



# ENERGIZE DELAWARE<sup>®</sup>

TAKING CHARGE TOGETHER.™



# 2021

Annual Report

## VISION STATEMENT

Powering tomorrow with clean, efficient,  
and affordable energy

## MISSION STATEMENT

Inspiring sustainable energy solutions for a  
thriving environment and economy



## STRATEGIC INITIATIVES

Strategic Initiatives are inclusive areas of focus that were developed after considering the DESEU's legislative purpose along with the priorities and gaps identified by the strategic plan committees.

**Emissions Reduction** - Energize Delaware will work to reduce and eliminate greenhouse gases by natural and technological means, carbon-free production, and renewable sources, to avoid or capture emissions.

**Energy Equity** - All Energize Delaware programs will place a high priority on assisting Delawareans who have the greatest energy burden and risk of environmental harm.

**Direct Efficiency** - Energize Delaware will continue its cornerstone activities, fostering end-use energy efficiency across all sectors and fuels and expanding into new and underserved markets.

**Economic Activity** - Energize Delaware will support the Delaware economy promoting green asset ownership, saving Delawarean's money on their energy costs, funding green job training, and opening green investment opportunities.

**Natural Climate Solutions and Conservation** - Energize Delaware will seek out and promote programs that use nature-based carbon sequestration and sustainable land use in support of a healthy environment.

**Changing Behaviors Through Awareness** - Energize Delaware will employ effective activities to inform, educate, and change energy end-use behaviors that eliminate carbon and other emissions as quickly as possible.

**Advancing Technology** - Energize Delaware will champion proven and promising new technologies and innovative solutions, and support research, development, and deployment that enhances the use of renewable energy, energy-efficiency, and conservation minimizing natural resource depletion.

# A LETTER FROM THE CHAIRMAN AND THE EXECUTIVE DIRECTOR



State Senator Harris B. McDowell III  
Chairman



Anthony J. DePrima, & Lisa Gardner

## DEAR DELAWAREANS,

Throughout 2021, under ongoing pandemic conditions, Energize Delaware continued providing energy and cost savings to Delaware through its energy efficiency and clean energy programs.

Before listing our 2021 accomplishments, we want to thank Lisa Gardner, our Office Manager, for her ten years of service to Energize Delaware and wish her well in her retirement.

Lisa was employee #2; from our beginning, she helped make Energize Delaware what it is today. She has been a vigilant, creative, and caring employee who always puts the customer first. By Lisa doing what she did, we could grow Energize Delaware. We owe her a debt of gratitude.

We also welcomed two new employees. In September, we hired Robin Coventry as our full-time Communications and Marketing Manager. We have not had someone in this position full-time for several years. Our goal is to expand our reach to the public. Then, in December, Traci Evans started as our new Office Manager. She brings a wealth of experience and knowledge in administration and a deep understanding of energy efficiency and renewable energy markets.

Energize Delaware had several new accomplishments in 2021:

- We launched and provided \$1 million to the Energy Equity Fund to sustain the work of the Empowerment Grant Program. This fund will take the program beyond the Delmarva Power funded program to help more low and moderate-income Delawareans in more ways.
- We launched two new online programs: the Energize Delaware Marketplace and Virtual Energy Audits.
- We relaunched the popular and much-needed Pre-Weatherization program to help lower-income Delawareans prepare their homes for weatherization.
- We received the ENERGY STAR® Sustained Excellence Award for Program Delivery of our Home Performance with ENERGY STAR® Program for the 3rd year in a row bringing our ENERGY STAR awards to five. We also logged our 10,000th Home Energy Audit.

Energize Delaware is excited to continue serving Delaware businesses, non-profits, state agencies, local governments, and residents through our Energize Delaware programs. We are dedicated to the goals of reducing energy consumption via energy efficiency, creating green jobs, and reducing greenhouse gas pollution, all while saving our customers money.

We thank all Delawareans for our continued success story.

State Senator Harris B. McDowell III (Retired)  
Chairman

Anthony J. DePrima, Ph.D.  
Executive Director

# 2021 ENERGIZE DELAWARE ACCOMPLISHMENTS

Energize Delaware programs have a proven track record of providing energy savings for Delaware's homes, businesses, farms, houses of worship, non-profits, state & local government agencies and schools. These programs aid job growth and increase business expansion through energy savings and green energy projects. They also reduce operating costs and lower greenhouse gas emissions.

