

Energize Delaware Programs



Empowerment Grant –The Empowerment Grant powered by the Energy Equity Fund will launch a fall grant cycle from October 3 to November 18 for the larger Empower Neighborhood and Empower Ecosystem Grants. The small Empower Efficiency Grant remains on an open cycle. Congrats Elsmere Volunteer Fire Company #1 on the \$74,704 grant to install LED lighting, remove oil furnaces, and purchase energy efficiency appliances. The Empowerment Grant has partnered with Roofs from the Heart Foundation to provide 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 were panelists for “Green is the New Black” and “Fostering Creativity to Maintain your Sanity” at The Mill Summit in August. Kassandra Rodriguez was promoted to Program Manager. Congrats! The Empowerment Team will hold two forums: Greening Minority-Owned Small Businesses and Workforce Development in October and November. For more information, please visit our website, “Like” us on Facebook, and Follow us on Instagram, Twitter, and LinkedIn. www.EmpowerGrantDE.org

Lights On-Delaware Strong – Installation of energy efficient lights is continuing statewide. Over 9,000 homes have received lights through this program since it launched with over 3,800 completed in FY 22. 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 the 9,000th homeowner to receive services through this program.*



Faith Efficiencies – We launched a SEED Grant program to assist faith communities with installation costs for measures identified through the energy audits. These will be matching grants up to \$6,000. Participation interest has increased as a result of the SEED Grant offering. 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 Resurrection Parish, Wilmington, Delaware.*

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. Six Climate Conversations were held over the summer and all scheduled events are being promoted on Instagram and Facebook. For additional information contact Shweta.arya@delawareipl.org

Pathways to Green Schools Program – Applications for this program year are available for interested schools and Green Building United conducted an outreach campaign during August to increase participation. Technical assistance services have been added to the program to assist schools with project selection, financing, and implementation. A teacher workshop will be held in late October. Green Building United has had several staffing changes for the program and hired a new program manager as well as a new Executive Director. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database.

DESEU Program Activity Report – May - August 2022

Home Performance with ENERGY STAR Program – On July 1, 2022, rebate incentives were increased by 25% across the board for this program. We also increased the amount of direct install measures that energy auditors can install at the time of the energy audit allowing for immediate savings for participants. 86 contractors are enrolled in the program, and we continue to get interest from new contractors to join. The contractor scorecard will be updated and posted on the website in September. The Best Practices Working Group (BPWG) met in May and August to discuss any issues contractors are experiencing in the field and any recommendations for program improvements. There are still some supply chain issues for higher efficiency equipment. The need for a skilled and trained workforce continues. We 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. FY 22 was our highest participation rate to date.

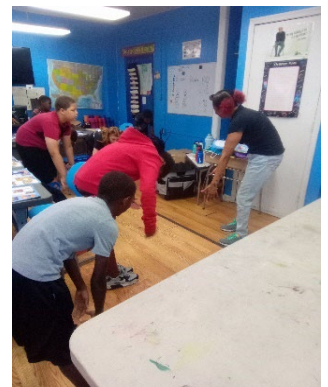
HPwES - Assessments													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY14								1	17	15	25	27	85
FY15	16	9	17	47	46	57	60	67	69	59	40	53	540
FY16	34	42	64	90	61	40	70	53	58	78	94	109	793
FY17	119	111	100	76	114	105	124	95	108	135	172	203	1462
FY18	171	160	160	190	182	97	0	187	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	328	138	2667
FY23	270	166											436

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	144	131	1861
FY23	132	97											229



Home Energy Counseling & Check-up HEC² – In-home checkups continue to be offered with over 500 completed in FY 22. Milford Housing Development Corporation and Habitat for Humanity are referring clients and delivering services for this program. We continue to participate in outreach and counseling events both virtually and in person. Social media posts featuring energy counseling over the phone and bi-weekly Facebook Live workshops continue Thursdays at 2 pm. Charts below shows activity for home energy checkups, workshop participation and Facebook Live Sessions. Photo left is a Junior Energy

Auditor workshop with NCALL & Restoring Central Dover at the Solid Rock Baptist Church on August 11 and photo to the right is at the Laurel Boys & Girls Club on August 16.



