



**ENERGIZE
DELAWARE**[®]

TAKING CHARGE TOGETHER.[™]



2022 Annual Report

VISION STATEMENT

Powering tomorrow with clean, efficient,
and affordable energy

MISSION STATEMENT

Inspiring sustainable energy solutions for a
thriving environment and economy



ENERGIZE
DELAWARE
SUSTAINABLE ENERGY UTILITY

STRATEGIC INITIATIVES

Strategic Initiatives are inclusive areas of focus that were developed after considering the DESEU's legislative purpose along with the priorities and gaps identified by the strategic plan committees.

Emissions Reduction - Energize Delaware works to reduce and eliminate greenhouse gases by natural and technological means, carbon-free production, and renewable sources, to avoid or capture emissions.

Energy Equity - All Energize Delaware programs place a high priority on assisting Delawareans who have the greatest energy burden and risk of environmental harm.

Direct Efficiency - Energize Delaware continues its cornerstone activities, fostering end-use energy efficiency across all sectors and fuels and expanding into new and underserved markets.

Economic Activity - Energize Delaware supports the Delaware economy promoting green asset ownership, saving Delawarean's money on their energy costs, funding green job training, and opening green investment opportunities.

Natural Climate Solutions and Conservation - Energize Delaware seeks out and promotes programs that use nature-based carbon sequestration and sustainable land use in support of a healthy environment.

Changing Behaviors Through Awareness - Energize Delaware employs effective activities to inform, educate, and change energy end-use behaviors that eliminate carbon and other emissions as quickly as possible.

Advancing Technology - Energize Delaware champions proven and promising new technologies and innovative solutions, and support research, development, and deployment that enhances the use of renewable energy, energy-efficiency, and conservation minimizing natural resource depletion.

A LETTER FROM THE CHAIRMAN AND THE EXECUTIVE DIRECTOR



State Senator Harris B. McDowell III



Anthony J. DePrima

DEAR DELAWAREANS,

Energize Delaware continued providing energy and cost savings to Delawareans through its energy efficiency and clean energy programs.

In 2022, our Executive Director, Tony DePrima, announced to our Board that he would retire in 2023. Tony was hired in 2011 to run the nonprofit, Delaware Sustainable Energy Utility (DESEU), that now does business as Energize Delaware. He retired from a long-established career in municipal government to take an uncertain position that was aligned with his beliefs in sustainable and green energy. In the beginning, Tony worked from home formulating a plan to build the organization.

A tribute to Tony's vision, voice in the energy community, and his dedicated work-ethic have created over 20 programs that fulfill the mission of the DESEU while helping the people of Delaware, the State, and the environment. From 2014 to 2022, the organization provided programs that have saved Delawareans more than \$10,235,600 on utility bills, over 804,000 MMBtu's, and more than 65,077 Metric tons of Greenhouse Gas Emissions statewide. He has grown Energize Delaware to be among the leaders in private, not for profit, renewable energy capacity development in the United States.

This year has shown how much Tony has meant to our organization and its growth as he was named CEO of the Year for a medium-sized nonprofit organization by the *Delaware Business Times*. In addition to many other awards in 2022, it was also the sixth year that Energize Delaware has won the Partner of the Year award for Sustained Excellence from the U.S. Department of Energy (DOE). Finally, Energize Delaware's ZeMod Program won the National Housing Innovation Award for a Zero Energy Ready Home from the DOE.

Tony has earned his retirement and we wish him all the happiness, enjoyment, and peace in this next adventure.

In the following pages you will learn about numerous Energize Delaware programs that are bringing real change throughout Delaware. We do this through the hard work of our Board, employees, contractors, and advocates. We remain dedicated to reducing energy usage, creating green jobs, and reducing greenhouse gas pollution, all while saving our customers money.

We thank all Delawareans for our continued success story.

State Senator Harris B. McDowell III (Retired)
Chairman

Anthony J. DePrima, Ph.D.
Executive Director

2022 ENERGIZE DELAWARE ACCOMPLISHMENTS

The RGGI Challenge - In 2021, our projected RGGI revenue was going to nearly double to \$24 Million in 2022. This presented what we now call the “RGGI Challenge”. A very positive challenge to provide even more benefits and services to Delawareans. A three-prong approach to the challenge was adopted and budgeted.

Prong #1 - Bold New Programs - We began working on designing six new programs for launch in 2022 and 2023. These include Electric Vehicle Fleet Grants for Local Governments; Energy Savings Performance Contract Grants for State Agencies and School Districts; and Solar Grants for School Districts, Libraries, and Public Colleges and Universities. Lastly, a Small Business Performance Program.

Prong #2 - Expand Existing Programs – Five programs have been targeted to expand by offering higher incentives, broadening eligibility, and widening the markets. These programs include Home Performance with ENERGY STAR®, Affordable Multifamily Housing, Faith Efficiencies, Non-profit Assessment Program, and Pathways to Green Schools. You can learn more about how we are increasing these programs on the following pages.

Prong #3 – Expand organization capacity - Promoted Suzanne Sebastian to Deputy Executive Director to become more involved with the organization’s evolution, and management of new employees. Additionally, Athena Bi was promoted to Program Manager for Research and Evaluations. Traci Evans, our Office Manager, was promoted to Program Manager for residential programs. Keith Modzelewski was hired as second Program Manager, for commercial programs, and Fritzy Rodriguez was hired as the new Office Manager.

Energize Delaware Empowerment Transformation - In 2019, Empowerment Grant Program received \$4 million of Exelon merger funds to assist low-income Delmarva customers to save energy and money through efficiency. By 2022, those funds were all appropriated, thus making way for a transformation. Using other funds from various sources, the program expanded statewide and

was opened to moderate-income families, nonprofits and small businesses. Grant eligibility expanded to include renewable energy, green job training, healthy homes programs and green job creation. You can learn more about this transformation on pages 19 & 20.

5 -Year Strategic Plan -The 5-Year Strategic Plan was advanced in 2022 but not completed. On the inside front cover, you will see our new Mission and Vision statements along with seven Strategic Initiatives. Through the first half of the year, an Oversight Board Subcommittee, a Citizens Advisory Committee, and a Technical Review Committee worked on completing a needs analysis that outlines how to best implement the seven initiatives, including how to expand programing and focus.