We are proud of the progress we made during 2021 even with the pandemic challenges.

**Home Performance with ENERGY STAR® Milestones** — Two milestones were achieved in 2021. One for the United States Department of Energy, and one for Energize Delaware. In November, US Energy Secretary Jennifer M. Granholm chose to recognize, in person, a home in Delaware as the one-millionth home nationally to be assisted by the Home Performance with ENERGY STAR program. And for Energize Delaware, we marked our 10,000-home assisted by the program. We also received our third ENERGY STAR Sustained Excellence Award bringing our ENERGY STAR awards to five.

**Energize Delaware Empowerment Grant Program** — Launched in 2019 with \$4 million in funds from Delmarva Power. The program's purpose was to fund energy efficiency grants to Delmarva Power's low-income customers. The program has excellent success in providing broad and unique opportunities to save money and energy to those customers. In 2021 the program committed all its initial funding and will conclude in 2022 once all the funds are disbursed.

**Energy Equity Fund** — To sustain the Energize Delaware Empowerment Grant Program, a new Energy Equity Fund was created to attract governments, foundations, and corporations to fund the program. As a result, the statewide program will expand, serving both low- and moderate-income families. It will also go beyond just energy efficiency to include renewable energy, green job creation, carbon reduction, healthy homes, and resiliency to climate change. The DESEU Board seeded the fund with \$1 million.

**Pre-WAP Relaunch** — After being unavailable for some time, the Delaware Weatherization Assistance Program (WAP) re-opened in 2021. This enabled Energize Delaware to relaunch the Pre-WAP program to help deferred WAP customers make non-energy repairs so they can be eligible to receive valuable WAP weatherization improvements.

**Energize Delaware Online Marketplace Launched** — This new program offers an online marketplace where Delawareans can purchase LED light bulbs, energy-efficient showerheads, energy-efficient power strips, smart thermostats and other energy-saving devices at a subsidized reduced cost.

**Energize Delaware Virtual Assessments Launched** — Motivated by so many people staying home during the pandemic and so many energy auditors unable to visit homes, this program was launched so Delawareans can participate online in a program that will walk them through a “do it yourself” energy assessment.



U.S. Secretary of Energy,  
Jennifer M. Granholm  
and U.S. Senator Tom Carper

## 2021 ENERGIZE DELAWARE PROGRAMS

PROGRAM	MARKETS SERVED
Online Marketplace	All Delawareans
Home Performance with ENERGY STAR	Homeowners, Low-Income Homeowners
ZeMod (Zero-Energy Modular Home)	Low-to-Moderate-Income Delawareans
Pre-Weatherization Program	Low-Income Homeowners
Affordable Multifamily Housing	Affordable Housing Providers
Energy Assessments for Nonprofits and Government	Nonprofits, Local Government
Low-Interest Revolving Loan	Businesses, Nonprofits, Government
Energy Savings Performance Contracting	Public Schools, Government
Virtual Home Assessment	All Delawareans
Pathways to Green Schools	Public and Private Schools
Faith Efficiencies	Houses of Worship
Farm Program	Farmers, Agricultural Operations
Residential Solar Loan	Homeowners
Home Energy Counseling & Checkup (HEC2)	Low-Income Delawareans
Lights On Delaware Strong Program	Renters and Homeowners
Energize Delaware Empowerment Energy Equity Fund	Low-Income Delawareans
D-PACE Commercial Financing	Commercial Property Owners
COVID-19 Response Programs	All Delawareans



**ENERGIZE DELAWARE**  
**Online Marketplace**  
 Energy Efficiency Products

We launched the Energize Delaware Online Marketplace in 2021 to offer Delawareans high-quality affordable energy-saving products. The website [www.EnergizeDelawareMarketplace.com](http://www.EnergizeDelawareMarketplace.com) is easy to use.

On average, a smart thermostat can save roughly \$140 per year on energy bills and over 700 Smart Thermostats were sold on the Online Marketplace in 2021. At the same time, around 285 LEDs have been purchased through us and don't forget LEDs use up to 90% less energy than traditional incandescent bulbs.

