

Energize Delaware Programs – Research and EM&V Activities:

Collaborative Research Projects

- Resilience Hub – Partnered with DNREC- Delaware Costal Program, POC: Kristen Thornton, EE&RE Measure in discussion: EV, Battery as Backup Power, and weather/flooding alert using Lidar technology, which can predict property-level impacts.
- Componentized Passive House for New Construction or Deep Retrofit – Partnered with AllGroup (real-estate development and components manufacture) and DNREC – Division of Climate, Coastal and Energy (Building Code), POC: Maya Krasker
- Building Performance Mapping Using Lidar – Partner: Terren and Landpoint. POC: Chad Gatherer. Benefits: identify poorly insulated or high heat loss buildings in urban areas.



Green Capital Funding & Collaboration

- Greenhouse Gas Reduction Fund – \$19.97 billion from EPA, working with the Coalition of Green Capital for an application to the total amount. \$7 billion for Community Solar in Low- and Moderate-Income Communities. Deadline June/July 2023. **How to get the fund:** add Energize Delaware’s offering onto the project pipelines
- Community Development Financial Institution Fund – Funding Source: US Treasury. Fund Amount: Last round \$38 billion in loans and investments. Potential Partner: *True Access Capital*, the local lending organization that received CDFI funds. POC: Atoya Leatherbury. **How to get the fund** - Step 1: Certification
- Community Solar Accelerator –Offering: one-on-one technical assistance to credit-ready communities helping address financial, technical, and regulatory challenges and developing project plans. Partner: NCSP (National Community Solar Partnership). **How to participate:** Step 1: Join NCSP
- Improve Investor Confidence, Participate in Secondary Market to Leverage other sources of funding –Get Certified by Clean Bond Initiative (role model – Connecticut Green Bank); Adopting ICP Protocols (role model Maryland Greenbank, Canada National Greenbank)

Pilot Program Update – POWER Offshore wind educational program started.

Energy Savings Performance Contracting Program Evaluation – Finalizing RFP draft with our consultant.

Data & Energy Orbit

- **Training** – Offered program implementors one-on-one in-depth training. Participants include Pathway to Green Schools, Farm Program and Affordable Multifamily Program.
- **Health Check Issue** – missing upload projects from Home Performance Program. The problem has been identified and we are currently working to fix the issue.
- **New Quality Check Process** – We, the operations team, are testing the new quality assurance procedure to ensure the program data in EO is updated correctly and timely.

Energize Delaware Program Updates

RGGI Challenge Programs:

EVs for Delaware Local Government Fleets- We have sent the first letter and check to the Town of Millville to begin the feasibility study. We are waiting on disbursement requests for City of Seaford, City of Newark and Town of Bethany. New Castle County is still under review. Total requested funds to date are \$1,526,328. We have also had discussions with the City of Lewes, Kent County, and City of Dover who have all expressed interest in applying for the grant. The Town of Clayton and City of Milford have downloaded the application and are exploring options for applying. Lead times on vehicle delivery may delay project completion dates.



Solar for Public School Districts – Solar for Schools Program officially launched on December 14, 2022. No applications have been received during this reporting period. The funding for these grants will need to receive approval by the Delaware State Clearinghouse Committee. Currently Christina School District has applied for Clearinghouse approval. Smyrna School District is in the process of issuing an RFP. Tony has been working with Kim Klein from DOE to do a blanket clearinghouse approval, but no decision has been made yet. Discussions with several school districts are underway. Christina, Appoquinimink, Colonial, Laurel, Sussex Vo-Tech, Smyrna, New Castle VT are exploring applications.

Solar for Public Libraries – This program is launched on January 26, 2023. To date we have not received any application for this program. Frankford Public Library, Georgetown Public Library, Milford Library, and Selbyville have downloaded the application.

Solar for Public Colleges and Higher Education – This program will roll out in April 2023. We plan to request proposals from the public colleges since these projects will be customized than having an application form to submit. We will meet individually with the representatives of the colleges in lieu of a webinar.



