

**Energize Delaware Programs**



**Empowerment Grant** – The Empowerment Grant has awarded \$2M to three organizations: Habitat for Humanity of New Castle County, Sussex County Habitat for Humanity, and Milford Housing Development Corporation for the Energy Resilient and Healthy Homes (ERH2), with the vision of improving Delaware homes to be made safe, affordable, comfortable, durable, and resilient-- resulting in improvement in population health, energy efficiency and reduction in greenhouse gases. The fall grant cycle for the larger Empower Neighborhood and Empower Ecosystem Grants will close November 18, with the small Empower Efficiency Grant remaining open. The Empowerment Grant has partnered with Roofs from the Heart Foundation to

provide families with completely new roof installations and energy efficiency measures funded by Energize Delaware. For more information on this opportunity, visit [RoofsFromTheHeart.org](https://www.RoofsFromTheHeart.org). Work groups will be created following the two forums: Greening Minority-Owned Small Businesses and Workforce Development, with the intention of attracting grants. For more information, please visit our website, “Like” us on Facebook, and Follow us on Instagram, Twitter, and LinkedIn. [www.EmpowerGrantDE.org](https://www.EmpowerGrantDE.org)

**Lights On-Delaware Strong** – On October 27, the program reached a milestone of 10,000 homes receiving lights. This installation was completed in Dover Air Mobile Home Park and staff from Energize Delaware joined the team to install lights in this community. The Lights On Delaware team is working with civic organizations, property management agencies, local officials, policing agencies and rural areas with high criminal activity to improve energy efficiency and improve safety in these communities with the installation of dusk-to-dawn LED porch lights and solar motion sensor lights in some poorly lit areas. We are working to enter energy savings data into Energy Orbit. *Photo: HELP Initiative and Energize Delaware Staff with the 10,000<sup>th</sup> homeowner to receive services through this program.*



**RGGI Challenge Programs –**

**EVs for Delaware Local Government Fleets** Program - We participated in a webinar to review the grant application in coordination with the UD Institute of Public Policy and the DNREC Clean Transportation Team and the Delaware Clean Cities Coalition on Sept. 21. A webpage for this program has been added to our website. We launched the program on Oct. 15, and we received two applications to date (City of Newark and City of Seaford). We are meeting with other municipalities and New Castle County to review their interest and answer any questions they have about the program. And several municipalities are looking into applying for feasibility studies – (Dover, Milford, and Millville). We have learned that many of the municipalities are interested in ordering the F150 Lightning Pickup Truck which currently has at least a **2-year delivery delay**. We are having discussions with the municipalities to determine other vehicle options may fit their needs. We are finalizing the grant award documents, reporting requirements, vehicle and project signage requirements, and plan to award grants for complete applications prior to the end of the year.

**Solar for Public School Districts** – We have sent out the draft application to a team of school officials, solar contractors, and other colleagues to review the application and provide feedback prior to program launch. We are also planning to host a webinar to review the application with potential applicants. A webpage is being designed for this program and will go live once the program is launched. We plan to launch this program prior to the end of the calendar year.

**Solar for Public Libraries** – We have had several meetings with the Division of Libraries, Library staff and some design consultants and architects who are under contract for new libraries or library upgrades. We are drafting the grant application for this program and like the other RGGI Challenge Programs, we will be hosting a webinar to review the grant application requirements and developing a webpage for this program. We plan to launch this program in early 2023.

**Solar for Public Colleges and Higher Education** – This program is still very early in the discussions phase. We have started to draft an application and like the other RGGI Challenge Programs, we will be hosting a webinar to review the application requirements and developing a webpage for this program. We plan to launch in the first quarter of 2023.