Other top-selling products include advanced power strips, water-saving faucet aerators and showerheads. Advanced power strips prevent vampire energy use from household electronics. Water-saving faucet aerators and showerheads reduce water usage but not water pressure. By installing these products in homes, customers will lower their energy bills and put more cash in their pockets.

In addition to providing ongoing subsidies to all our listed products, we offered additional special sales promotions throughout the year. We launched over 21 market campaigns in 2021; each campaign correlated to a spike in the number of orders placed.



Number of Participants.....976  
 Number of Items Purchased.....1,617  
 Incentives Awarded.....\$83,269  
 Annual Electricity Saved (kWh)... 245,231.69

Estimated Annual Energy Savings.....\$31,880  
 Annual Energy Savings (MMBtu).....689.53  
 FY 22 Program Budget.....\$361,000

**TIFFANY JESTER**



*“Our home had a programable thermostat, but it was not “smart.” After reading about the benefits of having a “smart thermostat,” we researched brands. Our top two choices, Nest and Ecobee, were both offered through the Marketplace and we decided to go with the Ecobee because of the room sensors. We purchased an additional 2-pack of room sensors as well (for a total of 3). We are very satisfied with the Marketplace purchase, both in initial costs and added value to our home (rooms are more comfortable because of the ability to customize settings and we noticed savings on our utility bills. Everything about the Marketplace, including navigating the website, browsing the selection of items, and the checkout process, was convenient and easy.”*

– Tiffany Jester

The flagship Home Performance with ENERGY STAR® program is going into its ninth year. Franklin Energy, continuing as our program partner, now employs 6 staff members in Dover. A whole-house approach to improving comfort and safety in the home, provides homeowners significant savings on their utility costs. Delaware homeowners learn ways to improve the energy efficiency of their homes through the completion of a subsidized, comprehensive home energy assessment performed by certified contractors. They also receive up to \$200 of energy saving items such as LED light bulbs and pipe insulation.



**Contractor conducting a HPwES home audit**

After the assessment, homeowners making recommended energy-saving improvements can take advantage of rebates that make energy improvements more affordable. Reduced assessment costs and increased rebates are also available to income-qualified Delawareans. Program adjustments continue due to the COVID-19 virus to encourage participation in the program and keep our participating contractors working.

Qualifying homeowners may also apply for special 5.99% financing for energy-saving home improvements, up to \$30,000, through the Energize Delaware Energy Efficiency Residential Loan Program.

Burns & McBride Home Comfort, First Class Heating & Air Conditioning, Maichles Heating & Air, Inc. and Schagrín Gas received the U.S. Department of Energy Century Club Award for completing more than 100 jobs. In addition, Energy Efficient Earth, Energy Solutions LLC, Energy Services Group, Independence Power Solutions, Equinox LLC. and Home Performance Consulting LLC., completed more than 100 assessments. Home Performance Group promoted the most loans and Assisted HP Projects. And for the fifth year in a row, Energize Delaware has received an ENERGY STAR® Award. In 2021, the program was awarded the Sustained Excellence Award for program delivery.

Home Assessments Completed in 2021.....	2,029	Lifetime Energy Savings .....	\$11,069,466
Homeowners Receiving Rebates.....	1,468	Annual Energy Savings (MMBtu).....	17,687.17
Incentives Awarded.....	\$2,564,249	Annual GHG Emission Avoided (Metric Tons).....	2,034
Annual Energy Savings .....	\$614,970	FY22 Program Budget .....	\$6,000,000

## JAVIER PAULA



*“The sign-up process was smooth and easy. Not a lot of paperwork. It was quick and efficient. They came in when they said and quickly got the work done. Within a month of me having everything done in my home I had the lowest electric bill I have had in this house in 14 years. In addition, a few years ago, in the winter my electric bill was over \$800. With all that was done to my home, there is more than a 50% savings. It worked.”*

– Javier Paula

Pictured: U.S. Secretary of Energy, Jennifer M. Granholm, Javier Paula, and U.S. Senator Tom Carper

In 2021, we had one more homeowner move into their ZeMod home and four families now owning ZeMods. ZeMod Delaware is a unique new housing option for Delawareans, offering highly energy efficient, solar powered modular homes. Built by Beracah Homes, in Greenwood, Delaware, these zero energy homes produce as much energy as they use, which means little or no electric or fuel costs.



