25													-

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
MARCH					
Climate Smart Homes	Empowerment Grant update	3/3/22	20	356	No
Lights & Safety On	HELP Initiative	3/17/22	8	2.4K	Yes
APRIL					
An Inside Look at Electric Vehicles	Review 2 electric vehicles	4/7/22	4	352	Yes
Making Clean Vehicles Affordable	Incentives for clean vehicles	4/21/22	12	374	Yes
Earth Day Live	Special to announce Earth Day winners	4/22/22	10	81	No

Lights On-Delaware Strong – Installation of energy efficient lights is continuing statewide.



Over 7,900 homes have received lights through this program since it launched with over 2,500 completed this fiscal year. The Lights On Delaware team is working with civic organizations, property management agencies, local officials, policing agencies and expanding to mobile home parks and rural areas with high criminal activity. We are working to enter energy savings data into Energy Orbit. *Photo: HELP Initiative Staff with Sussex County Troop 5 and New Castle County Police in Sparrow Run.*



Pathways to Green Schools Program

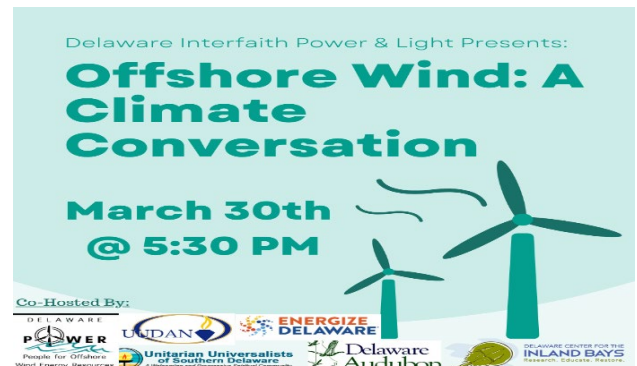
– One more audit will be completed this fiscal year for St. Mary Magdalene School. A climate conversation was held on March 14 with several high school teachers and a representative of NOAA Environmental Training Center. The Youth Environmental Summit (YES) was held on April 14 and included a presentation 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.

Faith Efficiencies – Assessment fees for faith-based organizations have been waived through the end of the calendar year.



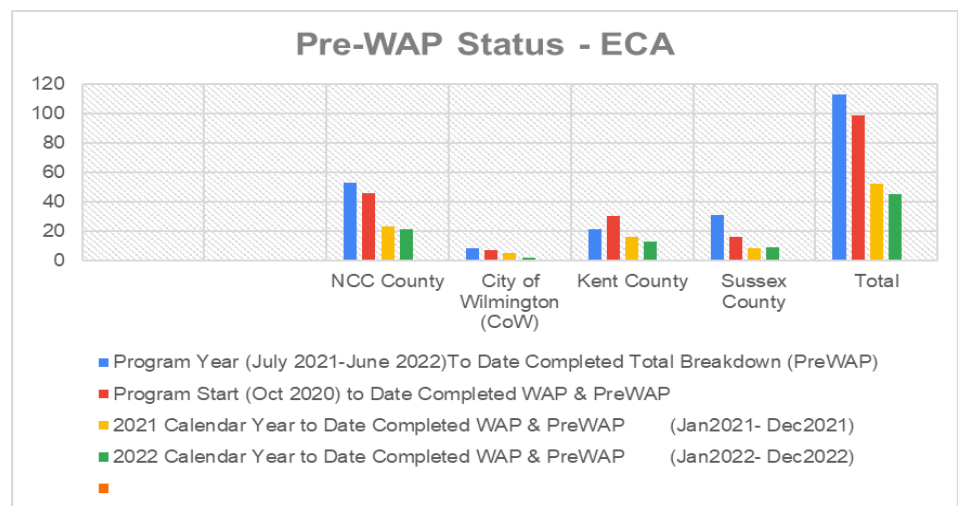
Participation interest has increased with three assessments completed during this reporting period for Resurrection Parish, St. Joseph Catholic Church in Wilmington, and Mt. Salem United Methodist Church. Virtual Home Performance presentations are being coordinated with participating faith organizations. Earth Care-Energy & Climate Displays for houses of worship are being coordinated as requested. For more information contact Shweta Arya, Executive Director for Delaware Interfaith Power & Light. Shweta.arya@delawareipl.org Photo of St. Joseph's Catholic Church, Wilmington, Delaware.