Compensation and Benefit Improvements - Recognizing that our employees are our most important asset, the Board of Directors approved the launch of a Comprehensive Compensation and Benefits Study by an independent Human Resources Consultant. The effort culminated in a new Compensation Policy and a revised Personnel Policy improving vacation, maternity leave, and health expense reimbursement benefits. The Compensation Policy established new job titles, career ladders, performance evaluations, merit increases, and career planning. And, finally, new types of insurance are being offered including Life, Disability, Vision, and Dental Insurance. The actions are to ensure the retention and recruitment of high performing employees.



**Tony DePrima named
CEO of the Year by
Delaware Business Times**

2022 ENERGIZE DELAWARE PROGRAMS

PROGRAM	MARKETS SERVED
Online Marketplace	All Delawareans
Home Performance with ENERGY STAR	Homeowners, Low-Income Homeowners
ZeMod (Zero-Energy Modular Home)	Low-to-Moderate-Income Delawareans
Pre-Weatherization Program	Low-Income Homeowners
Affordable Multifamily Housing	Affordable Housing Providers
Energy Assessments for Nonprofits and Government	Nonprofits, Local Government
Low-Interest Revolving Loan	Businesses, Nonprofits, Government
Energy Savings Performance Contracting	Public Schools, Government
Pathways to Green Schools	Public and Private Schools
Faith Efficiencies	Houses of Worship
Farm Program	Farmers, Agricultural Operations
Lights-On Delaware Strong	Renters and Homeowners
Residential Solar Loan	Homeowners
Home Energy Counseling & Checkup (HEC2)	Low-Income Delawareans
Empowerment Grant	Low Income Delawareans
Energy Equity Fund	Low-Income Delawareans
D-PACE Commercial Financing	Commercial Property Owners



ENERGIZE DELAWARE

Online Marketplace

Energy Efficiency Products

The Energize Delaware Online Marketplace has been continuing to grow by adding high-quality affordable energy-saving products, in addition to increasing the number of promotional campaigns and discounts we offer.



On average, a smart thermostat can save roughly \$140 per year on energy bills and LED light bulbs use up to 90% less energy than traditional incandescent bulbs.

In 2022, over 1,000 Smart Thermostats were sold through the Online Marketplace. At the same time, over 100 LED 4-packs were purchased along with WiFi Smart Sockets.

Other top selling products include advanced powerstrips and water-saving faucet aerators and showerheads. Advanced powerstrips prevent vampire energy use from household electronics. Water-saving faucet aerators and showerheads reduce water usage, but not water pressure. By installing these energy-efficient products in homes, customers will lower their energy bills and put more cash in their pockets.

Number of Orders.....	1,306	Annual Energy Savings (MMBtu).....	2,377.11
Incentives Awarded.....	\$133,293	FY 23 Program Budget.....	\$300,000
Estimated Annual Energy Savings.....	\$47,916		

CYNDI ELDRED



"I bought four- 4 packs of the standard LED light bulbs for my house. It was so easy to order from your Marketplace. The pricing was fantastic! The 16 bulbs I received were under \$20.00; packaged securely and the delivery was fast. I will definitely place another order and have already recommended the Energize Delaware Marketplace to family and friends."

—Cyndi Eldred, Dover

The flagship Home Performance with ENERGY STAR® program is going into its tenth year. Franklin Energy, continuing as our program partner, now employs 9 staff members in Dover. The program provides a whole-house approach to improving comfort and safety in the home, and provides residents significant savings on their utility costs. Delaware homeowners learn ways to improve the energy efficiency of their homes through the completion of a subsidized, comprehensive home energy assessment performed by certified contractors. They also receive up to \$200 of energy saving items such as LED light bulbs, showerheads and pipe insulation.



**Contractor conducting a
 HPWES home assessment**

After the assessment, homeowners making recommended energy saving improvements can take advantage of rebates that make energy improvements more affordable. These rebates were increased in 2022 as part of the RGGI Challenge.

Qualifying homeowners may also apply for special 5.99% financing for energy-saving home improvements, up to \$30,000, through the Energize Delaware Energy Efficiency Residential Loan Program.

Burns & McBride Home Comfort, Maichle’s Heating and Air Conditioning Inc., First Class HVAC, SchagrinGAS, Home Performance Group, SABRS Home Comfort Inc., and Aire Serv Heating and Air Conditioning, were nominated by the program for the U.S. Department of Energy Century Club Award for completing more than 100 jobs in 2022. Home Performance Group promoted the most loans and Assisted HP projects. And for a sixth year in a row, Energize Delaware has received an ENERGY STAR® Award. In addition, the program was awarded the Sustained Excellence Award for program delivery.

Home Assessments Completed in 2022.....	3,143	Lifetime Energy Savings	\$7,588,477
Homeowners Receiving Rebates.....	1,752	Annual Energy Savings (MMBtu)	11,217.38
Incentives Awarded.....	\$3,714,516	Annual GHG Emission Avoided (Metric Tons).....	1,166.16
Annual Energy Savings	\$421,582	FY 23 Program Budget	\$8,000,000

TODD HILLIKER



“I would like to compliment the work ethic and professionalism of my auditor. He did a thorough inspection of my home and explained all the different avenues of energy savings and the rebates offered through the Energize Delaware Program. I’ve been a big promoter of the Energize Delaware Program after utilizing the services and will continue to encourage people to take advantage of these great opportunities. Thanks.”

— Todd Hilliker, Felton



In 2022, our ZeMod program won the U.S. Department of Energy's Zero Energy Home's Housing Innovation Award. Beracah Homes also received the award as the builder. One home was set on the homeowner's lot and another home started construction in the factory. The ZeMod is a unique housing option for Delawareans, offering highly energy-efficient appliances in solar powered modular homes. These zero-energy homes produce as much energy as they use, which means no electric or fuel costs.