Faith Efficiencies – Program participation and interest has increased due to the SEED Grant offering. Six audits were completed during this reporting period through the Non-Profit Assessment Program in collaboration with the UD IAC. Three SEED grant applications have been funded. Virtual and in-person Home Performance presentations are being coordinated with participating faith organizations. Earth Care Energy & Climate Displays are set up for congregations in faith communities and are being coordinated upon request. The Current Executive Director is resigning and DEIPL is in search of a new ED. For more information contact Shweta Arya, Executive Director for Delaware Interfaith Power & Light. Shweta.arya@delawareipl.org *Photo of Bethel AME, Wilmington, Delaware.*

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. On January 31st the Citizens Climate Lobby hosted an event with 81 registrants. February had 2 climate conversations for the Public Allies of Delaware and Zero Waste Delaware/Foodbank of Delaware. March there was an event at the Youth Environmental Summit. For additional information contact Shweta.arya@delawareipl.org

Pathways to Green Schools Program – The Mini-Grants in the amount of \$20,254 were reviewed and approved for eight schools by the grant review committee. Projects include an EV Charging Station, LED lights, a native species garden with signage, a composting project, an Energy Expo, a hydroponic garden and greenhouse, and energy equipment for students to complete energy auditing of their school. Grant disbursements will be made in March 2023. The program is also providing funding for a bus to transport students to the Youth Environmental Summit at UD’s Clayton Hall from two schools in Sussex County. Data from the energy audits and follow-up implementation reports is being uploaded into the Energy Orbit Database.



Farm Program
– EnSave, our program partner, offers technical assistance and assists with

Audits complete to date*	115
Technical Assistance Reports Completed to date*	41
Incentives Paid in FY 23	\$90,194
Number of incentive payments to date	91

applications for incentives. In January 2023, the new Sustainable Water Energy Efficiency Program (SWEEP) was launched and announced at Delaware Ag Week. Our program exhibited at the event and engaged with several potential new farm applicants.

Other approved efficiency measures include lighting, radiant heaters, building envelope, and ventilation. 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 \$10.1 Million. No new loans are under review. February report has not yet been received. *Note – a recent program review provided an adjusted number of audits and TA Reports completed through this program.

Energy Assessments for Non-Profits – 31 energy assessments were completed in FY 23; with 7 completed this report period. Increased volume is due to collaboration with the Empowerment Grant and Faith Efficiencies programs. Both programs are seeking additional auditors to help with limited capacity of students and professors at UD Industrial Assessment Center (IAC). Clients served include St. Paul’s Episcopal Church, Bethel AME, Delaware Hospice and Interfaith Crossing, as well as a lighting assessment for Camden little league park. Follow-up meetings are scheduled to review the audit 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 are being purchased through the program and installed by UD students during the assessments.



Figure 1. St. Paul's Episcopal Church

Affordable Multifamily Housing Program 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. Existing building initiatives are underway for Woodland Mills, Better Homes of Seaford, Compton Towers, Sussex Green, and Efficient Homes. Potential Energy upgrades are being evaluated at Cynwyd Club, Hollybrook Farms Apartments, Milford Housing Development Corporation (various), Colonial Court Apts., Marshal Manor, Elizabeth Cornish Landing and Laurel Commons. New Construction Initiatives include Passive house project with Neighborgoodpartners, Low Income Housing Tax Credit (LIHTC) partnerships with Pennrose and Riverside III.

Carrington Way, Newark – Retrofit Towards a Cleaner, Healthier Future

165 affordable apartments in 15 buildings.
 Gas heating boilers replaced with heat pumps, enhanced air sealing, insulation, and ventilation, new high-efficiency gas water heaters, LED lighting, water conservation measures.

- Estimated sitewide energy savings: 52%
- Estimated sitewide utility cost savings: 19%
- Estimated annual cost savings per unit: \$58



Small Business Program - The Small Business program will be launched in March 2023. A new Energy Advisor will start on March 13th and will be working closely with the Franklin team to administer a few pilot audits to test the software in the field. Once the software has been tested in real-time, the program will fully launch with the Franklin team administering the audits for the first year. Management is reviewing options for engaging existing Trade Allies as the program matures and gains more traction. Several participating contractors have an interest in the small business program and have already began giving referrals to the Franklin team of businesses that have requested an energy audit.



