

Energize Delaware Programs – Research and EM&V Activities:

Green Capital Funding & Collaboration

- Greenhouse Gas Reduction Fund – Solar for All - \$7 billion from EPA, focused on residential solar in Low- and Moderate-Income Communities. We have identified potential partners and grant proposal writers with EPA experiences to pursue this application together. Application potential open time June/July 2023.

Pilot Program Update

- POWER Offshore wind educational program terminated as POWER seeks a more advocacy role.
- DelDOT electric lawncare equipment pilot at Smyrna Rest Area started. They have received the funds for purchasing the equipment.

Energy Savings Performance Contracting Program Evaluation – RFP released May 10th, 2023. Responses are due June 20, 2023.

Update Home Performance Program's Energy Saving Calculation to Delaware TRM – This work will continue through the summer.

Portfolio level evaluation - focusing on reporting, QA/QC protocol and program level performance indicators. This work also will continue through the summer.

Energize Delaware Program Updates

RGGI Challenge Programs:

EVs for Delaware Local Government Fleets- Currently we have 8 MOUs issued for the EV program totaling \$1,650,509. We just received a 9th application from the Town of Harrington and their application is currently under review. We have disbursed \$244,872.58 of funding with the City of Newark leading the charge having been able to procure all their Vehicles and charging stations. The City of Lewes and the Town of Millville have begun their feasibility studies. New Castle County is currently working with us to organize a press release and media event to announce the funding on June 2nd.



Solar for Public School Districts – The solar for schools' program has taken a little longer to get up and running due to the Clearinghouse process. Energize Delaware on behalf of the Department of Education were able to receive a blanket approval for all districts on April 24th at the Clearinghouse meeting. New Castle County Vo-Tech has applied for \$500,000 and is in the process of closing on an ESCO project that would include the Solar for Schools grant and additional solar installation. Seaford School District has submitted an application for a Feasibility study. Sussex Tech and Smyrna School District are both reviewing final applications from a Solar Vendor and are working in collaboration on their two projects.

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 and Georgetown Public Library are reviewing proposals with their board and hope to decide soon. Becker Morgan is working with 6 libraries that are under construction or are in the planning process that are interested in the grant; however, the completion could take multiple years. The libraries in consideration are Selbyville, Smyrna, Harrington, Lewes, Rehoboth, and Milford.

Solar for Public Colleges and Higher Education – This program has currently been delayed. Until FY23/24. 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.

Pathways to Green Schools Program – Engagement with Stubbs Elementary school has begun with an assessment for a lighting project for the auditorium. The Newark Center for Creative Learning has officially been accepted into the program and has an audit in early May. Two Energy Expos are scheduled in May for Forwood Elementary and Brandywine Springs Elementary. Press releases went out to announce all the Mini Grant award recipients with media collaboration between Green Building United and Energize Delaware.



Faith Efficiencies – Reporting from Interfaith Power and Light has been delayed as they searched for a new Executive Director. Aaron Sharp was named the new Executive Director in late April. We look forward to getting their reporting back on track under the new leadership as we review their budget for FY 23/24.

Climate Conversations – Coordination continues with various organizations interested in hosting Climate Conversations. On March 2nd DEIPL attended the Youth Environmental summit and March 19th hosted Climate 101 at Newark UMC. We are currently waiting for an update on those events as they transition their leadership team.



Farm Program – EnSave, our program partner, offers technical assistance and assists with applications for incentives. Our program exhibited at multiple events and engaged with several potential new farm applicants. Other approved efficiency measures include lighting, radiant heaters, building envelope and ventilation. Four new customers enrolled in the program this month. Three Technical Assistant Audits have been completed in FY23, one Reap grant was submitted and is waiting on review by USDA. So far in FY 23/24 \$150,831.43 in incentives have been paid out.

Energy Assessments for Non-Profits – 42 energy assessments were completed in FY 23; with 7 completed in 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 the limited capacity of students and professors at UD Industrial Assessment Center (IAC). Clients served include the Dover Little League, St Peter's Episcopal Church, Marydel Fire Station, St. Paul's Catholic Church, Wesley UMC, Southside. 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, 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. Dover Little League



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 been working with 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 underway range across the state from Wilmington to Rehoboth Beach, West to Seaford in Laurel, and up through Milford and Dover with 16 different property management groups. New Construction Initiatives have two new projects, in Lewes and Newark with on boarding calls complete. Lastly, through New Ecology, Energize Delaware is bringing Phius Passive House training to Delaware July 19th-21st. The training will be limited to 30 seats. We will be subsidizing the training

for those students that successfully passing the test for certification. 3 students will be fully funded.