ZeMod under construction in the Greenwood Beracah factory

ZeMod homes feature super-insulated walls, doors and windows, an all-electric HVAC system which incorporates efficient heat-pump technology, ENERGY STAR® rated appliances and lighting, and rooftop solar.

Energize Delaware provides energy efficiency and renewable energy incentives along with down-payment assistance for income-qualified buyers to ensure the affordability of the homes for low-to-moderate income Delawareans. Energize Delaware partners with Milford Housing Development Corporation (MHDC) to work with families through the application and home ownership process. Beracah Homes and MHDC build the ZeMod homes.

The ZeMod received a number of certifications including DOE Zero Energy Ready Home, ENERGY STAR Certified Homes Version 3.1; EPA Indoor airPlus and EPA WaterSense. The Program Budget for FY 2023 is \$375,000.

Two models are available: the 980 square foot ranch style Solstice and the 1,204 square foot cottage style Sundial.

CINDY DENNIS



"I chose the ZeMod home to ensure that I have the highest energy-efficient home on the market. I did not want to have high bills and not be able to pay them. The team at Milford Housing took me by the hand every step of the way. To say the least, I am ecstatic! Being a single parent who had no other choices but to pay rent and then going on to being a homeowner, there is no greater feeling knowing I did something for my future."

— Cindy Dennis, Laurel ZeMod Homeowner

PRE-WEATHERIZATION PROGRAM

The Pre-Weatherization program helps low-income families in Delaware prepare their homes to meet the requirements and become “weatherization ready” for the State of Delaware’s Weatherization Assistance Program (WAP).

Many potential WAP clients cannot afford the structural home repairs needed to qualify the home, and therefore lose the ability to participate in weatherization assistance.

Participants whose properties have been deferred by WAP for structural reasons are referred to Energize Delaware’s Pre-Weatherization Program to become weatherization ready.

In calendar year 2022, Energize Delaware assisted more than 172 families by providing funding to repair structural issues, such as leaky roofs, broken windows and doors, or moisture in crawl spaces. The Pre-Weatherization Program will inspect homes, hire contractors, schedule repair work, and perform a quality assurance post-inspection, then re-admit these units into the Weatherization Assistance Program.

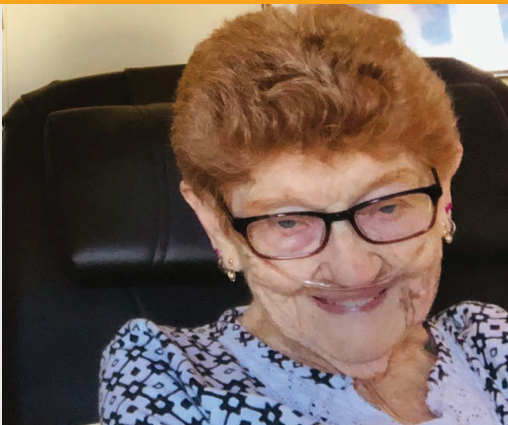
Program participation has increased over the past year, and we have added more contractors. Without this vital Energize Delaware program, these families would not receive the essential benefits of the Weatherization Program.



New roof installation

Participants/Completed Full Weatherization from Start of Program.....	461	Average Incentive to Clients	\$8,414
Number of Participants 2022	172	FY 23 Program Budget	\$1,750,000

HELEN KROL



“This program has helped me out a great deal, and I cannot thank everyone enough. Everyone was very professional throughout the process, and worked as a team to get the project completed.”

—Helen Krol, Bear

The Energize Delaware Affordable Multifamily Housing Program helps building owners identify, plan, and implement energy efficiency and renewable energy upgrades in existing buildings and new construction projects.

Our program delivery partners, New Ecology, Inc., and Elevate Energy, provide technical assistance, financial incentives, and low-cost financing through Energize Delaware. They help affordable multifamily building owners make energy efficiency and renewable energy investments that save money on operating costs, reduce energy use, and improve the living environment for Delaware's low-to-moderate income residents. In 2022, the program increased incentives, and started offering direct install measures such as LED light bulbs, faucet aerators and low-flow showerheads for clients that receive or have received an energy assessment through the program as part of the RGGI challenge.

The program offers a customized, whole-building approach that addresses all utilities. It pursues possible upgrades to the building envelope, HVAC and hot water equipment, in-unit and common area lighting, energy-saving appliances, renewable energy generation, qualified health and safety measures, and water-saving fixtures and equipment. Buildings in this program can take several years to complete the whole process. However, we have several completed projects that received incentives through the program and a growing partnership with the Delaware State Housing Authority to offer low-interest construction loans for new construction and gut rehab projects that exceed the building energy code.



Carrington Way Apartments

2022 Participants.....	24	Potential Annual Energy Savings (MMBtu).....	1,925.8
Energy Assessments Completed in 2022.....	2	Potential GHG Emissions Avoided (Metric Tons).....	175.79
Incentives Awarded.....	\$236,741	FY 23 Program Budget	\$2,900,000
Potential Annual Energy Savings	\$52,501		

BRUCE KRAMER



“It has been an absolute pleasure working with New Ecology in getting Carrington Way Apartments up to date with high-efficiency mechanicals through the Energize Delaware Affordable Multifamily Housing Program. Upgrading 40 year old equipment, figuring out the right system that would be high efficiency, cost effective and fit with the existing structure was not an easy undertaking. I would recommend anyone with an older building to sign up for this program. It comes with a cost to the owner, but it’s money well spent.”

—Bruce Kramer, Capital Realty Group



Through its partnership with the University of Delaware’s award-winning Mid-Atlantic Industrial Assessment Center (IAC), Energize Delaware funds energy assessments for larger and medium-sized buildings operated by nonprofits and local governments in Delaware. Energize Delaware paid 100% of the assessment costs to support agencies as the businesses resume normal operations post pandemic.

University of Delaware students do the energy assessments under the supervision of the IAC directors. The program offers energy-saving solutions for various buildings, including senior centers, community centers, churches, municipal buildings, and firehouses. The budget was increased in FY23 to perform more assessments as part of the RGGI Challenge. Savings between 20% and 30% are typically found after installing recommended upgrades. Participants in this program often take advantage of the Energy Efficiency Investment Fund and the Energize Delaware Low-Interest Commercial Loan Program.