ZeMod – A ZeMod home in Laurel for Ms. Cindy Dennis is anticipated to be completed soon for homeowner to move in during the March/April 2023 timeframe. Another ZeMod Home has been set in Knoll Acres in Lincoln and is under construction to finish the home and install ENERGY STAR Appliances. One more family is in the pipeline working through the mortgage and program application process. The Greenwood development process is starting to move forward and we are in discussions regarding solar access in this area and evaluating on site construction versus modular in the factory. 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 Energy Orbit.

DESEU Program Activity Report – January – February 2023



Lights On-Delaware Strong – 2,753 installations have been completed so far, this fiscal year by the Lights On team. In February, the Lights -On team served their 11,000th home in the State of Delaware. HELP Initiative, our program partner, continues to work in communities to deliver resources available through other programs and to drive efforts for Healthy Homes and Workforce Development. The Lights On team continues to work with civic organizations, property management agencies, local officials, policing agencies, and rural areas with high criminal activity to improve energy efficiency and safety in these communities with the installation of dusk-to-dawn LED porch lights and solar motion sensor lights in poorly lit areas. Energy savings data is being recorded and uploaded into Energy Orbit.



Online Marketplace Program – The program is still running strong. There were 38 orders and 1,078 visits to the online store in January, and 76 orders and 1,198 visits in February. Top products included the Nest Learning Thermostat, the Eco bee Smart Thermostat Premium and the Nest Thermostat. 41 new products are being added to the marketplace in April. Items such as garden hose nozzles, rain gauges, LED shop lights, and air purifiers. Promotions and marketing are completed through emails, Facebook Ads, and Google Ads. We continue to coordinate with Angie Bivens, Franklin Energy, to offer special discounts on the Marketplace through home energy workshops and other outreach events. Data is uploaded into Energy Orbit. [Marketplace website performance Google Analytics Site](#)

Shop for Energy Saving Products here: [Energize Delaware \(energizedelawaremarketplace.com\)](http://energizedelawaremarketplace.com)

Home Performance with ENERGY STAR Program – Our flagship Home Performance with ENERGY STAR® program is growing and going strong. On a national level, the program is going into its twentieth year. Franklin Energy, our program partner, now employs 9 staff members in Dover. Danielle (Dani) Heise is the new Senior Program Manager at Franklin Energy and will be managing the Franklin staff and the Franklin programs currently in place. There is discussion around adding additional rebates to the Home Performance with Energy Star program consisting of insulated skirting for mobile homes, and refrigeration replacement for Low-to-moderate income residents. Management is currently researching the possibility of offering rebates for residential EV chargers and what that rebate would look like. The installation of EV charging stations in homes could require a larger expense for labor rather than the unit, so research is being done on how this rebate could be made available and what it would entail. Program participation continues to remain steady with 257 completed assessments and 113 completed prescriptive projects in the month of January, and 383 completed assessments and 228 completed prescriptive projects in the month of February.

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	312	356	257	383					2516
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	163	197	113	228					1305



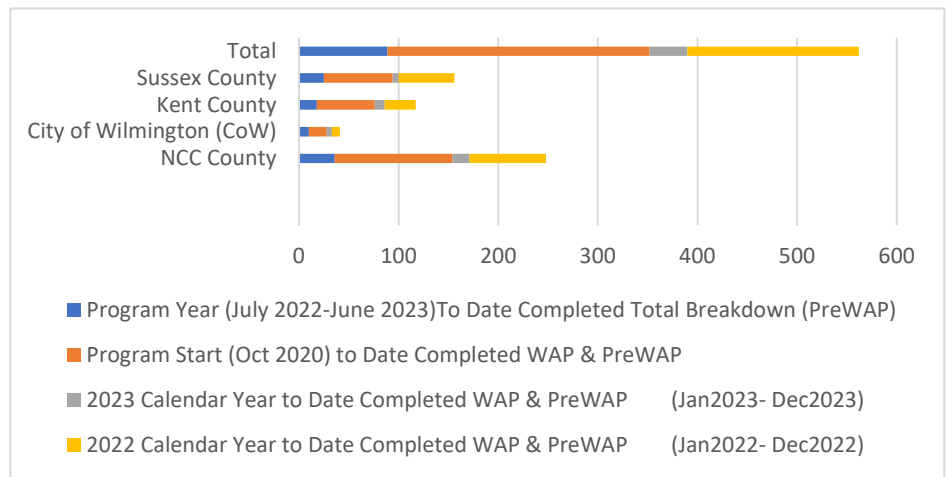
Home Energy Counseling & Check-up HEC²– In-home checkups continue to be offered with 376 completed since July 1. NCC Habitat and Sussex Habitat have partnered with our team and are completing HEC² Checkups and services. MHDC and Central Delaware Habitat continue to refer clients to the program. We continue to participate in outreach and counseling events both virtually and in person. Social media posts featuring energy counseling over the phone and now monthly Facebook Live workshops continue the last Thursday of the month at 2 pm. Charts below show activity for home energy checkups, and workshop participants.