HEC2 - In Home Assessments													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
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	56	90	510
FY23	58												58
FY24													-
FY25													-

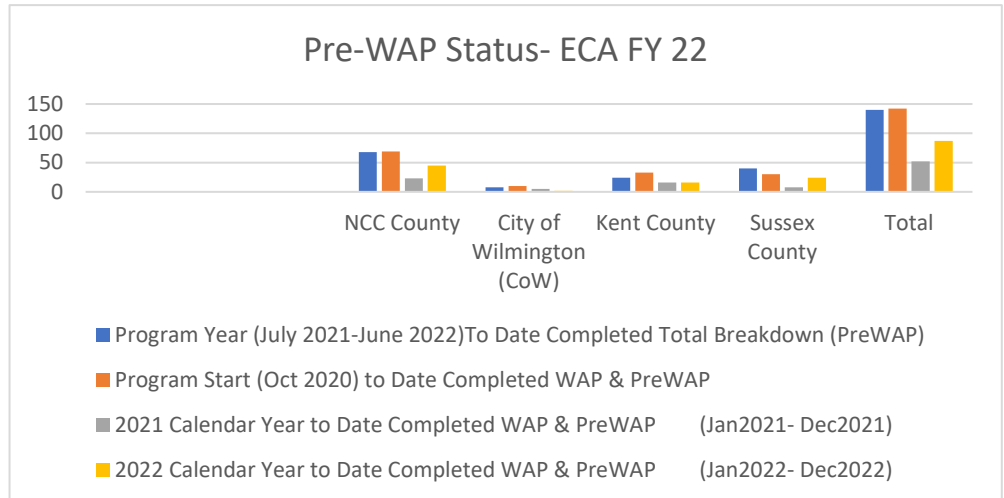
HEC2 - Workshop Participants (Kits given)													
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Totals
FY19									19	0	11	52	82
FY20	0	0	13	0	70	10	12	12	25	0	0	0	142
FY21	0	0	0	0	19	9	22	16	12	146	34	15	273
FY22	15	36	9	29	6	5	1	3	33	18	12	4	171
FY23	107												107
FY24													-
FY25													-

Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
JUNE					
Tips for Sustainable Living	Recycling & sustainability	6/2/22	5	13	No
Energize Delaware's Solar Loan Program	Solar loan	6/16/22	6	25	No
JULY					
A Partnership of Air	Indoor Air Quality Partnership	7/7/2022	8	3,600	Yes
The smart choice made simple	Smart Thermostats	7/21/2022	11	840	Yes
AUGUST					
Roofs from the Heart	New program from Fedale Roofing	8/4/22	8	2,100	Yes
Exploring costs & incentives for solar	Residential solar costs	8/18/22	7	75	No

Upcoming Topics: September 15: Climate Conversations, November 3: Electrification by NEEP

Energy Assessments for Non-Profits – Energy assessments were completed for 22 non-profit organizations during FY 22, and five have been completed this fiscal year including the Delaware Veteran's Home in Milford. Follow-up meetings are being scheduled either in person or virtually to review the recommendations in the assessment reports 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.

Pre-WAP Program - The Energy Coordinating Agency (ECA) is working to deliver Pre-WAP services in Delaware. The program provided services to 140 homes in FY 22. A total of 184 homes were deferred from WAP and sent to Pre-WAP in FY 22 and 27 were received in July. WAP & Pre-WAP work has started to increase over the past few months. 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. Our staff and EnSave participating in a tabling event in June to promote the Farm Program at a chicken barbeque. This generated several new leads for the program. A total of 52 loan applications have been completed and submitted through the program, totaling over \$9.5 Million in projects.

Audits complete to date	76
Technical Assistance Reports Completed to date	27
Incentives Paid in FY 22	\$46,350
Number of incentive payments to date	73
Approved Incentives for projects in process	\$146,123

COVID-19 Utility Relief Fund This program ended on June 30, 2022. The total grant of \$200,000 has been expended. Catholic Charities delivered the COVID-19 Utility Relief fund on our behalf which provided assistance to more than 500 Delaware households. The program provided payments directly to utility providers for past due bills to avoid service disconnection.

Affordable Multifamily Housing Program – This program is being expanded for FY 23 to include Direct Install Measures and significantly increase incentives for prescriptive type measures such as Lighting, Domestic Hot Water, HVAC, Toilets, Air Sealing, and Insulation. These changes will streamline program offerings. 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. Construction completion for Quaker Arts (Wilmington), is expected for Nov. 2022. Proposals and bids are being reviewed for various projects at Marshall Manor (Milford), Colonial Court Apartments (Wilmington), and 818 N. West Street (Wilmington). New construction projects awarded last year by DSHA through LIHTCs, are moving forward and at various stages of completion. Closing for Diamond Court I (Harrington) and Frazier Apartments (Smyrna) have been delayed to the fall 2022. Four projects have been approved by DSHA for 9% LIHTC Projects – the Flats V (Wilmington), The Reese (Felton), Villa Maria (Wilmington) and Dunbarton Station II (Georgetown). August report not yet received at the time report prepared.