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. A climate conversation was held at the Youth Environmental Summit in April where Governor Carney and Secretary Garvin attended. More events are planned for June 2022. Climate Conversations are being promoted on Instagram and Facebook. There was some nice media coverage in Bay to Bay news: <https://baytobaynews.com/delaware/stories/commentary-are-diesel-powered-school-buses-safe-for-students,78367> For additional information contact Shweta.arya@delawareipl.org



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 March-April 2022, over \$17,895 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, 1,072 Delawareans in 453 households have been assisted through this fund. We provided a grant of \$200,000 in 2020, which includes administrative expenses to date in the amount of \$21,961.82 which is 15% of expended grant funds, and there is \$31,593 remaining in the COVID Utility Relief fund.

Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. There have been 156 deferred from WAP and enrolled in Pre-WAP since ECA took over the program in 2020. 113 Clients have completed Pre-WAP this fiscal Year. 52 clients have completed both Pre-WAP and WAP services this calendar year. WAP & Pre-WAP work has been slow due to staffing shortages. ECA is working to bring on additional contractor resources for the program statewide. (Note City of Wilmington is not included in NCC total in Chart.)



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. The NRCS RCPP grant which leveraged additional funds for farmers in our program will expire in FY 23. A total of 52 loan applications have been completed and submitted through the program, totaling over \$9.5 Million in projects. April report has not been received.

Audits complete to date	76
Technical Assistance Reports Completed to date	28
Incentives Paid this fiscal year (July 2021 – March 2022)	\$36,180
Number of incentive payments to date	73
Approved Incentives for projects in process	\$127.301

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. Awaiting lighting bids for Elizabeth Cornish Landing (Bridgeville). Lighting & Water measures are complete at Acorn Acres in Georgetown, awaiting final invoices to process rebates. New construction projects awarded last year by DSHA through LIHTCs, are moving forward and at various stages of completion. Quaker Arts completion date has been pushed back to August. Projects at Diamond Court will start in Summer 2022, Riverside drawings are being reviewed and The Flats Phase IV was scheduled for April. Two more projects are expected to close in late FY 22 or early FY 23 for the DSHA Construction Loan partnership program. We are waiting on status updates from DSHA. April report not yet received. **Photo of Acorn Acres in Georgetown, Delaware.**



ZeMod – Two families have completed their settlements with USDA to move forward with contracts for ZeMods with Beracah. A new solar contractor has been selected to work with MHDC to install solar on the ZeMod homes. 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. 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.

Energy Assessments for Non-Profits – The offer of free energy audits for non-profits continues. 18 energy assessments have been completed this fiscal year. Two more assessments will be completed in May. Follow-up meetings are being scheduled either in person or virtually to review the recommendations in the assessment report and provide clients with information about our Low-Interest Loan program and rebates available through the Energy Efficiency Investment Fund. LED T8 tubes donated by Phillips Lighting are still being installed by UD students during the assessments.

Online Marketplace Program – Online Marketplace program launched 7 promotions in March and April. A large portion of the incentives awarded went to smart thermostats, which is the most popular product. We have added new Ecobee smart thermostats and Amazon smart thermostats to the Marketplace. We also saw an increase of call volume in March and April. To



promote the Online Marketplace further, in addition to emails, Facebook Ads and Google Ads, we have started collaborating with Angie Bivens (Franklin Energy) on outreach efforts through offering special discounts on the Marketplace at home energy workshops/events. After 3 rounds of energy data uploads to EnergyOrbit and fixing upload errors and issues, we have developed a well-tested upload process allowing for a streamlined process. Marketplace website performance: Google Analytics Site at <https://datastudio.google.com/u/0/reporting/3a1664f0-196a-43eb-a25f-22745d5a8430/page/sfjO>

Energize Delaware Loan Programs:

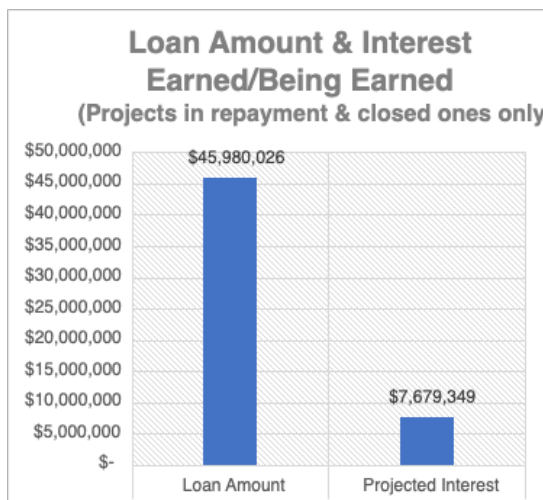
Residential Solar Loan Program – To date, 427 loan applications have been submitted; 23 applications were rejected due to credit score or debt to income ratio and ten were withdrawn. This program has approved loans totaling \$6,060,444; loans totaling \$5,630,935 have completed their projects and moved into repayment status, and 29 projects totaling \$429,510 are under construction. Nine loans missed payments in April with six of those being the first missed payment. All have been contacted to discuss payment status. Two have missed multiple payments and are now considered in default. 80 loans have been repaid in full. 26 loan applications were submitted March-April 2022. Data has been entered in the Energy Orbit Energy Savings Database.

Residential Energy Efficiency Loan Program – To date, 179 loan applications have been submitted totaling \$1,603,864. 125 have been completed and paid to contractors totaling \$1,540,871 and five are under construction totaling \$62,993; 48 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Ten loan payments were outstanding for April, six were the first missed payment. 32 loans have been repaid in full. Activity on the energy efficiency loan program is steady with 7 applications in March-April 2022. This program is being tracked in the Energy Orbit Energy Savings Database in conjunction with the Home Performance with ENERGY STAR Program.

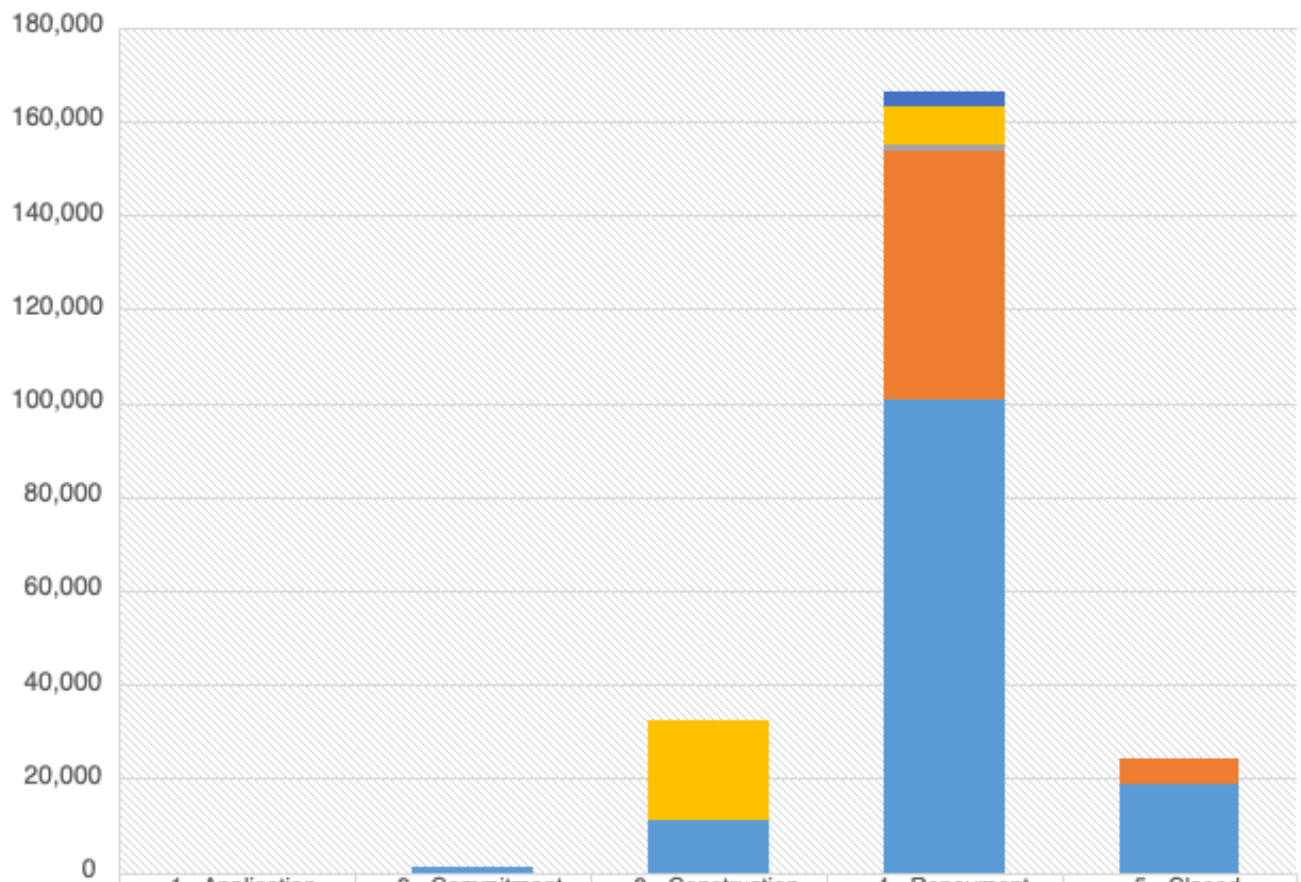
Low-Interest Commercial Loan Program – The total amount of this loan portfolio is \$45,980,026. Seventy-seven loans are in repayment status totaling \$36,272,741 and 7 projects are under construction totaling \$3,216,741. As of today, we are working with Concord to transfer loan servicing responsibility and preparing to transfer loan processing to Slip Stream (EFS) afterwards. The pipeline table below shows the loan applications that are not yet closed.

