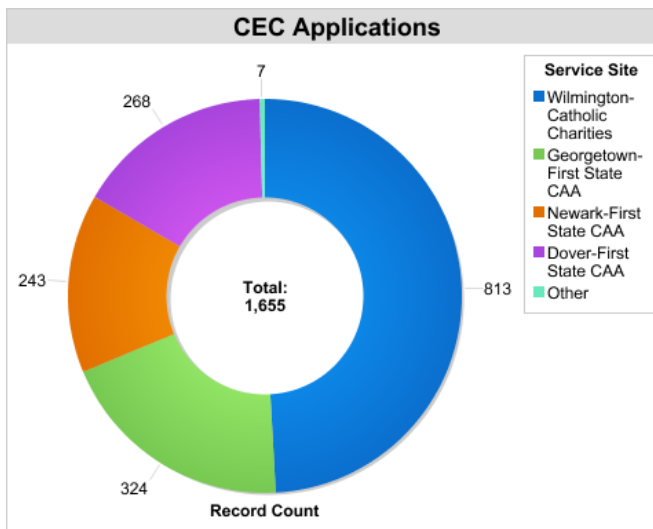
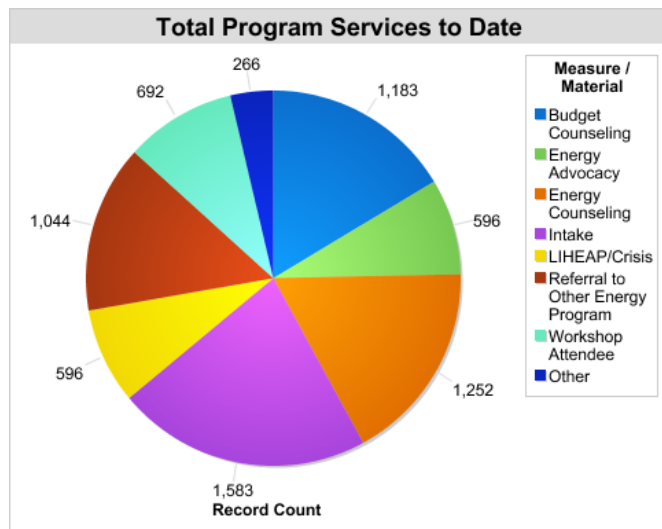


## DESEU Program Activity Report – November 2017

### Energize Delaware Programs

**Community Energy Centers** - Community Energy Centers (CECs) are continuing to work with municipal electric utilities in Dover and Newark to offer regular office hours for their customers one day per week. CECs are collaborating with the Faith Efficiencies program to partner with Houses of Worship to schedule workshops and offer appointments in local communities to increase program participation and better serve Delawareans needing assistance closer to their homes. The Energy Coordinating Agency (ECA) is also working with the CECs on additional marketing efforts and are in the process of sending out a direct mail postcard to communities in Delaware that could benefit from services provided by the CECs.



**Pathways to Green Schools Program** –The program kickoff workshop was held on October 4, 2017 at the DuPont Environmental Education Center with over 50 participants at the workshop representing 16 schools. Energy Audits are being scheduled for the new schools during November and December. Green Flag Award Ceremonies will be held on November 17 at Forwood Elementary School (Brandywine School District) and Warner Elementary School (Red Clay Consolidated School District). These awards are issued by the National Wildlife Federation and participation in our program assisted these schools in achieving the requirements for the awards. Since audits have not yet been completed for this program cycle, no new data has not been uploaded into Energy Orbit.