**Faith Efficiencies** – Program participation and interest has increased as a result of the SEED Grant offering. Virtual and in-person Home Performance presentations are being coordinated with participating faith organizations. We are reviewing options to increase the number of auditors to complete assessments for faith communities and the increased need for trained staff to deliver workshops because of increased participation. Earth Care Energy & Climate Displays are set up for congregations in the faith communities and are being coordinated upon request. For more information contact Shweta Arya, Executive Director for Delaware Interfaith Power & Light. [Shweta.arya@delawareipl.org](mailto:Shweta.arya@delawareipl.org) *Photo of Resurrection Parish, Wilmington, Delaware.*

**Climate Conversations** – Coordination continues with various organizations interested in hosting Climate Conversations. Five Climate Conversations were held during this reporting period and all scheduled events are being promoted on Instagram and Facebook. For additional information contact [Shweta.arya@delawareipl.org](mailto:Shweta.arya@delawareipl.org)

**Pathways to Green Schools Program** –Green Building United had a staffing change and Karen Igou is the new contact for our program. Meetings were held with Practical Energy Solutions, the energy auditing firm for the program, and the national Wildlife Federation for coordination of Green School and Green Flag awards. Karen is looking into the potential for a teacher workshop will be held within the next few months. Planning meetings for the Youth Environmental Summit are also underway. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Energy Savings Database.

**Home Performance with ENERGY STAR Program** – Program participation continues to grow month over month. We held a contractor’s workshop in October and had over 30 contractors in attendance. 86 contractors are enrolled in the program, and we continue to get interest from new contractors to join. The contractor scorecard will be updated semi-annually and posted on the website. The Best Practices Working Group (BPWG) will meet in November to discuss any issues contractors are experiencing in the field and future training needs for contractors such as duct blasting and additional BPI Energy Auditor Training. There are still some supply chain issues for higher efficiency equipment. The need for a skilled and trained workforce continues. We are collaborating with other partners and the Empowerment team to leverage resources and increase awareness & need for a skilled workforce. 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.

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	459	333	146									1208
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	163	157	152									604



**HP & HEC2 Outreach Events** – October 28 Trunk or Treat at Seaford Boys and Girls Club was a huge success giving out 300 coloring books, 100-night lights, 192 four pack LED light bulbs and 130 info bags with program brochures and energy saving tips. Home Performance outreach workshops for Faith communities participating in Faith Efficiencies Program for Unity Lutheran Church in Wilmington, St. Andrew’s Lutheran in Dover, and Whatcoat United Methodist in Dover. A virtual weatherization workshop is scheduled for November 10.



**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 continue to refer clients and deliver 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.

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	68	53										179
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	66	17										190
FY24													-
FY25													-

**Facebook Live Events:**

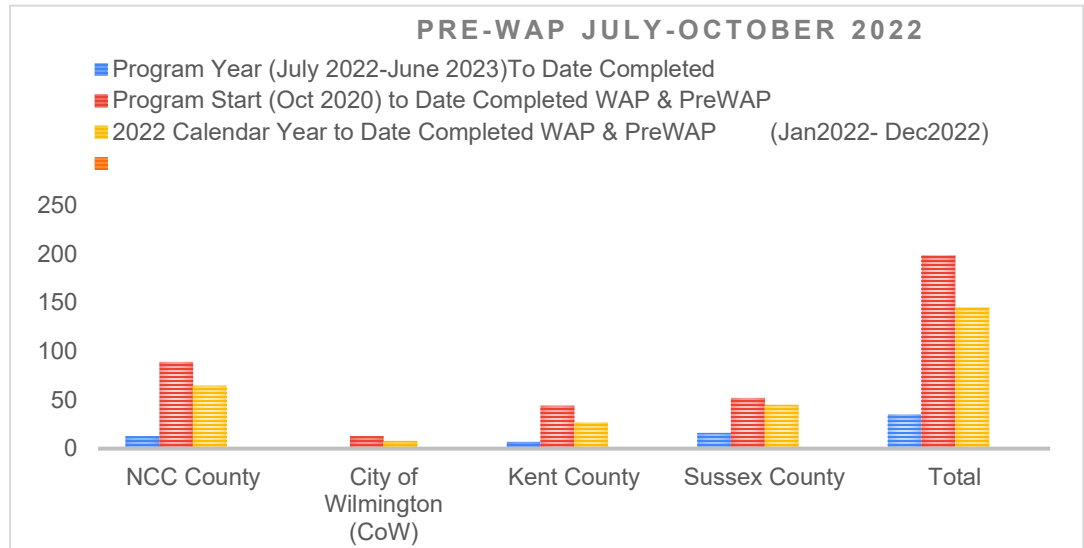
Title	Topic	Air Date	Live Viewers	Current Views	Marketing Boost
<b>AUGUST</b>					
Roofs from the Heart	New Empowerment Program with G. Fedale Roofing	8/4/22	8	3,100	Yes
Exploring costs & incentives for solar	Residential solar costs	8/18/22	7	90	No
<b>SEPTEMBER</b>					
Climate Conversations	Delaware Interfaith Power & Light	9/15/22	2	671	Yes
<b>OCTOBER</b>					
What’s Draining You?	Energy vampires	10/6/22	5	300	Yes