Small Business Program - The Small Business program launched in March 2023. The newly hired Energy Advisor has completed five small business audits to date for: My Baby's Heartbeat Bear in Wilmington, The Delaware Growler in Newark, The Pour House in Pike Creek, Cork & Barrel in Wilmington, and Integrated Wiring Solutions in Saint George's. The software was tested in the field, and a few glitches in the data output have been identified. Franklin's engineering team is working on the issue and the software should be ready by the end of May 2023. We are still in discussion as to what constitutes a small business in our program. Several participating contractors have an interest in the small business program and have already provided referrals for businesses that are interested in an energy assessment.

Online Marketplace Program – The program is still running strong. There were 218 orders and 919 products sold in March and April and over 2000 visits to the site. Top products included Nest thermostats, Advanced power strips, 5mm wide angle multi color Christmas lights, C9 multi color lights, and 4pack led 6w dimmable LEDs. 41 new products were added to the marketplace in April. Items such as insulation kits, weatherstripping, rope caulk, 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 \(energizedelawaremarketplace.com\)](https://energizedelawaremarketplace.com)

ZeMod – Cindy Dennis has moved in to her ZeMod home in Laurel. Another ZeMod Home in Lincoln was delivered and set on the foundation. The septic system was installed in early May. Delaware Electric Co-op (DEC) recently shut down their substation in that area for solar interconnection, which halted her home from connecting to the Grid. Our team reached out to DEC to discuss a solution. In April, Milford Housing received interest from 5 new clients in purchasing a ZeMod. USDA Rural Development referred an additional client, and that client is currently looking for land. The Greenwood acres development process is continuing to move forward, and we are in discussions regarding solar access in that area and evaluating on-site construction versus modular in the factory. We continue to evaluate the obstacles of this program to look for ways to improve offerings. Energy Savings data is being collected, analyzed by VEIC, and entered into Energy Orbit.



Lights On–Delaware Strong The Lights-On program hit an all-time record for the month of April, completing 1,094 installations in one month. The program has installed – 4449 installations, this fiscal year. In March, the Lights -On team served their 13,000th 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.

Home Performance Workforce Development Events – Our HPwES program held its semi-annual All Hands contractor meeting in April with 67 contractors and staff in attendance. Century Club Awards were presented to contractors and auditors completing more than 100 projects. In early May, the program hosted a Heat Pump Water Heater Workshop inviting all participating contractors, Energize Delaware partners, the Pre-WAP team, and Del Tech energy program students. This training was held in coordination with the National Heat Pump Water Heater Alliance. Presenters included, the Department of Energy, Bradford White, A.O. Smith, Rheem, Eco2 Systems, and American Standard (Ariston Group). Over 60 contractors were in attendance.



Home Performance with ENERGY STAR Program – Our Home Performance with ENERGY STAR® program is growing and going strong. Our contractor base has reached almost 100 participating contractors including assessment contractors, weatherization contractors and HVAC contractors. In April, Suzanne Sebastian and Angie Bivens gave two presentations at the National Conference in Seattle highlighting the work of our programs and efforts to reach the LMI Community. Starting July 1, the program will be extending the Assisted Home Performance program to All military, including veterans, and First Responders. This means these participants will be offered the reduced assessment rate and increased incentives for prescriptive measures. Program participation continues to remain steady with 346 completed assessments and 227 completed prescriptive projects in the month of March, 427 completed assessments and 191 completed prescriptive projects in the month of April. The charts below show participation year over year.

DESEU Program Activity Report – March - April 2023



HPwES - Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
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	1,462
FY18	171	160	160	190	182	97	0	187	176	0	329	189	1,841
FY19	61	79	25	92	51	69	67	78	108	108	130	167	1,035
FY20	186	127	76	111	85	95	119	74	245	92	80	121	1,411
FY21	214	169	90	236	95	309	102	155	202	341	254	298	2,465
FY22	127	269	204	150	383	187	276	128	370	104	328	138	2,664
FY23	270	459	333	146	312	356	257	383	346	427			3,289

HPwES - Jobs													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY14	0	0	0	0	0	0	0	0	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	1,553
FY19	45	54	153	12	45	46	81	34	57	46	64	106	743
FY20	122	33	114	81	121	69	60	115	51	147	76	89	1,078
FY21	132	93	95	109	143	143	106	138	178	105	134	81	1,457
FY22	149	147	132	160	167	166	126	210	148	180	144	131	1,860
FY23	132	163	72	152	163	197	222	438	227	191			1,957

Home Energy Counseling & Check-up HEC² – In-home checkups continue to be offered with 405 completed since July 1st and 345 weatherization kits distributed. 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 onboarded Lumeco Energy, a participating contractor who works in LMI communities, to assist with performing check-ups across the state. 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.