Food Bank of Delaware

Energy audits completed in 2022.....	32	Implemented Annual Energy Savings.....	\$111,758
Potential Annual Energy Savings	\$401,433	Implemented Annual Energy Savings (MMBtu)....	6,289.28
Potential Annual Energy Savings (MMBtu).....	20,598.90	GHG Emissions Avoided (Metric Tons)	701.75
Potential GHG Emissions Avoided (Metric Tons)..	2,082.93	FY 23 Program Budget	\$150,000
Projects Completed in 2022.....	23		

TREVOR TURNER - FOOD BANK OF DELAWARE



“Thank you and your team for the quick response and turn-around on our energy assessment. It looks like we have a few things to look into. I appreciate your efforts and have already made some plans to begin to address areas that can be improved. For a non-profit, every dime makes a difference. Your work will help us considerably.”

— Trevor Turner, Chief Operating Officer



Bridgeville Rifle and Pistol Club

These unique commercial loans are structured to be cash positive from day one. In most cases, annual energy savings are greater than annual loan payments. The program’s objective is to encourage energy efficiency, solar system construction, and greenhouse gas reduction measures. The result is lower utility bills for customers and reduced environmental impact.

The Energize Delaware Low-Interest Commercial Loan has a track record of providing low-interest loans for businesses, farms, non-profits, houses of worship, and school districts to reduce their energy bills by improving the efficiency of their operations and constructing solar systems. 2022 was another strong year, closing 9 loans totaling \$3,009,217 with the average loan size of \$334,357. Loans ranged from a \$21,500 loan for an energy-efficiency improvement at a toy shop to a \$1,562,028 loan for combined energy efficiency measures and solar for a Senior Housing Project in Milford.

Total Loan Amount For new Loans Closed.....	\$3,009,217	in Repayment (MMBtu).....	6,618.76
Number of New Loans Closed.....	9	Annual GHG Emissions Avoided by New Loans	
Total Value of New Loans in Repayment	\$2,112,184	in Repayment (Metric Tons).....	971.78
Annual Energy Savings of New Loans	\$193,998	FY 23 Program Budget.....	\$6,000,000
Annual Energy Savings of New Loans			

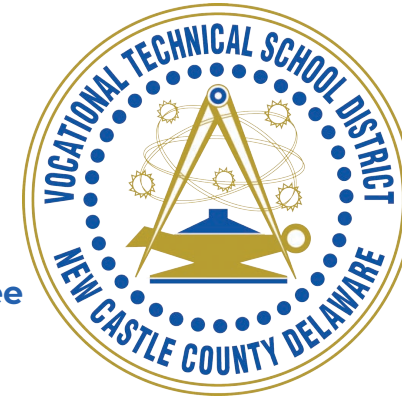
JEFF HAGUE — BRIDGEVILLE RIFLE AND PISTOL CLUB



“Our Board decided to reduce our electrical usage. After selecting a contractor, we looked into financing options. We were familiar with your programs, and with some guidance from the Public Service Commission, we contacted the folks from Energize Delaware. The interest rate was well under what our bank could offer. The process of securing the loan was very easy. The folks were easy to work with and their help with all the legal aspects was very beneficial.”

—Jeff Hague, Bridgeville

ENERGY-SAVING PERFORMANCE CONTRACTING AND FINANCING



Since its founding, Energize Delaware has been using its authority to finance Energy Saving Performance Contracts (ESPC). Designed for state agencies and school districts, ESPC's use utility cost savings to finance construction through pre-qualified Energy Service Companies that offer guaranteed energy savings. Energize Delaware offers three financing options: Tax-Exempt Bonds, Tax-Exempt Master Leases, and Direct Loans.

In 2021 a Master Lease Agreement with the Bank of America was added to the tax-exempt financing toolbox. Under the original agreement they would finance up to \$30 million for energy saving projects. In 2022, an amendment was approved bringing the maximum up to \$100 Million. In addition, as part of the RGGI Challenge Strategy, a grant for ESPC projects was rolled out. Grants of up to \$ 1 Million will be offered so that projects can be funded up to the maximum allowed under the law. The law allows funding up to what the energy savings support.

In 2022, a Letter of Intent with New Castle County Vocational and Technical School District (NCCVT) was established to do major energy efficiency improvements at three of its high schools. It also plans to construct a solar system to offset its electric costs. The district has been working with Seiberlich Trane on an investment grade energy audit which will guide the improvements planned for 2023. NCCVT plans on financing the \$10 to \$15 million projects through the Tax-Exempt Master Lease Program.



The Pathways to Green School Program continues to assist schools in becoming energy efficient by providing mini grants for students eco-action and green team projects, free energy assessments and assistance with energy benchmarking in ENERGY STAR® Portfolio Manager. This program is administered by Green Building United, one of our program partners.

Practical Energy Solutions provides participating schools with energy assessments that include student participation and collaboration with teachers on energy curriculum. This year, energy assessments were done on-site with follow-up with the students in person vs. virtually. In 2022, mini grants were increased as part of the RGGI Challenge.

Energize Delaware helps get the green teams at the schools off the ground and helps them grow their sustainability initiatives; however, the leadership of the teachers, students, and administrators keeps the momentum going to bring about positive change.



AP Environmental Science Class

Total Schools Enrolled in Portfolio Manager	71	Potential Annual Energy Savings (\$).....	\$25,846
Schools Receiving Mini Grants in 2022.....	10	Potential Annual Energy Savings (MMBtu).....	1,258.40
Total Grant Amount.....	\$28,650	Potential GHG Emissions Avoided (Metric Tons).....	136.37
School Assessments Completed in 2022	2	FY 23 Program Budget	\$195,000

CHRISTOPHER DUVALL — APPOQUINIMINK HIGH SCHOOL



“The Appoquinimink High School environmental science students are very grateful to receive funding for their native Pollinator Garden. Over two dozen native species of plants, shrubs and trees with bloom times between April and October were chosen to be planted along several rows of buried, drip irrigation hose made from recycled rubber.”