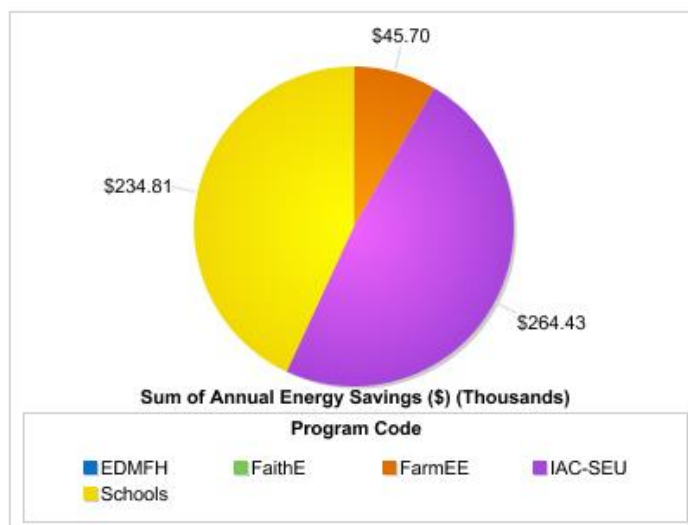
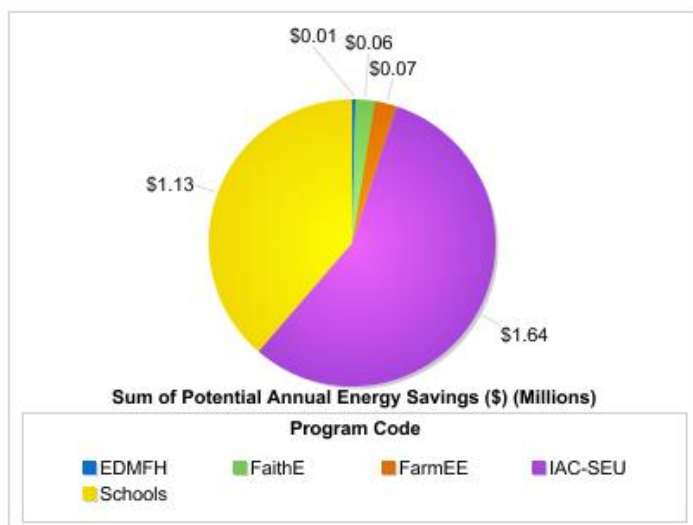
**Energy Assessments for Non-Profits** – Energy Assessments are being scheduled for the Lewes Board of Public Works and the Wilmington Skating Club. Follow-up meetings are being scheduled for the assessments completed at Hicks Community Center and Rose Hill Community Center. Discussions with the City of Wilmington have been initiated to complete audits for their municipal buildings and/or their water treatment plant. The IAC Center Director is reaching out to other potential non-profits to schedule additional assessments at libraries and possibly YMCA facilities.

**Faith Efficiencies** – Progress has been slow for the program this fiscal year. Discussions with New Ecology are underway to see if they can provide assessments within budgets for this program. Collaboration and discussions with Community Energy Centers is underway to promote both programs and increase participation. Audits and Home Performance workshops are in the process of being scheduled for December and January. No audits have been completed in FY 18; therefore, no new data has been added to the Statewide Energy Savings Database.

**Multifamily Affordable Housing Program** – New Ecology, program implementer, has opened an office in Wilmington in the Community Services Building and is working with several clients to discuss options for projects to leverage funding available through DESEU and through other grants through Delaware State Housing Authority. Proposals have been sent to clients and follow-up discussions are being scheduled. Discussions are underway with Milford Housing Development Corporation, NCALL, and Dover Housing Authority. Properties engaged in discussions are located in all three counties.