Emma Smith and her home

ZeMod homes feature super-insulated walls, doors and windows, an all-electric HVAC system incorporating efficient heat-pump technology, ENERGY STAR® rated appliances and lighting, and rooftop solar.

Energize Delaware provides energy efficiency incentives and down-payment assistance for income-qualified buyers to ensure the affordability of the homes for low to moderate-income Delawareans. Energize Delaware partners with Milford Housing Development Corporation to work with families through the application and homeownership process.

Two options are available: the 980 square foot ranch-style Solstice and the 1,204 square foot cottage-style Sundial. The ZeMod team is evaluating a three-bedroom option.

These homes can be designed and built for anyone interested in a Zero Energy Modular home.

New ZeMod Homes to Date.....	4	Annual Energy Savings (MMBtu).....	27.78
Incentives Awarded.....	\$41,500	Annual GHG Emissions Avoided (Metric Tons).....	7.55
Annual Energy Savings .....	\$1,131	FY22 Program Budget .....	\$370,000
Annual Electricity Generation from Solar PV (kWh) .....	6,862		

## EMMA SMITH



*“Thank you very much for helping me with my home. I absolutely love it.”*

— Emma Smith, ZeMod Homeowner



# PRE-WEATHERIZATION PROGRAM

The Pre-Weatherization program helps low-income families in Delaware prepare their homes to meet the requirements for the State of Delaware's Weatherization Assistance Program (WAP).

Many potential WAP clients cannot afford the structural home repairs needed to qualify the home and therefore lose the ability to participate in weatherization assistance.

Participants whose properties have been deferred by WAP for structural reasons are referred to Energize Delaware's Pre-Weatherization Program.

Since the start of this program, Energize Delaware has assisted more than 431 families by providing funding to repair structural issues, such as leaky roofs, broken windows and doors, or moisture in crawl spaces. The Pre-Weatherization Program will inspect homes, hire contractors, schedule repair work, and perform a quality assurance post-inspection, then re-admit these units into the Weatherization Assistance Program.

Program participation was reduced in 2021 due to the COVID-19 virus, and we had a shortage of contractors to do the work. However, program staffing has improved, and more contractors have been hired to perform the work. Without this vital Energize Delaware program, these families would not receive the essential benefits of the Weatherization Program.



Contractor replacing a sump pump is a dirty job

Participants/Completed Full Weatherization from Start of Program.....	413	Average Incentive to Clients .....	\$4,446
		FY 22 Program Budget .....	\$900,000

## MICHELLE SCOTT



*I am so incredibly thankful for what the program has done for me. The installers were wonderful, professional, and knowledgeable. I already feel a difference in my home. It feels much more comfortable. I've requested some brochures so that I can tell my friends and neighbors about the program. I am so thankful and happy with the process. Thank you!*

—Michelle Scott



Contractor Site Visit

**The Energize Delaware Affordable Multifamily Housing Program helps building owners identify, plan, and implement energy efficiency and renewable energy upgrades in existing buildings and new construction projects..**

Our program delivery partners, New Ecology, Inc. and Elevate Energy, provide technical assistance, financial incentives, and low-cost financing through Energize Delaware. They help affordable multifamily building owners make energy efficiency and renewable energy investments that save money on operating costs, reduce energy use, and improve the living environment for Delaware’s low to moderate-income residents.

The program offers a customized, whole-building approach that addresses all utilities. It pursues possible upgrades to the building envelope, HVAC and hot water equipment, in-unit and common area lighting, energy-saving appliances, renewable energy generation, qualified health and safety measures, and water-saving fixtures and equipment. Buildings in this program can take several years to complete the whole process. However, we now have several completed projects that received incentives through the program and a growing partnership with the Delaware State Housing Authority to offer low-interest construction loans for new construction and gut rehab projects that exceed the building energy code. Incentives are paid throughout all phases of the project; total project energy & dollar savings are reported when project is complete.