—Christopher Duvall, Science Teacher



Simpson UMC - Wilmington

The Faith Efficiencies Program provides a wide range of energy resources, including energy assessments, remediation strategies, funding options and ongoing cost-saving energy education to faith communities throughout Delaware in cooperation with our program partner, Delaware Interfaith Power and Light (DeIPL). The University of Delaware Industrial Assessment Center (IAC) performed many assessments for this program.

The program also offers faith communities Home Performance with ENERGY STAR® workshops and Earth Care Displays to provide further energy education and resources. In 2022, DeIPL launched a SEED grant program in partnership with Energize Delaware to provide up to \$6,000 in funding for energy efficiency upgrades identified through the assessment as part of the RGGI Challenge.

DeIPL’s mission is to rally faith communities to address the causes and impacts of climate change by empowering them to adopt creative, effective, and affordable energy conservation, energy efficiency and renewable energy strategies.

The Climate Conversations initiative fosters opportunities to encourage open and respectful dialog among diverse audiences about climate change-related issues and identify areas of shared concern. This initiative aims to create environments where people feel encouraged and empowered to discuss topics related to climate change. In 2022, these sessions were primarily offered virtually through partnerships with interested organizations.

Note: Eleven assessments were completed by IAC in 2022 and are included in the data for Energy Assessments for NonProfits.

Number of Assessments in 2022.....	4	Potential Annual GHG Emissions Avoided	
Incentives Awarded	\$5,986	(Metric Tons)	36.25
Potential Annual Energy Savings (\$)	\$7,087	FY 23 Program Budget	\$300,000
Potential Annual Energy Savings (MMBtu).....	343.60		

DAN CLARK — SIMPSON UNITED METHODIST CHURCH



“On behalf of Simpson United Methodist Church, we would like to thank Energize Delaware and Faith Efficiencies Program who guided us through the energy audit process and the application for the energy remediation grant that allowed us to upgrade our outdated parking lot lighting to more energy and cost efficient ones thus, reducing our carbon footprint. We hope to work together on other projects in the future.”

—Dan Clark, Wilmington

Energy Checkups and Funding

The Energize Delaware Farm Program provides a comprehensive approach to help Delaware’s farmers reduce their energy costs through energy efficiency improvements and renewable energy.

EnSave, our Program Partner, works with the farmer to create a customized road map for installing energy efficiency improvements on the farm. The program can assist poultry and egg farmers, greenhouses, dairies, other livestock operations, vegetable growers, orchards, and other agricultural operations.

Grants for energy-efficient equipment, energy assessments, low-interest loans, and guidance for accessing other state and federal programs for energy efficiency and renewable energy projects are among the offerings to farmers through this program. Eligible equipment may include, but not limited to tunnel doors, energy efficient lighting, efficient motors and controls, poultry house insulation, irrigation pump replacement, sprinklers, nozzles & regulators, and more. Incentives for this program were increased as part of the RGGI Challenge.



Poultry House Auditor

Participating Farms in 2022.....	4	Incentives Awarded.....	\$85,000
Assessments Completed	4	Implemented Annual Energy Savings	\$23,653
Technical Assistance Reports	5	Implemented Annual Energy Savings (MMBtu).....	1135.05
Potential Annual Energy Savings	\$10,190	GHG Emissions Avoided (Metric Tons)	53.88
Potential Annual Energy Savings (MMBtu).....	835.60	FY 22 Program Budget	\$1,320,000
Potential GHG Emissions Avoided (Metric Tons).....	52.3		

LOU ANN RIELEY WITH GRANDCHILDREN



“Our poultry farm has benefited greatly by working with Energize Delaware. We have been able to make energy saving upgrades like insulated tunnel doors, solid sidewall installation, energy efficient radiant heat and foundation repairs on our poultry houses. The Energize Delaware staff is friendly, knowledgeable and always looking for ways to help us save energy in our operation.

They want to see small family farms like ours succeed in a competitive environment where every penny saved in energy costs can help us stay profitable and pass our agricultural legacy on to the next generations.”

— Lou Ann Rieley, Millsboro



**10,000th
 Home Served**

The Energize Delaware Lights-On Program has served vulnerable communities throughout the State since 2017. The goal of the program is to increase neighborhood safety in participating communities by improving exterior lighting. Since 2017, more than 10,000 homes have received porch LED dusk-to-dawn lights through this program.

Our partner, The HELP Initiative, Inc., identifies neighborhoods that are experiencing high levels of crime, then program representatives go door-to-door to improve the exterior lighting, identify health and safety risks, and provide energy education to residents. Local governments and police agencies are supporting and encouraging this effort in their communities.

Community outreach events are also offered through this program. The HELP Initiative team also provides information on other Energize Delaware programs, such as the Home Energy Check-up and Counseling program, and the Weatherization Assistance Program that may benefit the residents in the communities.

Homes Served in 2022	3,757	Annual GHG Emissions Avoided (Metric Tons).....	291.17
New LED Lights Installed.....	7,595	FY 22 Program Budget	\$825,0000
Annual Energy Savings	\$77,528		
Annual Energy Savings (MMBtu)	1,991.21		

BRENDA HALL



“Thank you so much for ALL your help! We really needed everything your program offered. The ladies that did the work were awesome and professional.”

—Brenda Hall, New Castle



ENERGIZE DELAWARE
Residential Solar Loans
Low Interest Loans

The Energize Delaware Residential Solar Loan program offers low-interest loans designed to encourage the purchase of solar systems for residential homes in Delaware. In 2022 the program approved 159 loans, with an average loan amount of \$14,414. In total, \$2,291,914 in loans were approved.

The installation of these customer-sited, and owned systems results in customer utility bill savings, reduction in the environmental impact of energy production, delivery, and use, and will promote local job growth in the solar installation industry.

Loans can range from \$3,000 to \$30,000 with a fixed-interest rate of 3.99 % and a term of up to 10 years. The loan amount cannot exceed 70 percent of the total project cost.

