



Executive Director's Report

November-December 2016

- **Solar Resiliency Pilot Program** – We are now beginning the loan document review process and technical meetings with the host facilities. We have had to reevaluate one of the proposed locations; they wanted us to evaluate a roof-mounted system versus a ground-mounted system.
- **HPwES Evaluation** – Evaluations are underway. They have concluded customer phone surveys and the staff and contractor interviews. They are now working with utilities to get billing data for homes that will be evaluated.
- **Revolving Loan Evaluation** – The contract for this evaluation is now signed with Bluestem Consulting. A detailed work plan is complete; they are now beginning their external interview of industry leaders.
- **M&V Statewide Database Software** – Contract with EnergyOrbit for the Statewide Database has been signed; we are now beginning implementation.
- **Net Zero Energy Manufactured Housing Program** – We are finalizing marketing strategy, building design, and administration implementation. We have signed contracts with Beracah Homes for one model home which is now under construction. The construction was delayed for design issues; we now expect the model to be open for viewing in March.
- **Community Energy Centers** – The centers located in Dover, Newark, Georgetown, and Wilmington are now open. They are meeting with customers, and the progress will be reported in the Program Manager's Report. The Energy Directory is now complete.
- **Multiple Family Energy Efficiency Program** – We now have signed contracts with New Ecology/Elevate Energy for a program launch in January.
- **RGGI Auction Revenue** – In the wake of the Clean Power Plan being stayed in the courts, and in the wake of the national election, the RGGI Auction revenue has dropped again. The auction proceeds to the SEU will be \$1.6 million; this is the lowest since 2013.
- **Comprehensive Marketing and Branding RFQ** – We are developing an RFQ for a comprehensive marketing and branding initiative. We hope to have the RFQ out in February and begin evaluating firms in March or April. We timed this so we can present the board with a comprehensive proposal for a marketing and branding plan to increase awareness about the DESEU and our Energize Delaware Programs.
- **Final White Oak SREC revenue payment** – We received our final payment for the White Oak Solar SREC purchase agreement. This agreement dates over five years to one of our earliest efforts to support solar by buying excess SREC's from the 10MW White Oak Solar project and banking them for future sale to DPL. At the time, White Oak was one of the largest solar projects on the east coast.

STATUS OF STATE BOND ISSUE – 1/9/17

Agency	Status
Department of Corrections \$7-8 million	They have selected an ESCO (Noresco), an IGA agreement has been signed and they have selected Celtic as their Independent Owner's Rep (IOR)
Department of Health and Social Services \$3-6 million	They selected an ESCO (Trane) and have signed a IGA agreement, and selected DEDC as their IOR
OMB \$8-\$15 million	They have signed an LOI, they have selected NORESKO as their ESCO and have selected Celtic as their IOR
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 \$4-5 million	They have selected an Ameresco as their ESCO, and selected a Studio JAED as their IOR, they have signed an IGA agreement, and the IGA is underway.
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.