**Energy Assessments for Non-Profits** – Eighteen energy assessments have been completed in FY 23; with 11 completed this report period. Increased volume is due to collaboration and leveraging of resources with the Empowerment Grant and Faith Efficiencies program. Both programs are looking for additional auditor since the UD IAC program has limited capacity with audits completed by students and professors. Clients served include Lewes & Christiana Fire Stations, Delaware Veterans Home, People’s Church, and others. Follow-up meetings are being scheduled to review the recommendations and provide clients with information about our Low-Interest Loan program, rebates through the Energy Efficiency Investment Fund, Faith Efficiencies SEED Grants and the Empowerment & Energy Equity Fund programs. 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) delivers Pre-WAP & WAP services in Delaware. WAP & Pre- WAP work has started to increase over the past few months. 56 deferrals have been sent to Pre-WAP since July and 34 projects are in process. 17 homes have received both WAP and Pre-WAP services this Fiscal Year. ECA added several contractors to complete repairs 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. New applicants are being referred to our program through NRCS. A total of 52 loan applications have been completed and submitted through the program, totaling over \$9.7 Million in projects. Other applications are in process. October report has not yet been received.

Audits complete to date	76
Technical Assistance Reports Completed to date	27
Incentives Paid in FY 23	\$45,553
Number of incentive payments to date	77
Approved Incentives for projects in process	\$146,123



**Affordable Multifamily Housing Program** – This program now includes Direct Install Measures and increased incentives for prescriptive type measures like Lighting, Domestic Hot Water, HVAC, Toilets, Air Sealing, and Insulation. New Ecology, Inc., (NEI) has started contacting property owners to inform them of the program expansion and is concentrating on those that have received audits and not yet moved forward with the upgrades. 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 by the end of the calendar year. Heat pumps and HVAC work is underway for 818 N. West Street (Wilmington). Proposals and bids are being reviewed for various projects at Marshall Manor (Milford), Colonial Court Apartments (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 end of the year. 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) and design drawings are being reviewed for these projects. November report not yet received at the time report prepared. *(Picture of 818N. W. Street Wilmington)*

**ZeMod** – The new ZeMod home in Laurel should be completed in December for the family to move in. Another client has been approved and the home is set to come out of the Beracah plant in early December. This home will be set in Knoll Acres where there is another ZeMod which was the model home. Russ Huxtable has moved on from MHDC and the team is searching for a replacement for his position. One more family is in the pipeline and working through the mortgage and program application process. The Greenwood development process is slow; it is now awaiting approval from DNREC on the Stormwater plan resubmittal and approval from Sussex County for sewer design. Sussex County just took over sewer district from the Town of Greenwood. 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** – Program interest in growing for this program. There were 77 orders in October and 1,965 visits to the online store. Top products included the Nest Learning Thermostat, the ecobee Smart Thermostat Premium and the Sensi Touch Smart Thermostat. We are collaborating with Delaware Electric Cooperative to advertise our online marketplace in their newsletters in the Spring. Promotion and marketing is

completed through emails, Facebook Ads and Google Ads, and we started collaborating with Angie Bivens (Franklin Energy) on outreach efforts to offer special discounts on the Marketplace at home energy workshops and other tabling 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>