Energize Delaware partners with InClima Solutions to service the residential solar loans and the residential energy-efficiency loans offered to eligible participants in the Home Performance with ENERGY STAR® Program.



Karl Upchurch Residence

Homes Served in 2022	129	Capacity of Solar Systems kW (closed loans).....	1,380,375
Value of New Loan Applications	\$1,873,474	Annual GHG Emissions Avoided (Metric Tons).....	876.36
Annual Energy Savings	\$208,944	FY 23 Program Budget	\$2,500,000
Annual kWh Production	1,741,204		

KARL UPCHURCH



“ The Energize Delaware Solar Loan Program enabled me to install solar for my house. It made it easy and affordable. I only wish I had known about the program sooner. Since installing solar, we have seen a dramatic decrease in our utility bill, and the solar incentive is an extra bonus on top of the cost savings. The entire application process was simple and straightforward. I was amazed by how little time it took to apply and get approved. The repayment process has been very manageable and straightforward.”

— Karl Upchurch, Newark



Home Energy Checkups & Counseling

A Visit from an Expert

The Home Energy Counseling and Checkup (HEC2) Program is now in its fourth year. It seeks to empower Delaware’s economically vulnerable populations by providing access to high-quality energy efficiency education, products, and services.

This program is offered through a partnership with Franklin Energy Services, The HELP Initiative, Inc., all three Delaware Habitat for Humanity affiliates, and Milford Housing Development Corporation.

A multi-pathway approach is used to engage organizations by cultivating partnerships in the community, offering tailored energy workshops, offering “Pop-Up” energy counseling centers and providing in-home energy counseling and energy checkups. For example, an energy advisor will come to the home and check the condition of insulation, heating and air-cooling systems, lighting, appliances and identify simple ways to help the residents save energy and money. The energy advisor may also install FREE energy-saving products such as LED light bulbs, faucet aerators, efficient-flow showerheads, and water-heater pipe insulation during the home visit.



Children learning about weatherization

Home Checkups Completed in 2022	545	Annual Energy Savings (MMBtu)	1020.06
Incentives Awarded	\$37,093	Annual GHG Emissions Avoided (Metric Tons).....	130.59
Annual Energy Savings	\$35,084	FY 23 Program Budget	\$700,000

MARY HARLEY



“I am very pleased to write this note to express my absolute delight with your Energize Delaware Home Energy Checkup Program. This program has been a true Godsend. The day your auditor was at my home my refrigerator went on the blink. Because of his referral, I now have a brand new one. He replaced every light bulb with LEDs and installed water saving measures. Kudos to Energize Delaware and its service to seniors like myself.”

— Mary Harley, Wilmington



ENERGIZE DELAWARE
Empowerment Grant
 For Delmarva Power Customers

The Empowerment Grant, funded by the merger between Exelon and Delmarva Power authorized by the Delaware Public Service Commission, successfully allocated \$4 Million in energy-efficiency grants for underserved communities — New Castle County \$1.5 million, Kent County \$800,000 and Sussex County \$1.3 million.



Refrigerator Replacement Program

One of the most innovative programs is Sussex County Habitat for Humanity’s Insulated Skirting for Manufactured Homes Program, which completed 38 projects. The insulated skirting decreased energy costs by 25% and prevented damage to water pipes, rotting floorboards, and protected the undercarriage of manufactured homes from other hazards.

The New Castle County Habitat for Humanity’s Statewide Refrigerator Replacement Program has replaced 423 old refrigerators with ENERGY STAR® refrigerators and has an expected energy savings of 17,065 kWh.

We thank New Ecology, Applied Energy Group, ARCA Recycling, Delaware Interfaith Power and Light, Wilmington Senior Center, and Kingswood Community Center for their continued dedication to providing services to thousands of households in the Delmarva Power Service territory through this grant and laying the groundwork for the Energy Equity Fund.

Number of Grants Awarded in 2022	5	Annual Energy Savings (MMBtu)	6,761.32
Total Grants Awarded in 2022	\$1,879,739	Annual GHG EmEissions Avoided (Metric Tons)	506.74
Annual Energy Savings.....	\$47,241.87	FY 23 Program Budget.....	\$3,215,000

MICHAEL ABERNATHY



“I can already feel the difference. Before, with all the openings and holes in the skirting, I could feel drafts coming up from the floor. I do not feel that anymore and the floors are warmer. I love it!”

—Michael Abernathy, Milton

The Empowerment Grant powered by the Energy Equity Fund’s mission is to bring clean, cost-saving energy to underserved communities; train a diverse workforce; and link energy-efficiency to healthy homes and small businesses.

The Grant received \$2.5 Million from the American Rescue Plan Act (ARPA); \$2 Million from Energize Delaware and \$500,000 from corporate and foundation fundraising.

Awarded the Energy Resilient and Healthy Homes Project (over three years)

- Sussex County Habitat for Humanity \$650,000
- Habitat for Humanity of New Castle County \$650,000
- Milford Housing Development Corporation \$650,000

The first Empowerment Efficiency Grant awarded \$74,704 to Elsmere Volunteer Fire Company for energy efficiency upgrades.

Through the partnership with Roofs from the Heart Foundation and G. Fedale, the Roof and Resilient Homes Grant provided \$25,000 for a new roof installation and energy efficiency measures funded by Energize Delaware.



New Roof Recipient

WILLIAM WISNER - ELSMERE FIRE COMPANY



“The Empowerment Grant Program has allowed the Elsmere Fire Company to be a better steward for our community by reducing our carbon footprint and converting completely away from oil fed equipment. The firehouse and the community we serve are now healthier due to this grant!”

—William Wisner, Treasurer



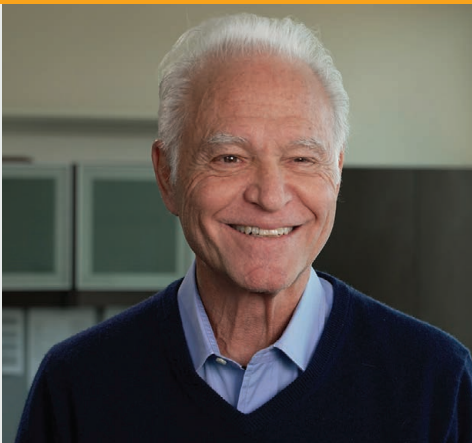
The Commercial Delaware Property Assessed Clean Energy Program (D-PACE) administered by Energize Delaware enables building owners to seek private sector financing for clean energy and energy efficiency projects through a voluntary property assessment in cooperation with Delaware’s Counties. Assessment financing brings several advantages to building owners and lenders. There were two new Capital Providers added to the program for a total of 12 registered Capital Providers.