ZeMod – We received the 2022 Housing Innovation award from the U.S. Department of Energy for our ZeMod homes. [Housing Innovation Award website \[energy.gov\]](https://www.energy.gov/housing-innovation-award) A new ZeMod home was set in Laurel in August and should be completed in November for the family to move in. Another client has been approved and is in the process of finding a lot for their home. Two more families are interested and working through the application process. 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.

Online Marketplace Program – The program launched 8 promotions over the summer months. A large portion of the incentives awarded went to smart thermostats, which is the most popular product. We also saw an increase in call volume during this reporting period. In addition to emails, Facebook Ads and Google Ads, we started collaborating with Angie Bivens (Franklin Energy) on outreach efforts to offer special discounts on the Marketplace at home energy workshops and events. Data is now being uploaded into Energy Orbit. 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, 499 loan applications have been submitted; 25 applications were rejected due to credit score or debt to income ratio and ten were withdrawn. This program has approved loans totaling \$7,111,533; loans totaling \$6,243,495 have completed their projects and moved into repayment status, and 57 projects totaling \$868,037 are under construction. 19 loans missed payments in August with 12 of those being the first missed payment. All have been contacted to discuss payment status. Four have missed multiple payments and are now considered in default. 95 loans have been repaid in full. 71 loan applications were submitted May to August 2022. Data has been entered in the Energy Orbit Energy Savings Database.

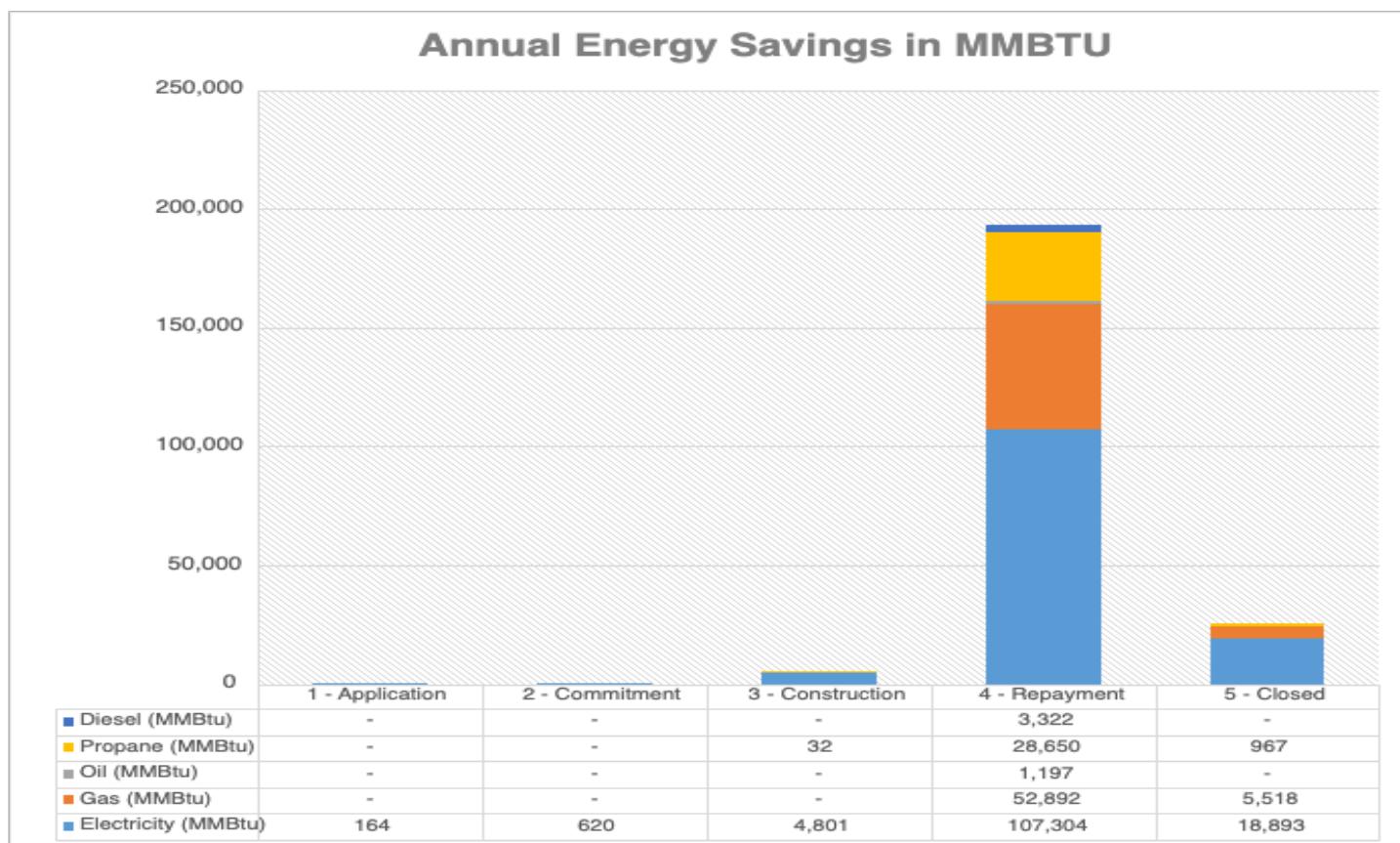
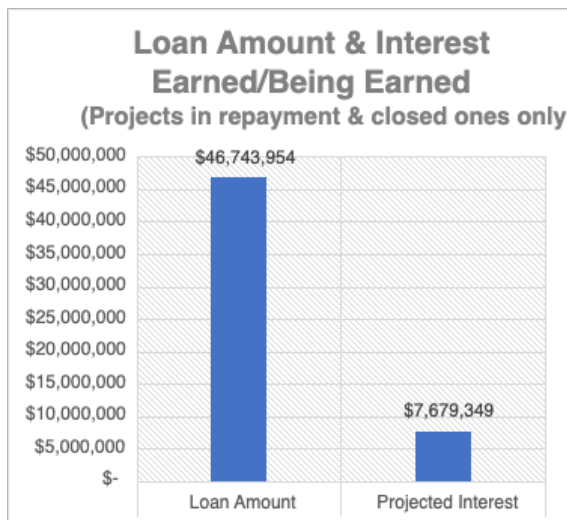
Residential Energy Efficiency Loan Program – To date, 200 loan applications have been submitted totaling \$1,835,666 139 have been completed and paid to contractors totaling \$1,728,680 and eight are under construction totaling \$106,986; 52 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. 17 loan payments were outstanding for August, ten were the first missed payment, and one loan is now in default. 35 loans have been repaid in full. Activity on the energy efficiency loan program is steady with 17 applications from May-August 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 \$46,743,954. Seventy-seven loans are in repayment status totaling \$37,854,106 and 5 projects are under construction totaling \$2,698,478. Concord is servicing most of the loans in repayment, and we are moving along to transfer loan processing to Slip Stream (EFS). The pipeline table below shows the loan applications that are not yet closed.