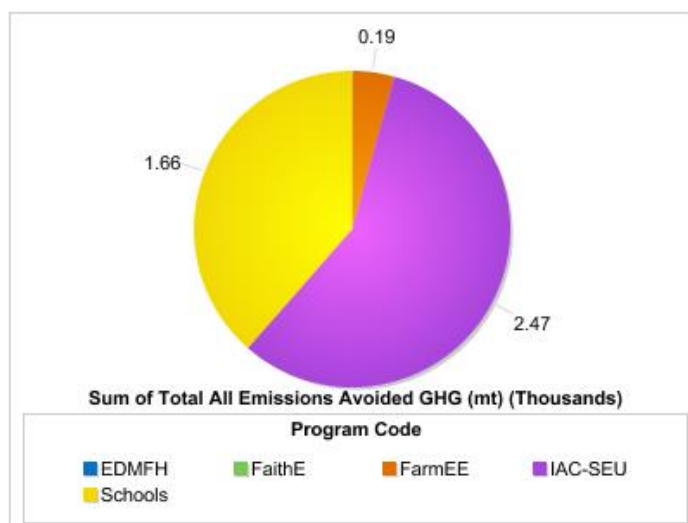
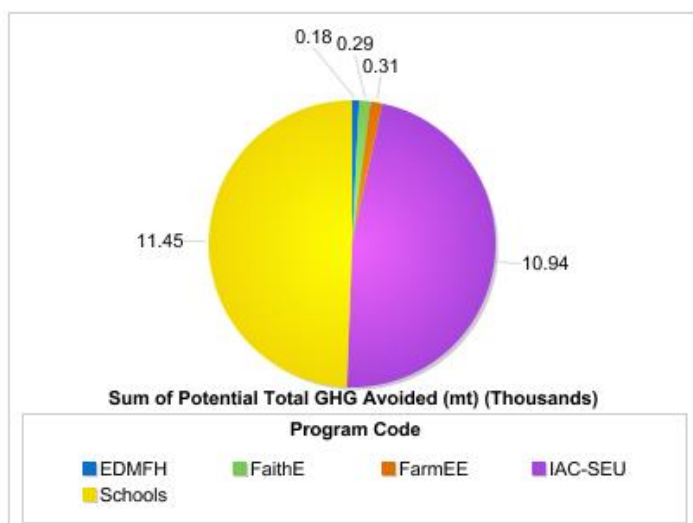
## DESEU Program Activity Report – November 2017

**Energy Savings Database Reports** - The charts below are from the Statewide Energy Savings Database for our auditing programs. These pie charts show potential energy savings identified for the Energize Delaware Multifamily Program, Faith Efficiencies Program, Energize Delaware Farm Program and the Industrial Assessment Program for Non-Profits –Industrial Assessment Center- IAC. We are still doing some data quality testing and learning how to extract data for reporting needs.



Savings Identified: **\$2.9M**

Savings Implemented: **\$545K**



Potential GHG Avoided: **23K**

Implemented GHG Avoided: **4K**

**Residential Solar Loan Program** – Program launched in late May 2017. Ten Solar Contractors have been accepted into the program as participating installers. Twenty applications have been approved totaling over \$ \$347,473.80This program is not tracked in the Statewide Energy Savings Database.

**Residential Energy Efficiency Loan Program** – InClime is now servicing the Residential Solar Loan Program. Approved contractors in the Renew Financial Loan program have been transferred and accepted into the new system. No new contractors have applied to become participating contractors in the residential energy efficiency loan program. Three loan applications have been approved totaling \$25,629.00. This program is not tracked in the Energy Savings Database.

## DESEU Program Activity Report – November 2017

**Upfront SREC Program – For Farms only-** The Upfront SREC Program has ended. We are continuing purchase SRECs upfront for participants of the Farm Program only. No activity to report this period. This program is not tracked in Energy Orbit since it was closing out when we were designing the database.

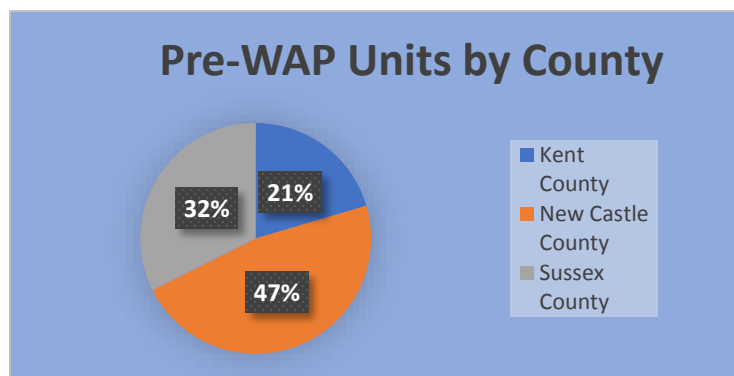
**Low Interest Loan Program** – Low Interest Loan Program – Loans to thirty (30) organizations totaling \$23,496,232 have been submitted to the DESEU for funding. Loans that have closed to date for energy efficiency and renewable energy projects total \$20,620,047. Eight loans have closed since the last report totaling (\$2,609,707). Loans pending include Hy-Point Dairy (\$419,000), Ecogy (\$1.5 Million), On the Bend Farm (\$165,000), Chickamore Farm (\$400,000), J&T Farms (\$490,000).