HP & HEC2 Outreach Events – Outreach events picked back up for January and February with 8 events completed bringing the total number of participants in our workshops since July to 275. The first Train the Trainer session was held on 2/15 with 7 participants. These trainers will help to further our reach and help with staffing capacity issues to deliver these workshops.

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	56	90	510
FY23	58	68	53	49	52	36	39	21					376
FY24													-
FY25													-

HEC2 - Workshop Participants													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	12	4	171
FY23	107	66	17	29	2	13	33	8					275
FY24													-
FY25													-

Pre-WAP Program – The Energy Coordinating Agency (ECA) delivers Pre-WAP & WAP services in Delaware. WAP & Pre-WAP work has increased during this FY. 139 homes have been deferred to Pre-WAP and 129 have completed both Pre-WAP and WAP services since July. ECA added several contractors to complete repairs for the program statewide. The program will exceed the 100 homes per year goal. The WAP contract is up for bid & DNREC has instructed WAP to perform as if the program was ending on 3/31/23 & to closeout as all currently open WAP jobs. ECA's plan is to continue PreWAP work as if WAP is not changing. It is anticipated that this will create a nice backlog of "WAP Only" work orders ready for immediate assignment to WAP contractors in April.



Energize Delaware Loan Programs:

Residential Solar Loan Program – To date, 584 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 \$8,206,918; loans totaling \$7,485,192 have completed their projects and moved into repayment status, and 54 projects totaling \$721,726 are under construction. Fifteen loans missed payments in February with three paid in March. All have been contacted to discuss payment status. Five loans are now considered in default and have been sent to collections. 106 loans have been repaid in full. 29 loan applications were submitted Jan-Feb 2023 totaling \$380,394 (included in totals outlined above). Data has been entered in the Energy Orbit Energy Savings Database.

Residential Energy Efficiency Loan Program – To date, 236 loan applications have been submitted totaling \$2,240,560; 170 have been completed and paid to contractors totaling \$2,185,488, and four are under construction totaling \$55,072; 61 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. 13 loan payments were outstanding for February, four were the first missed payment, and two loans are now in default and sent to collections. 37 loans have been repaid in full. Activity on the energy efficiency loan program is steady with 9 applications from Jan-Feb 2024 totaling \$97,569 (included in totals above). This program is being tracked in the Energy Orbit Energy Savings Database in conjunction with Home Performance Program.

Low-Interest Commercial Loan Program – The total amount of this loan portfolio is \$48,963,972. Eighty-seven loans are in repayment status totaling \$39,500,207 and 8 projects are under construction totaling \$3,587,367. Concord is servicing most of the loans in repayment, and we are still 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
KD Properties, LLC	Committed	08/11/2022	\$400,000	EE
Ragunandan Farms Inc.	Committed	12/07/2022	\$402,675	RE
Yasin & Layla, LLC.	Committed	10/01/2022	\$365,760	RE
Wilmington Hotel XXXIII Owner LLC.	Loan Committee Review	11/23/2022	\$2,000,000	EE
BPG Office Partners VIII LLC.	Loan Committee Review	11/23/2022	\$2,000,000	EE
Office Partners XIX Brandywine LLC.	Loan Committee Review	11/23/2022	\$2,000,000	EE
Shell We Bounce LLC	Application Review	2/28/2023	\$410,181	Solar
Bunker Hill Estates LLC	Application Review	3/6/2023	\$122,000	Solar
Miller Investments LLC	Application Review	3/9/2023	\$145,200	RE

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