Three D-PACE financing deals were closed in 2022. Together, these funded a record \$26.1 million in projects. The projects include energy efficiency renovations at the Milford Wellness Village, which was formerly the Milford Hospital. There were two new construction projects funded: the Cypress Grove Apartments in Georgetown, and the Delmarva Corrugated Packaging Plant in Dover. Delmarva Corrugated Packaging is the first manufacturing plant to be funded through D-PACE financing. New construction projects are built to be 20% more efficient than the Delaware State Energy Code.

Delmarva Corrugated Packaging

Projects Completed in 2022.....	3	Projected Annual Energy Savings (MMBtu).....	9,565.2
C-PACE Financing.....	\$26,119,306	Annual CO Emissions Avoided (Retrofit Only).....	556.05
Projected Annual Energy Cost Savings.....	\$1,988,064	FY 23 Program Administration Budget.....	\$145,000

DENNIS MEHIEL — DELAWARE CORRUGATED PACKAGING



“At Delmarva Corrugated Packaging (DCP) we have been steadily improving our energy sustainability profile; Delaware Sustainable Energy Utility (DESEU) has been an invaluable partner in that effort. Energize Delaware’s pioneering programs help businesses like ours identify energy savings opportunities along with unconventional financing sources to construct a building with a greener design. In our case, this has supported completion of one of the most energy-efficient light industrial manufacturing facilities in the state of Delaware.”

— Dennis Mehiel , Principal - Delaware Corrugated Packaging

MARKETING

In 2022 we expanded Energize Delaware’s brand visibility across Delaware. More people are taking notice from all income levels and are participating in our programs.



With rising demand for solar energy, we worked with a group of stakeholders and our Program Partner, InClimate, to create a new educational website, **SolarDelaware.org** to inform and help Delawareans understand solar energy before they decide to invest.

We launched the “We Believe In Good Energy” Campaign, co-created with Aloysius Butler & Clark of Wilmington. The campaign targeted congested corridors in Delaware and contributed to increased brand recognition. Billboards, both digital and fixed, were posted in all three counties and a few DART buses had signs on the exterior. The campaign also ran in social media ads and posts.



Financed by Energize Delaware, signs were placed on construction sites in Delaware. As our programs grow, more portable recognition/marketing signs will be found on sites across the state.

We sponsored a permanent exhibit at the Delaware Agricultural Museum that features the Board Chair Harris McDowell’s family farm, our ZeMod program, and Energize Delaware’s Farm program.



We have a golf tee sign advertising our Residential Solar Program on the 14th hole of the Garrison Lake Golf Course.

In all, 2022 was a good year for media coverage. Energize Delaware’s publicity ranged from statewide to local community newspapers, magazines, and television.



Energize Delaware Website Users	71,125	Facebook Impressions.....	4.2 Million
Page Views.....	183,355	Facebook Paid Reach	346,275
Solar Delaware Website Users (launched Oct.).....	492	Instagram Page Reach.....	38,000
Page Views	1,152	Instagram Page impressions.....	58,000
Page & Profile Reach across Facebook, LinkedIn, and Instagram	2.27Million	LinkedIn Page Reach.....	3,700
		LinkedIn Page Impressions.....	6,500

Delaware Business Times

PROGRAM RESULTS

Energy Savings Data from New Completed Projects

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 ²	\$421,582	\$7,588,476	11,217	201,913	1,166.16
Home Energy Counseling and Checkup ³	\$35,084	\$631,512	1,020	18,361	130.59
Online Marketplace	\$47,916	\$862,488	2,377	42,788	245.24
Low-Interest Commercial Loans	\$190,194	\$3,423,492	55,114	992,052	2,546.87
Energy Assessment for Nonprofits	\$111,758	\$2,011,644	6,289	113,202	701.80
Farm Program	\$23,653	\$425,754	1,135	20,431	53.88
Residential Solar Loan	\$208,944	\$3,761,001	5,941	106,938	878.36
Lights-On	\$77,528	\$1,395,505	1,991	35,842	272.21
D-PACE	\$1,988,064	\$35,785,155	9,565	172,174	556.05
Empowerment Grant	\$47,242	850.354	6,761	121,704	506.74

Potential Savings Found Through Energy Assessments

Program	Annual Energy Savings	Lifetime Annual Savings	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions (GHG) Avoided Metrics Tons
Energy Assessments for Nonprofits	\$401,433	\$7,225,794	20,599	370,780	2,082.93
Pathways to Green Schools	\$25,846	\$465,228	1,258	22,651	136.37
Faith Efficiencies	\$7,087	\$127,566	344	6,185	36.25
Farm Program	\$10,190	\$183,420	836	15,041	52.30
Affordable Multifamily	\$52,501	\$945,018	1,926	34,664	175.79

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

²Home Performance is a cost-sharing program.

³HEC² is a cost-sharing program.

NOTE: Energy Savings Performance Contracting (Bonds), Affordable Multifamily, and ZeMod Programs didn't have any new projects completed in 2022. D-PACE Program only reported GHG reduction from retrofit projects.

LOOKING FORWARD

A NEW EXECUTIVE DIRECTOR – With the retirement of our first Executive Director Tony DePrima after serving the organization 11 years, the DESEU Board appointed Drew Slater as his successor. For the past six years Drew has served as Delaware’s Public Advocate where he built a solid reputation of standing up for consumers in seven public utility rate cases, and two utility mergers. Drew brings a deep knowledge of energy, is well networked in Delaware, and brings a deep belief in sustainability. Drew understands that Delaware, like the world, is experiencing an energy transformation and hopes to help usher it in. Tony DePrima will continue to serve Energize Delaware on a part-time basis to assist with the transition as needed.