2021 Participants.....	28
Energy Audits Completed in 2021.....	3
Incentives Awarded.....	\$543,298
Potential Annual Energy Savings .....	\$119,799
Potential Annual Energy Savings (MMBtu).....	2,792.3

Potential GHG Emissions Avoided (Metric Tons).....	270.66
Projects Completed in 2021 .....	1
FY 22 Program Budget .....	\$1,000,000

**ROBERT JONES**



*“I can’t say enough good things about the Energize Delaware Affordable Multifamily Housing program. With my long experience in contracting and property management, I valued how the program involved me in development of the energy upgrade scope of work, and accommodated our reserves and existing cash flow. The audit identified replacement of our old boilers with a pair of properly sized high-efficiency models, working in series to provide heating, hot water, and redundancy. The program also subsidized installation of other measures including installation of advanced boiler controls programmed for year-round high-efficiency operation, and then worked with me and the manufacturer until the new controls were functioning as intended. We can already see the impact in the form of lower utility bills.”*

—Robert Jones, Managing Member at Morningstar City Group



Through its partnership with the University of Delaware's award-winning Mid-Atlantic Industrial Assessment Center (IAC), Energize Delaware funds energy assessments for large and medium-size buildings operated by nonprofits and local governments in Delaware. Since the pandemic broke out, Energize Delaware has paid 100% of the assessment cost to support agencies in this challenging time.

University of Delaware students do the energy assessments under the supervision of IAC directors. The program offers energy-saving solutions for various buildings, including senior centers, community centers, churches, municipal buildings, and firehouses. Savings between 20% and 30% are typically found after installing recommended upgrades. Participants in this program often take advantage of the Energy Efficiency Investment Fund and the Energize Delaware Low-Interest Commercial Loan Program.

This year, Energize Delaware conducted a robust program impact evaluation and identified five main improvement areas, including strengthening the financing support, adjusting the timing of the follow-up implementation survey and streamlining the energy audit report findings into an executive summary.



University of Delaware Students checking roof vent

Energy audits completed in 2021.....	27	Implemented Annual Energy Savings .....	\$44,431
Potential Annual Energy Savings .....	\$322,289	Implemented Annual Energy Savings (MMBtu)..	8,684.80
Potential Annual Energy Savings (MMBtu).....	14,188.30	GHG Emissions Avoided (Metric Tons) .....	1,048.38
Potential GHG Emissions Avoided (Metric Tons)...	1,584.25	FY 22 Program Budget .....	\$90,000
Projects Completed in 2021.....	18		

## MICHAEL J. KOPP - MURPHY SCHOOL



*“Thank you and your team for the quick response and turn-around on our energy audit. It looks like we have a few things to look into. I appreciate your efforts and have already made some plans to begin to address areas that can be improved. For a non-profit, every dime makes a difference. Your work will help us considerably”*

— Michael J. Kopp, Executive Director Murphy School



**ENERGIZE DELAWARE**  
**Commercial Financing**  
*Low-Interest Loans*



*Children's Beach House, Lewes*

**These unique commercial loans are structured to be cash positive from day one. In most cases, energy savings over the life of the project are more than the investment, including financing. The program's objective is to encourage energy efficiency, customer-sited renewable generation, or greenhouse gas reduction measures. The result is lower customer utility bills and reduced environmental impact.**

The Energize Delaware Low-Interest Commercial Loan Program has a track record of providing low-interest loans for businesses, farms, non-profits and school districts to reduce their energy bills by improving the efficiency of their operations. The 2021 calendar year was another strong year, closing nine loans totaling \$2,112,184. For 2021, the average loan size was \$234,687; however, they ranged from a \$48,924 loan for an energy efficiency improvement at a poultry farm to a \$677,290 loan for energy efficiency improvements of a grocery store. The average interest rate was 2%, with an intermediate term of 14.4 years.

Loan Applications Processed in 2021 .....	8	Annual Energy Savings of New Loans in Repayment (MMBtu).....	11,163.76
Total Value of New Loans .....	\$4,971,701	Capacity of Solar PV Systems Installed in 2021(kW).....	432.97
New Loans in Repayment.....	9	Annual GHG Emissions Avoided by New Loans in Repayment (Metric Tons).....	1,140.18
Total Value of New Loans in Repayment .....	\$2,112,184	FY 22 Program Budget.....	\$5,500,000
Annual Energy Savings of New Loans in Repayment .....	\$308,476		

**RICHARD GARRETT**



The Children's Beach House received a \$462,130 loan.

