



Executive Director's Report

September-October 2016

- **Financial Audit** – The audit is now complete and will be presented at the November meeting.
- **Marketing and Communication Manager** – We have hired Kate Bayard as our new Marketing and Communications Manager. Kate brings to the staff all of the job skills we were looking for and has a background working in the renewable energy sector. She also brings much enthusiasm.
- **2016 Bond Issue** – Bond document reviews and updates by our Bond Counsel and the Deputy Attorney General are now complete. Attached is a report on the status of the issue.
- **Solar Resiliency Pilot Program** – We are now beginning the loan document review process and technical meetings with the host facilities.
- **Delaware National Guard Loan closed** – We closed on this loan in October, the final loan amount was \$4.5 million. It is our second largest loan to date.
- **HPwES Evaluation** – The contract with Warren Engineering is signed and the evaluation is now underway. They have started conducting customer surveys and will begin doing staff and contractor interviews shortly. We are working with the utilities to get billing data.
- **Revolving Loan Evaluation** – The contract for this evaluation is now signed with Bluestem Consulting. We are working up a detailed work plan. We hope to get started by January.
- **M&V Statewide Database Software** – We did an RFP for implementation of the Database; we will be presenting the recommendation to the Board in November.
- **Net Zero Energy Manufactured Housing Program** – The program is preparing for launch this year. We are now working on the marketing strategy, final building design, and administration implementation. We have not yet signed contracts with Beracah Homes to build two models. We hope to complete this in early November. The model home at the Beracah facility in Greenwood should be on display in December.
- **Community Energy Centers** – The centers located in Dover, Newark, Georgetown, and Wilmington are now open. We consider this period to be a “soft opening” period where we have not done heavy marketing. We think the centers need a month to get established. We hope to have the Energy Directory completed in November.
- **Energize Delaware Farm Program** – This program has just launched, program progress will now be reported in the Program Activity Report.
- **Multiple Family Energy Efficiency Program** – We are in contract review with New Ecology/Elevate Energy for a program launch in January. Since our September Board meeting, the New Ecology team has won a contract with the Delaware State Housing Authority to review their projects and procedures. We see this very positive for creating a better working relationship with DSHA.

STATUS OF 2016 BOND ISSUE – 11/9/16

Agency	Status
Department of Corrections \$7-8 million	They have selected an ESCO (Noresco), signed a letter of intent, and are preparing to sign the IGA agreement.
Department of Health and Social Services \$3-6 million	They signed an LOI, selected an ESCO (Trane), and selected DEDC as their Independent Owner's Rep (IOR)-DEDC.
OMB \$8-\$15 million	They have signed an LOI, and did a RFP for ESCO's and are now reviewing proposals. They have selected Celtic as their IOR. Five buildings are under consideration for ESPC's.
Colonial School District \$7.7 million	They have completed the Investment Grade Audit with Trane, and it has been reviewed and accepted by OMB. We are in the process of finalizing their documents so they can move to construction; they will be using a bridge loan.
Caesar Rodney School District \$???	They have signed an LOI, selected an ESCO (Ameresco), and selected an IOR (Studio JAED), Ameresco has begun the IGA process.
Indian River School District \$???	They have signed an LOI and selected an IOR. They are now deciding on the process they want to go through to select an ESCO.
Dept. of State \$???	I met again with staff of the Office of Historic Preservation to answer some questions about ESPC's and ESCO's. They are now considering their options.
DNREC \$????	I have spoken to Dave Small about having DNREC conduct Investment Grade Audits of parks, FWS, and other remote locations. DNREC is in discussion with OMB.