New promotions are launched each month and LED holiday lights are on sale at 40% off through December 15. <https://energizedelawaremarketplace.com/holiday-lights/>



**Energize Delaware Loan Programs:**

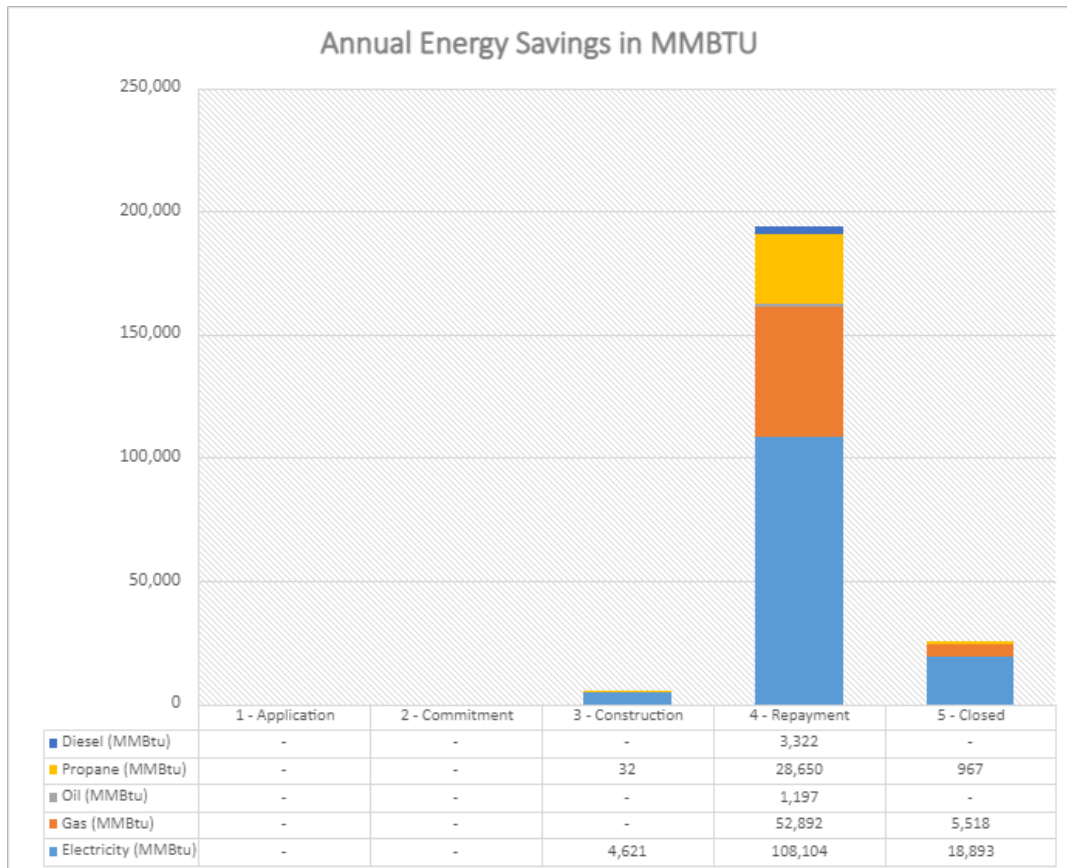
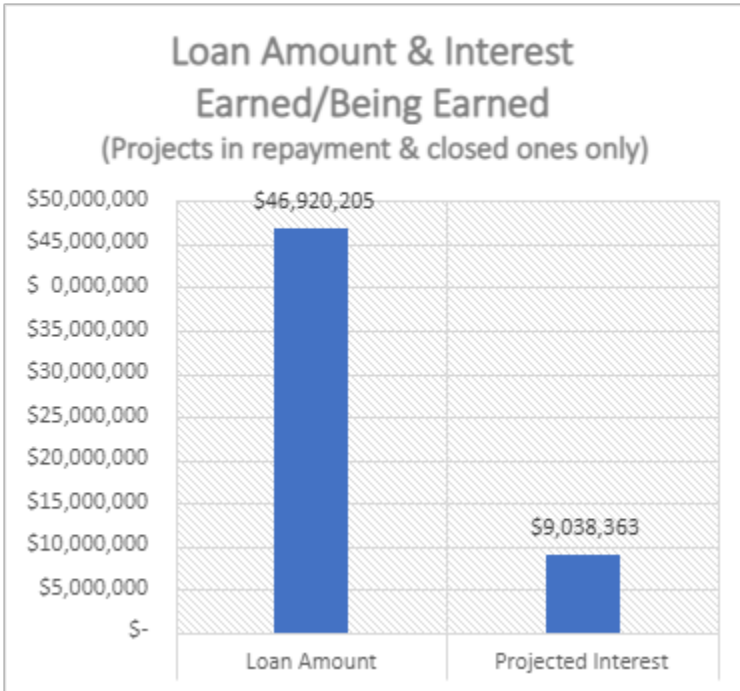
**Residential Solar Loan Program** – To date, 533 loan applications have been submitted; 27 applications were rejected due to credit score or debt to income ratio and 11 were withdrawn. This program has approved loans totaling \$7,491,166; loans totaling \$6,636,175 have completed their projects and moved into repayment status, and 66 projects totaling \$854,991 are under construction. 14 loans missed payments in October with 12 of those being the first missed payment and 10 have sent in the late payment. All have been contacted to discuss payment status. Five loans are now considered in default, and we are researching collections option. 101 loans have been repaid in full. 32 loan applications were submitted Sept.- Oct. 2022. Data has been entered in the Energy Orbit Energy Savings Database.