*"We work with kids, which means we have to look to the future, set an example, and reduce the dependency on fossil fuel to reduce our carbon footprint. Our building is used almost every day of the week year-round; the HVAC and lighting get a workout. I am looking forward to seeing the energy savings."*

*—Richard Garrett, Executive Director, Children's Beach House*

*Pictured: Richard Garrett, Tony DePrima and Patrice Tosi*

# ENERGY-SAVING PERFORMANCE CONTRACTING AND FINANCING



## RED CLAY SCHOOLS

Since its founding, Energize Delaware has used its authority to issue tax-exempt bonds or low-interest loans to finance Energy Saving Performance Contracts (ESPC). Designed for state agencies and school districts, ESPC's use utility cost savings to finance construction. In 2020 a Master Lease Agreement with the Bank of America was added to the tax-exempt financing toolbox. Under the agreement, they would finance, under very favorable terms, up to \$30 million for energy-saving projects.

In 2021 the Master Lease Program was taken to a new and unexpected level when The Red Clay School District approached Energize Delaware to refinance a 2013 Tax Exempt Lease that funded district-wide energy efficiency. By refinancing the remaining \$16.3 million, the Red Clay School District will save \$961,000 in debt service payments. When added to the \$14.4 million in tax-exempt lease financing done in 2020, this refinancing caused Energize Delaware to increase its financing cap with Bank of America to \$40 million.


This was the second refinancing done by Energize Delaware. In 2020, its first tax-exempt Energy Efficiency Bond issued in 2011 was refunded with new taxable bonds, saving Delaware \$3.9 million in present value savings. Energize Delaware's willingness to refinance debt when capital markets are favorable, shows its commitment to supporting the State of Delaware.

### TED AMMANN



*"We funded our Energy Saving Performance Contract in 2013 when interest rates were higher. We had been looking for a way to refinance the debt because interest rates were falling. Ironically, our Energy Services Contractor told us about Energize Delaware's new Master Leasing program. I investigated whether this new program could help us. I was happy to learn that Energize Delaware was willing to adjust the program for us. We ended up refinancing \$16.3 million. The process was painless, and we were able to save the District money by reducing debt payments. In addition, Energize Delaware was willing to use some of the fees from the refinancing to pay for an independent energy engineering analysis of a few underperforming buildings to help us determine where improvements could be made."*

—Ted Ammann, Red Clay School District Assistant Superintendent



**ENERGIZE DELAWARE**  
**Virtual Assessments**  
*DIY Energy Checkups*

Throughout 2021, residential customers had a new tool to investigate the comfort and efficiency of their home by using the Energize Delaware Virtual Assessment program, which launched in 2021. The virtual assessment was developed to offer a safe option during the pandemic, which helps Delawareans identify the best opportunities for saving energy in their home.

By looking at multiple aspects of their home and completing the 10–15-minute online survey, it can help residents identify simple, low-cost solutions to improve the comfort and efficiency of their homes and save money too! In addition, a customized report with recommendations is available once the assessment survey is completed.

Now that restrictions put in place as a result of the COVID-19 pandemic are being lifted and the number of in-person home assessments is increasing through the Home Performance with ENERGY STAR Program, we plan to phase out the virtual assessment option during 2022.



2021 Number of Users .....	642	Average Duration for Site Visit .....	4 minutes, 25 seconds
Number of Virtual Assessments Completed .....	86	FY 22 Program Budget .....	\$130,000

## ONLINE VIRTUAL HOME ASSESSMENT



Save money, improve the comfort of your home or reduce your carbon footprint. Whatever your goal, our free and easy online assessment helps you quickly create a customized action plan.

### YOUR PRIMARY GOAL?



**The Pathways to Green Schools Program continues to assist schools in becoming energy efficient by providing mini-grants for student eco-action and green team projects, free energy audits and assistance with energy benchmarking in ENERGY STAR® Portfolio Manager. This program is administered by Green Building United, one of our program partners.**

Practical Energy Solutions provides participating schools with energy audits that include student participation and collaboration with teachers on energy curriculum. Again, this year energy audits were done on-site with a virtual follow-up with the students due to COVID-19 restrictions.