Borrower	Status	Application Date	Loan Amount	Category
Corazza Farm	Awaits USDA Grant Decision	2/22/2022	\$644,935.00	RE
Skating Club of Wilmington	Closing	2/15/2022	\$208,000.00	EE
Rickards Real Estate Delaware, LLC	Application Review	3/29/2022	\$47,095.50	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

The following charts are from our Loan Tracking Spreadsheet of the Commercial Loan Program.



Annual Energy Savings in MMBTU



	1 - Application	2 - Commitment	3 - Construction	4 - Repayment	5 - Closed
■ Diesel (MMBtu)	-	-	-	3,322	-
■ Propane (MMBtu)	-	-	21,453	8,197	-
■ Oil (MMBtu)	-	-	-	1,197	-
■ Gas (MMBtu)	-	-	-	52,892	5,518
■ Electricity (MMBtu)	-	1,348	10,888	100,779	18,602

DESEU Program Activity Report [January 2022 – April 2022]



Energy Savings Data from New Completed Projects Current Calendar Year					
Program	Annual Energy Savings	Lifetime Energy Savings ¹	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions Avoided Metrics Tons
Home Performance	\$ 105,696	\$ 1,902,528	4,412.6	79,427.0	1191.00
Home Energy Counseling & Checkups	\$ 6,069	\$ 109,242	108.8	1,957.7	16.54
Online Marketplace	\$ 11,396	\$ 205,136	262.2	4,718.7	27.92
Revolving Loan ²	\$ 28,144	\$ 506,592	735.4	13,237.7	105.73
Energy Audits for Non-Profit ³	\$ 17,960	\$ 323,280	3,144.6	56,602.8	325.95
Residential Solar Loan ⁴	\$ 62,900	\$ 1,132,207	3,600.0	1,660.0	531.15

Potential Savings Found through Energy Audits 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 ⁵	\$ 79,738	\$ 1,435,284	4,359.5	78,471.0	472.81
Farm Program	\$ 10,190	\$ 183,420	835.6	15,040.8	52.30

¹ Lifetime energy savings is calculated as 18 years of annual energy savings.

² This row only calculates the new loans closed, defined as loan documents signed and executed, within the reporting timeframe.

³ This row refers to the implemented energy savings in the follow-up Surveys for implemented audit recommendations.

⁴ Residential Solar Loan annual energy savings is calculated using the average electricity price of \$0.13 per kWh.

⁵ This row refers to potential energy savings in the energy audit report.