DESEU Program Activity Report – May - August 2022

Borrower	Status	Application Date	Loan Amount	Category
Rickards Real Estate Delaware, LLC	Application Review (loan amount updated)	3/29/2022	\$73,095.50	RE
Bridgeville Rifle & Pistol Club	Application Review	5/19/2021	\$69,480.00	RE

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



DESEU Program Activity Report [January 2022 – August 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 Emission Avoided (metric Tons)
Home Performance	\$356,311	\$ 6,413,601	8,124.7	146,245	1,033.3
Home Energy Counseling & Checkup	\$22,533	\$ 405,589	686	12,348	104
Online Marketplace ²	\$36,276	\$ 652,961	1,072.7	32,580	186
Residential Solar Loan ³	\$131,697	\$2,370,544	3,456.5	62,217	509.9
Lights-On	\$79,639	\$1,433,502	2,059	37,062	-
Business & Commercial Low Interest Loan	\$41,380	\$744,840	1,202.9	21,652.2	174.7
Energy Audits for Non-profits ⁴	\$43,027	\$ 774,486	6,289	113,202	701.8

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 Emission Avoided (metric Tons)
Farm Program	\$10,190	\$183,420	835.6	15040.8	52.3
Faith Efficiency	\$7,087	\$ 127,566	343.6	6184.8	36.25
Energy Audit for Non-profits ⁵	\$ 251,817	\$ 4,532,706	11904.6	214282.8	1263.94

1 Lifetime Energy Saving is an estimation of 18 years of saving, calculated as Annual Energy Savings x 18

2,3 Online Marketplace and Residential Solar Loan Programs' Annual Energy Savings is an estimation calculated as kWh saving x \$0.13/kWh

4,5 The energy saving data for both the completed projects and potential of the Energy Audits for Non-profit Program contains projects funded through DOE and EPA.