MEETING THE RGGI CHALLENGE – We are looking forward to maturing the RGGI Challenge Programs launched in late 2022 including EV Grants for Local Governments, Solar Grants for School Districts, and Solar Grants for Libraries. In addition, a series of new solar grant programs for community solar and higher education are planned. Also, we will roll out a Small Business program modeled after the Home Performance with ENERGY STAR® program where small businesses can receive low-cost energy assessments, energy efficiency rebates, and low- interest financing.

STRATEGIC PLAN – In 2023, we will finalize the five-year Strategic Plan, which will serve as a guidepost for future programs and initiatives. The goal is to map over the next five years how Energize Delaware will work toward its mission of “Inspiring sustainable energy solutions for a thriving environment and economy”. It will describe potential expansion of existing programs and ideas for new programs and new initiatives.

EXPANDING ENERGY EDUCATION – The need for expanding Energize Delaware’s role in educating businesses and customers about all aspects of energy has come across loudly when surveying stakeholders for the strategic plan. In 2022, we began to step up our education efforts by funding the Solar Delaware website, and informational workshops and programs for wind energy education, as well as providing training for energy assessment contractors to become

Building Performance Institute (BPI) certified. In 2023, we will begin to expand our role in educating consumers and businesses and promote workforce development.

MODERNIZING COMMERCIAL LENDING - Our commercial loan program has grown significantly over the years to the point where it was necessary to move it from paper-based applications and internal servicing to a more modern online application process and professional third-party loan servicing. The transformation should be completed in the first half of 2023.

GRID MODERNIZATION – In 2022, the University of Delaware’s Institute of Energy Conversion was engaged to survey Delaware’s eleven electric utilities to determine their capability to perform “Distribution Planning”. Distribution Planning is critical to modernization of Delaware’s electric transmission and distribution grid so that it could fully support Delaware’s renewable energy and carbon reduction goals. In 2023, the goal is to fund one or two pilot distribution plans for utilities that would want, and need assistance.



DELAWARE SUSTAINABLE ENERGY UTILITY FINANCIAL STATEMENTS

Below are comprehensive financial statements excerpted from the Delaware Sustainable Energy Utility's Fiscal Year 2022 (July 1, 2021–June 30, 2022) audit performed by the accounting firm of Whisman, Giordano & Associates LLC, Certified Public Accountants, Newark, Delaware. Complete audited statements are available upon request.

BALANCE SHEET AS OF JUNE 30, 2022

Assets	
Cash and Cash Equivalents	\$15,797,074
Investments	\$24,711,336
Other Current Assets	\$7,188,985
Program Receivables (Bonds)	\$70,203,872
Net Program Loans Receivables	\$32,618,630
Net Fixed Assets	\$147
Limited-Use Assets Held by Trustee	\$5,105
Total Assets	\$150,525,149
Liabilities and Net Assets	
Accounts Payable	\$5,229,204
Bonds Payable	\$60,393,242
Net Assets	\$84,902,703
Total Liabilities and Net Assets	\$150,525,149

STATEMENT OF REVENUE AND EXPENSES AS OF JUNE 30, 2022

Revenue	
Program Service Revenue	\$10,990,380
State of Delaware - RGGI	\$23,392,383
Other Income	\$2,341,803
Total Revenue	\$36,724,566
Expenses	
Program Activities	\$17,811,592
Support Services	870,372
Total Expenses	\$18,681,964
Change in Net Assets	\$18,042,602

OVERSIGHT BOARD



Harris B. McDowell III
Chairman and Co-Founder
Retired Delaware State Senator



Dr. John Byrne
Honorary Member and Co-Founder
Director, UD Center for Energy and
Environmental Policy



Michael J. Chajes, Ph.D.
Professor, Department of Civil
and Environmental Engineering,
University of Delaware



Dayna Cobb
Director, DNREC Division of Climate,
Coastal & Energy



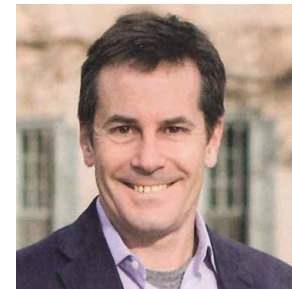
Sean Finnigan
Chief of Staff, Delaware House of
Representatives



Shawn M. Garvin
Secretary, Department of Natural
Resources and Environmental
Control



Stephanie L. Hansen
Delaware State Senator



Richard I.G. Jones Jr.
Vice Chairman
Board Member



Kristopher E. Knight
Treasurer/Secretary
Deputy Secretary of State



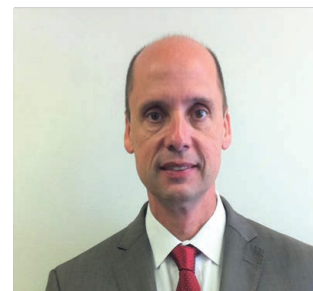
Ric Moore
Board Member



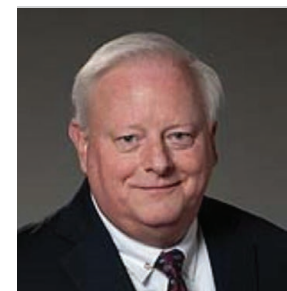
W. Charles Paradee III
Delaware State Senator



Andrew Slater
Delaware Public Advocate



Robert Underwood
Energy Administrator, DNREC-DCCE



Frank Murphy
General Counsel

STAFF



L to R: **Fritz Rodriguez**, Office Mgr.; **Kassandra Rodriguez**, Program Mgr.; **Keith Modzelewski**, Program Mgr.; **Robin Coventry**, Communications & Marketing Mgr.; **Tony DePrima**, Executive Director; **Traci Evans**, Program Mgr.; **Suzanne Sebastian**, Deputy Director; **Athena Bi**, Program Mgr. for Research & EMV; **Jim Purcell**, Dir. Development & Programs



ENERGIZE DELAWARE[®]

SUSTAINABLE ENERGY UTILITY

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