**Residential Energy Efficiency Loan Program** – To date, 210 loan applications have been submitted totaling \$1,967,516; 149 have been completed and paid to contractors totaling \$1,888,937 and five are under construction totaling \$78,580; 55 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Seven loan payments were outstanding for October, five were the first missed payment, and one loan is now in default. Five of the late payments have already been submitted. 37 loans have been repaid in full. Activity on the energy efficiency loan program is steady with 10 applications from Sept.- Oct. 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 \$46,920,205. Eighty-five loans are in repayment status totaling \$40,070,982 and 7 projects are under construction totaling \$2,922,233. 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.

Borrower	Status	Application Date	Loan Amount	Category
Rickards Real Estate Delaware, LLC	Withdraw	3/29/2022	\$73,095.50	RE
Bridgeville Rifle & Pistol Club	Construction	5/19/2021	\$69,480.00	RE
Marshall Manner	Commitment	2/3/2021	\$219,027	EE & RE
Collins Pond	Approved and in Repayment	8/4/2022	\$10,574	EE
Coastal Venue - Benton	Approved and in Construction	9/12/2022	\$75,000	RE
A New Beginning	Approved and in Construction	7/19/2022	\$128,100	EE

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



# DESEU Program Activity Report [January 2022 – Oct 2022]



Energy Saving Data from New Completed Project 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)
Home Performance	\$105,200	\$1,893,600	5,707	102,726	520.28
Home Energy Counseling & Checkup	\$6,210	\$111,780	185	3,330	28.28
Online Marketplace	\$41,531	\$747,564	2,056	37,000	212.31
Residential Solar Loan	\$175,206	\$3,153,700	4,598	82,772	678.32
Lights-On	\$78,044	\$1,404,797	1,845	33,217	272.21
Business & Commercial Low Interest Loan (New in Repayment)	\$132,458	\$2,384,244	55,114	992,052	2,546.87
Energy Audit for Non-profit	\$111,758	\$2,011,644	6,289	113,202	701.80

Potential Saving Found through Energy Audit Current Calendar Year					
Program	Annual Energy Savings	Lifetime Energy Savings	Gross Annual Energy Savings (MMBtu)	Gross Lifetime Energy Savings (MMBtu)	Annual Greenhouse Gas Emission Avoided (metric Tons)
Farm Program	\$10,190	\$183,420	835.6	15,041	52.30
Faith Efficiency	\$7,087	\$127,566	343.6	6,185	36.25
Energy Audit for Non-profit	\$307,402	\$5,533,236	15,369.60	276,653	15,369.60