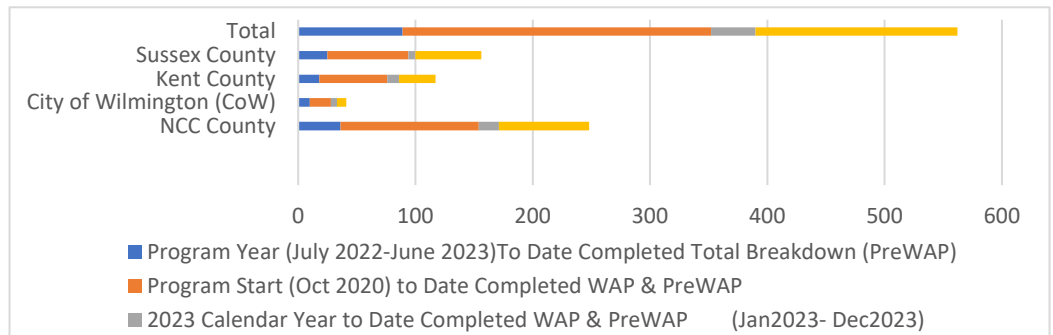
HEC2 - In Home Assessments													Totals
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	
FY19								0	1	5	2	4	12
FY20	9	61	37	35	26	48	42	77	15	0	0	0	350
FY21	0	2	12	14	18	17	19	22	10	13	21	16	164
FY22	16	34	37	39	50	29	19	25	47	74	27	90	487
FY23	35	67	50	45	55	32	29	21					334
FY24													-
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	21	188
FY23	35	67	50	55	35	21							263
FY24													-
FY25													-

DESEU Program Activity Report – March - April 2023



Pre-WAP Program – The Energy Coordinating Agency (ECA) delivers Pre-WAP & WAP services in Delaware. The Pre-WAP program is running strong despite WAP being shut down during the RFP review process managed by DNREC. This fiscal year 173 homes have been deferred to pre-WAP and 150 have completed both Pre-



WAP and WAP services since July. ECA added several contractors to complete repairs for the program statewide. The program has exceeded the 100 homes per year goal hitting an impressive 156 completions with 50 in the queue to be completed by June 30. The WAP contract recipient has not been announced but ECA's plan is to continue to work on completing the pre-WAP jobs that are open to send them back to WAP for additional work once DNREC announces the new sub-contractor to manage the program. Pre-WAP has created a nice backlog of "WAP only" work orders ready for immediate assignment to contractors when the program reopens. Contractors have expressed appreciation to Energize Delaware for keeping the Pre-WAP program open during this transition so their businesses can remain open.

Energize Delaware Loan Programs:

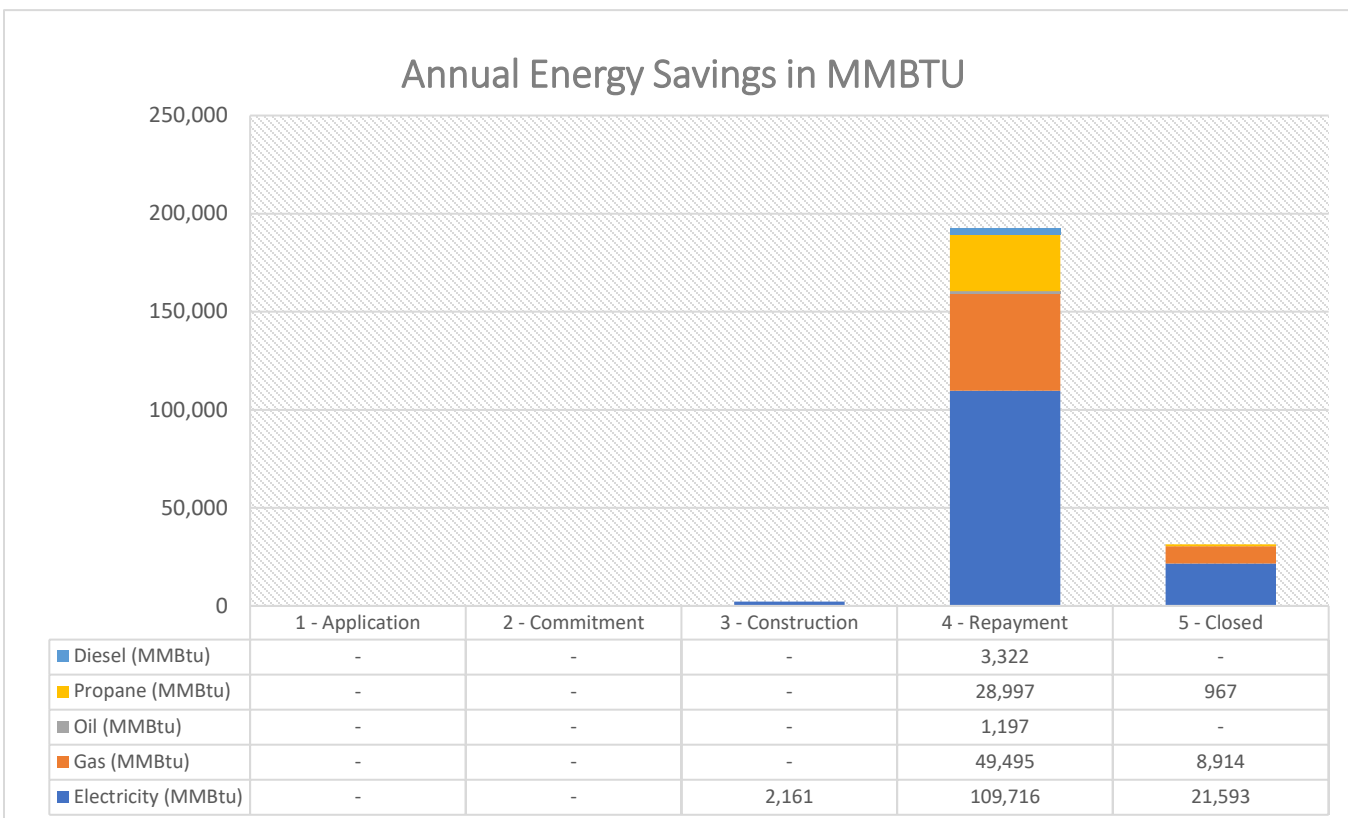
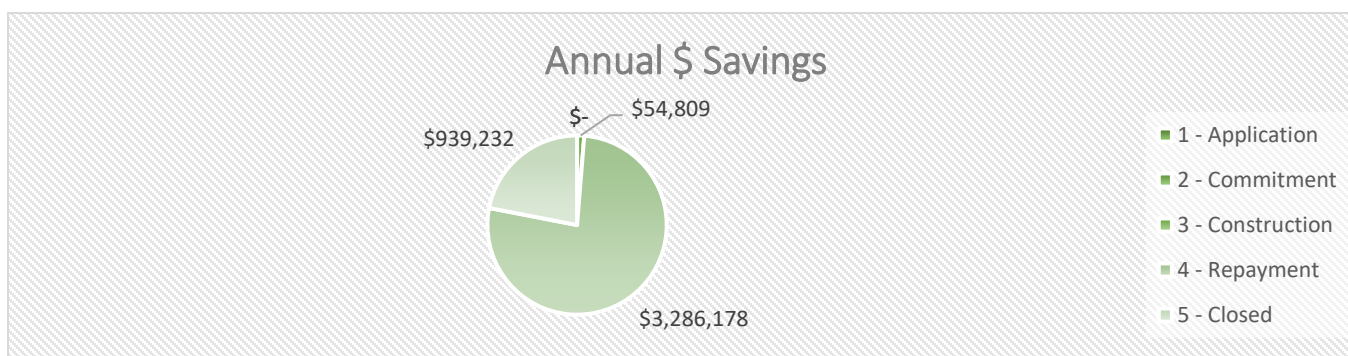
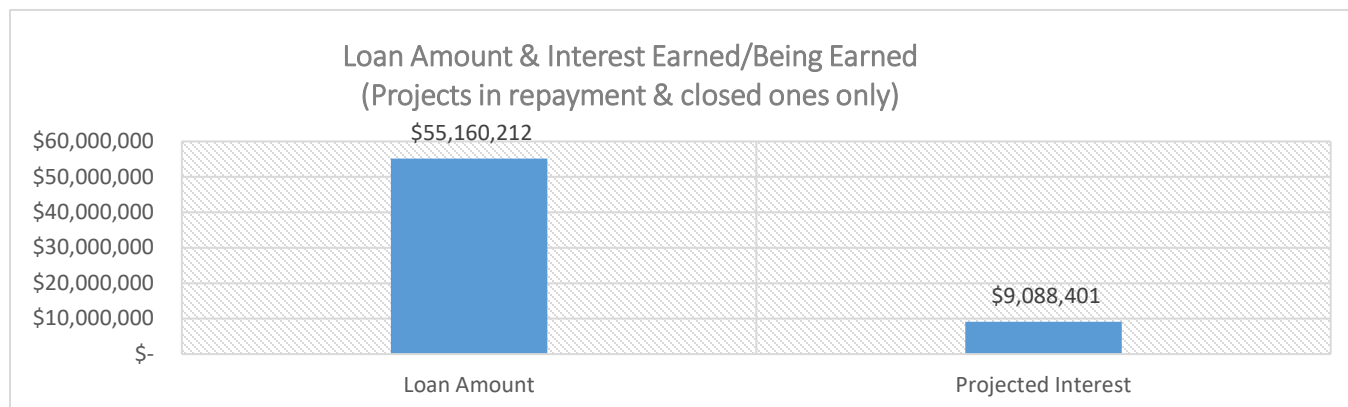
Residential Solar Loan Program – To date, 621 loan applications have been submitted; 28 applications were rejected due to credit score or debt to income ratio and 13 were withdrawn. This program has approved loans totaling \$8,672,910; loans totaling \$7,934,940 have completed their projects and moved into repayment status, and 57 projects totaling \$737,970 are under construction. 37 loan applications were submitted during this reporting period of March-April totaling \$504,656. Seven loans missed payments. All have been contacted to discuss payment status. Five loans are now considered in default and have been sent to collections. 116 loans have been repaid in full. Data has been entered in the Energy Orbit Energy Savings Database.