Energize Delaware helps get the green teams at the schools off the ground and helps them grow their sustainability initiatives; however, the leadership of the teachers, students, and administrators keeps the momentum going to bring about positive change. Unfortunately, there were no awards for USDOE Green Ribbon Schools in Delaware in 2021 due to COVID-19 impacts.



*Forwood Elementary*

Total Participating Schools.....	57	Implemented Annual Energy Savings (\$)	\$971
Total Schools Enrolled in Portfolio Manager .....	49	Potential Annual Energy Savings (MMBtu).....	82.64
Schools Receiving Mini Grants in 2021.....	9	Potential GHG Emissions Avoided (Metric Tons).....	7.29
School Audits Completed in 2021 .....	1	FY 22 Program Budget .....	\$115,000

**CHRIST THE TEACHER CATHOLIC SCHOOL**



*"I'm excited about so many programs available to our school through Pathways! We have done two projects with grants through Energize Delaware over the past two years. Christ the Teacher Catholic School is always seeking innovative, hands-on learning experiences for our students. Our Eco-Warrior Team is developing presentations and infographics to teach the entire student body and their families about the benefits of converting to LED lighting. It is wonderful to see the student's excitement about projects that tie in with a section of our school's belief statements, stating that we believe in 'Treating self, others and the environment with respect'."*

—Colleen Naccarato of Christ the Teacher Catholic School



Metropolitan Community Church – Rehoboth

**The Faith Efficiencies Program provides a wide range of energy resources, including energy audits, remediation strategies, funding options and ongoing cost-saving energy education to faith communities throughout Delaware.**

Our program partner, Delaware Interfaith Power and Light (DeIPL), implements the program and serves the members of participating faith communities by offering Home Performance with ENERGY STAR® workshops and establishing Earth Care Displays to provide further energy education and resources. DeIPL’s mission is to rally faith communities to address the causes and impacts of climate change by empowering them to adopt creative, effective, and affordable energy conservation, energy efficiency and renewable energy strategies.

The Climate Conversations initiative fosters opportunities to encourage open and respectful dialog among diverse audiences about climate change-related issues and identify areas of shared concern. This initiative aims to create environments where people will feel encouraged and empowered to discuss topics related to climate change. In 2021, these sessions were primarily offered virtually through partnerships with interested organizations.

Places of Worship Audited in 2021.....	7	Potential Annual GHG Emissions Avoided (Metric Tons) .....	148.64
Incentives Awarded .....	\$15,500	FY 22 Program Budget .....	\$51,800
Potential Annual Energy Savings (\$) .....	\$13,285		
Potential Annual Energy Savings (MMBtu).....	2,298		

**DR. RANDI JOHNSON**



*“The audit was very thorough; they examined our energy usage, did a pressure test on our building to see where we were leaking air, and evaluated options to save us money (and lower our carbon footprint). Their recommendations made perfect sense, but we probably would not have come to these conclusions without the audit; an audit which was freely provided. I would recommend that all houses of worship consider having an energy audit so that they too can benefit from cost savings and lowering their carbon footprint. Based on the economic analyses provided, almost all the improvements will pay for themselves within a year or two through energy cost savings; savings we can use to further our church’s mission instead of paying for energy.”*

—Dr. Randi Johnson, Metropolitan Community Church





Energy Checkups and Funding

**The Energize Delaware Farm Program provides a comprehensive approach to help Delaware’s farmers reduce their energy costs through energy efficiency improvements and renewable energy.**

EnSave, our Program Partner, works with the farmers to create a customized road map for installing energy efficiency improvements on the farm.

Grants for energy-efficient equipment, energy assessments, low-interest loans, and guidance for accessing other state and federal programs for energy efficiency and renewable energy projects are among the offerings to farmers through this program.



