



## Executive Director's Report

September -October 2017

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- **Delaware Energy Conference** – The Delaware Chapter of the Energy Services Coalition hosted its 4<sup>th</sup> Annual Energy Conference, it was well attended with over 100 participants. Congratulations to Suzanne Sebastian co-chairman of the DE-ESC and Kate Bayard who both worked on the planning committee.
- **Cash Balances** – Attached is a graph intended to show the current status of our reserves and budget as it relates to our obligations this fiscal year. This will be discussed further during the meeting.
- **PACE Legislation** – We cultivated a lot of supporters and were able to move the legislation through the Senate Energy Committee. Unfortunately, we simply ran out of time so the Legislation remains on the Senate Ready List. I will continue to meet this fall with legislators to build support with the goal of having the bill pass in early next year. Del Tech & Delaware Valley Green Building Council has gotten on board with PACE and is hosting a PACE Town Hall Meeting on Nov 15<sup>th</sup>. I have also set up meetings with the three county councils.
- **Solar Resiliency Pilot Program** – We have renewed interest in this program through the Jefferson School in Sussex County. The parties are reviewing a PPA. Our consultants on this project have been consulting with DSU and Lewes BPW on possible participation.
- **HPwES Transition**– The contract with Franklin has been executed. Franklin Energy, ICF and our team are working closely on a smooth transition; to date there have been no major issues. An informational meeting with HPwES contractors was held, we had over thirty contractors attend. The program was well received. We are also working with Franklin and Energy Orbit to ensure that we are able to upload into the Energy Savings Data Base.
- **Solar Loan and Home Energy Loan Launch** – The Solar Loan Program was successfully launched. Already there have been 14 approved loan applications, totaling \$247,000. So far there have been four active contractors and more are signed up to be participating contractors. This program may exceed our expectations. The Home Energy Efficiency Loan program was just recently launched and we have one application.
- **AB&C Contract** – The Marketing and Brand Awareness contract with AB&C has been signed; we are scheduled to have a kick-off meeting for the second week in November.
- **Audit Complete** – The 2016-17 Financial Audit was completed in record time; our auditors will be on hand to present the findings at the November Board meeting. Big thanks to Lisa Gardner and Kris Mujica' (our book keeper) who worked diligently to get all the requested documents.
- **Statewide Energy Savings Data Base** – This data base is now in use by both the SEU implementation contractors and DNREC who are logging in Energy Savings. You will start to see some graphics from the programs used in our reports. I have reached out to DEMEC about using the data base.
- **ZeMod Pending Sales** – Happy to report that we have three potential sales of ZeMod units, these would include the two model units that we have purchased; if they sell, we will have new models constructed. There are also conversations happening with UD about hosting a model unit.

## STATUS OF STATE 2017 BOND ISSUE

The bond issue projects continue to move forward, but are falling behind with respect to deadlines. All ESCO's have submitted revised completion dates for IGA, and thus far none have been met. The review process between the ESCO's and the agencies are taking longer than planned. We are still planning for an early 2018 Bond Issue. Also, we created a job tracking matrix that will track the number of job hours completed for each contract. There was a training session held for ESCO's on how to be prepared for OMB construction reviews.

Below is a table of our latest estimates on the size of the issue.

Updated 10/3/17

Agency\SD	ESCO	Independent Owners Rep.	High Contract Estimate	Low Contract Estimate	Actual IGA Project Cost	IGA Estimated Completion Date
OMB	NORESCO	Celtic	\$4.2 m	\$4 m		10/31/2017
DHSS	Trane	DEDC	\$5 m	\$4 m		10/23/2017
DOC	NORESCO	Celtic	\$4.6 m	\$3.4 m		Pending Acs. Bd.
Colonial	Trane	Studio JAED	\$7.7 m	\$7.7 m	\$7,675,937	Completed
Caesar Rodney	Ameresco	Studio JAED	\$4.1 m	\$4.1 m		10/31/2017
Indian River	Trane	Studio JAED	\$8 m	\$4 m		12/30/2017
Total			\$33.6 m	\$27.2 m	\$7,675,937	