Residential Energy Efficiency Loan Program –To date, 257 loan applications have been submitted totaling \$2,498,552 179 have been completed and paid to contractors totaling \$2,324,888 and 11 are under construction totaling \$173,664; 66 applications were rejected due to high debt to income ratio or poor credit standing, and one was withdrawn. Nine loan payments were outstanding for April, four paid in May and three loans are now in default and sent to collections. 39 loans have been repaid in full. Activity on the energy efficiency loan program is steady with 19 applications from March-April totaling \$257,992 (included in totals above). This is a significant increase in applications and the loan amounts are also increasing. 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 \$55,160,212. Eighty-seven loans are in repayment status totaling \$41,265,335 and 6 projects are under construction totaling \$2,018,479. Slipstream is continuing their work with our team to move our program to the online portal. Concord continues to service our existing loan portfolio. The pipeline table below shows the loan applications that are not yet moved to construction or repayment.

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
Trading Post Shopping Center	Committed	10/1/2022	\$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

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



DESEU Program Activity Report [January 2022 – April 2022]



Energy Savings Data from Completed Project					
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	\$202,193	\$3,639,474	5,026.49	90,477	538.49
Home Energy Counseling & Checkup	\$ 3,825	\$68,850	115.42	2078	17.26
Online Marketplace ¹	\$ 7,964	\$143,348	350	6,308	37.90
Residential Solar Loan ²	\$59,397	\$1,069,153	1,448	26,057	213.54
Lights-On ²	\$38,735	\$697,227	957.18	17,229	144.48
Revolving Loans	\$17,573	\$ 316,314	564	10,146	29.99
Energy Audit for Non-profit	\$13,556	\$244,008	364	6 ,544	53.59
Farm Program*		-		-	

Potential Savings Found through Energy Audit					
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*					
Faith Efficiency*					
Energy Audit for Non-profit	\$217,576	\$3,916,368	8,004	144,065	777.62
Pathway to Green Schools	\$28,609	\$514,962	1,356	24,404	156.47
Affordable Multifamily*					

*These programs don't have complete projects or assessment done in CY2023.

1. Online Marketplace's energy saving data covers January to March.

2. The dollar amount of energy savings for these two programs are calculated as kWh times \$0.14, the average cost per kWh.