**EEIF for Non-Profits** – The Energy Efficiency Investment Fund for Non-Profits is processing applications at a steady pace. The majority of the applications submitted for funding are for prescriptive lighting projects. Twenty-six organizations have received funding through the program totaling \$146,189. There are 26 projects pre-approved and under construction; incentives in the amount of \$293,640 are anticipated to be paid for projects in the pre-approved status. DNREC has modified the application process and added a Combined Heat and Power (CHP) path for applications. A new MOU has been executed between DNREC and the DESEU for DNREC to continue reviewing and approving applications for the DESEU EEIF for Non-Profits program for FY 18.

**ZeMod** – This program has had quite a bit of interest in ZeMod since the last report. The Community Energy Centers are referring clients to Milford Housing to determine eligibility for the program. The three pending sales are still in progress and awaiting review from USDA. One of the homes should settle before the end of the calendar year. The Solar PV portion of the Sustainable Building Appraiser Training is being held in November and the Energy Efficiency portion of the training has been delayed until the spring of 2018. No data has been entered into the Statewide Energy Savings Database since no ZeMod homes have had settlement to date. Zero Energy Ready Home Certification occurs after home is set on the permanent foundation.

**Pre-Weatherization Program** - Program is now at a steady pace and on target to meet their projected goal of 100 homes per year. Partnership has been formed between Catholic Charities and Milford Housing Development Corporation to assist clients that fall outside of the scope of our program or to coordinate contractor resources. We are working to collect testimonials and success stories from clients served. This month, we had a client that received a new roof through Milford Housing, a new furnace through First State Community Action Agency, will receive plumbing & electrical from Pre-WAP and then move through full WAP. Many of the homes require several different contractors to correct issues in the home, i.e., plumber, carpenter and electrician. I participated in three site visits in October.

Units completed to date Pre-WAP	142
Units completed & through WAP	107
Units completed this calendar year	84
Average cost of repairs per unit	\$3,000
Units in New Castle County	67
Units in Kent County	29
Units in Sussex County	46



## DESEU Program Activity Report – November 2017

### Energize Delaware Farm Program

EnSave, our program implementer, is currently working with 43 applicants in the program. There are several potential loans for renewable projects being vetted for eligibility. Incentive applications are under review by EnSave and the program audit costs to farmers are being adjusted due to low participation and push back from potential applicants.

NRCS EQIP applicants can combine their funding with Energize Delaware Farm program funding to leverage additional resources and install more projects. In September 2017, the DESEU was awarded a five-year federal grant in the amount of \$400,539 to provide additional resources and incentives to leverage the funds allocated to the Energize Delaware Farm Program. This is a cooperative agreement between the U.S. Department of Agriculture (USDA), Natural Resources Conservation Service, NRCS, and DESEU and is funded under the Regional Conservation Partnership Program (RCPP).

Status	
Audits complete	12
Data Collection Scheduled/Completed	1
Applicants working with Analyst	1
Audits awaiting additional documentation	9
Total Audits complete and in progress	23
Applicants that did not complete audit through this program	24

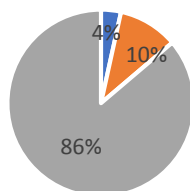
Direct Install Measures	Quantity	kWh Savings
Interior LEDs	23	263
Exterior LEDs	2	1165
Totals	24	1428

### Solar Thermal – Geothermal Grant Program

The Solar Thermal Hot Water program activity has increased significantly over the past few months. Incentive budgets were increased in September 2017 and incentive levels were adjusted to reduce impact on program budgets. At that time, it was not known that there were an additional \$1.5 million of anticipated rebate applications in the pipeline for the installation contractor. Incentive levels and budgets will continue to be reviewed to keep pace with market adoption of the technology. We did not include activity for October and November since DNREC was holding applications pending budget discussions.

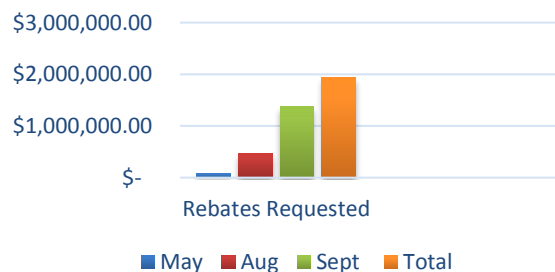
Applications Received	29
Total System Costs	\$5,966,370
Total Rebates Requested	\$2,179,536
Rebates Paid to Date	\$632,707
kW Savings	2,129,766.2

#### Solar Thermal Applications Received



■ 2015 ■ 2016 ■ 2017

#### Rebates Requested May-Sept. 2017



## DESEU Program Activity Report – November 2017

### Solar Thermal – Geothermal Grant Program (continued)

#### Robbins Farms - Poultry - Blue Jay Lane, Milford, DE 19963

- **System Description:**

- Solar water heating 4,423.5 sq. ft. rooftop glycol system.
- Multiple systems on several poultry houses

- **System Type:** Leased (system owned by Intelligent Green Solutions LLC)
- **Annual Energy Savings reported by applicant:** 198,198 kWh
- **Grant Recipient:** Intelligent Green Solutions
- **Grant amount:** \$198,198.00



### Home Performance with ENERGY STAR Program

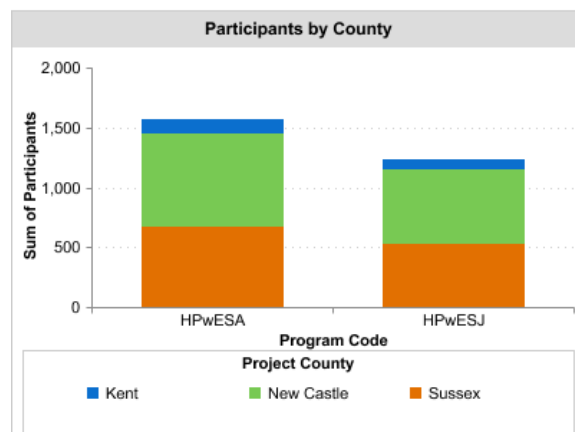
We have executed the contract with Franklin Energy to implement the HPwES program for the next three year cycle. Franklin is working with us on the transition of the program and will take over as program implementer on January 1, 2018. A workshop was held on November 1 to introduce the HPwES Contractors to the staff at Franklin Energy and review program changes and modifications that will take effect in 2018.

Rebate incentives were reduced effective Nov. 1 due to increased program participation and impact on the incentive budget. When reduced rebate levels were announced in October, it created a “cliff event” and a rush on the submission of rebate reservations primarily by HVAC contractors—344 rebate reservations were submitted in October. The pipeline of rebate reservations for projects under contract and not yet paid was at \$979,196 on November 1, 2017.

In 2018, we will be re-evaluating the program participation under the new implementer and program participation post incentive level changes. If program participation continues at the current rate, incentive levels may need to be adjusted again and a modified budget request may be submitted to the DESEU Board in the spring 2018.

Data mapping upload errors have been detected in the Statewide Energy Savings Database for fossil fuel energy savings. We are working with ICF to correct those errors. The chart below shows incentive tracking for Home Performance Audits and Jobs/projects for calendar year to date. The other charts show number of audits, jobs and rebate reservations by month and by year.

Home Performance with Energy Star



HPwESA - Home Performance Audit // HPwESJ - Home Performance Jobs