Magnolia Manor

Participating Farms in 2021 .....	13	Implemented Annual Energy Savings (MMBtu).....	2,416.12
Audits Completed .....	11	GHG Emissions Avoided (Metric Tons).....	177.88
Technical Assistance Reports .....	3	FY 22 Program Budget .....	\$480,000
Potential Annual Energy Savings .....	\$95,723		
Potential Annual Energy Savings (MMBtu).....	7,498.40		
Incentives Awarded.....	\$220,940		
Implemented Annual Energy Savings .....	\$45,136		

**WILLIAM & MARY SKOTTA WITH GRANDDAUGHTER**



*In 2018, we used the 3% fixed-rate financing to build a 277 kW solar project and an LED lighting upgrade project. The lighting project saves us more in electricity every year than the total cost to install the upgrades! We were so impressed with the financial results of these projects, in 2021 we went back to the program for additional efficiency upgrades that include tunnel doors, solid sidewalls and radiant heaters. We received substantial incentive payments and are very pleased with the results so far, and we are projected to save enough money on our annual energy bills to pay for the total cost of all of these improvements, even without any incentives! We expect to save significantly on our energy costs and made the birds more comfortable and productive. These projects have really put our farm in good shape for the coming generations thanks to the help from the Energize Delaware Farm Program.*

—William & Mary Skotta Georgetown



**ENERGIZE DELAWARE**  
**Safer Communities**  
*Lights On*



*Lights On Delaware Strong changing bulbs*

The Energize Delaware Lights On Program has served vulnerable communities in Georgetown, Seaford, Milford, Laurel, and Wilmington since 2017. The program’s goal is to increase neighborhood safety in participating communities by improving exterior lighting. Since 2017, more than 6,600 homes have received energy-efficient LED porch lights through this program.

Our partner, The HELP Initiative, Inc., identifies neighborhoods that are experiencing high levels of crime, then program representatives go door-to door to improve the exterior lighting, identify health and safety risks, and educate residents. Local governments and police agencies support and encourage this effort in their communities.

Community outreach events are also offered through this program. The HELP Initiative team also provides information on State Programs such as the Weatherization Assistance Program and other Energize Delaware Programs that may benefit the residents in the communities they serve, such as our Home Energy Check-up and Counseling Program.

Homes Served in 2021 .....	2,673	Annual Energy Savings (MMBtu) .....	688.97
New LED Lights Installed.....	4,123	Annual GHG Emissions Avoided (Metric Tons).....	101.63
Cities/Towns Served.....	26	FY 22 Program Budget .....	\$513,000
Annual Energy Savings .....	\$24,332		

**JUANITA HERREIDA**



*Ms. Herreida was the most comprehensive project for the HELP Initiative. She received multiple program services that improved her home’s safety, like good external lighting through the Lights On Program. Her energy burden was reduced by replacing her inoperative heating system and she had health hazards removed from her crawl space. Ms. Herreida was extremely grateful because shortly after this comprehensive project was completed, her grandson who had a respiratory condition, was able to breath without using a prescribed inhaler. Ms. Herreida also noted that it was a real pleasure to enter a warm bathroom each morning.*

*Pictured: Juanita Herreida, her grandson and Harold Stafford with HELP Initiative, Inc.*



**ENERGIZE DELAWARE**  
**Residential Solar Loans**  
*Low Interest Loans*

**The Energize Delaware Residential Solar Loan program offers low-interest loans designed to encourage the purchase of solar systems for residential homes in Delaware. In 2021, the program achieved a benchmark of lending over \$5 million.**

The installation of these customer-sited and owned systems result in customer utility bill savings and reduced environmental impacts of energy production, delivery, and use. In addition, it promotes local job growth in the solar installation industry.

Loans range from \$3,000 to \$30,000 with a fixed rate of 3.9% and a term of up to 10 years. The loan amount cannot exceed 70 percent of the total project cost.

Energize Delaware partners with InClimate Solutions to service the residential solar loans and the residential energy efficiency loans offered to eligible participants in the Home Performance with ENERGY STAR Program.



*John Thomas Residence*

Homes Served in 2021 .....	69	Annual kWh Production (closed loans) .....	1,233,895
Value of New Loan Applications .....	\$1,049,812	Capacity of Solar Systems kW (closed loans).....	937,810
Loans Closed .....	82	Annual GHG Emissions Avoided (Metric Tons).....	450
Value of Closed/Completed Loans .....	\$1,261,583	FY 22 Program Budget .....	\$2,000,000
Annual Energy Savings .....	\$148,067		

**JOHN THOMAS**



*“The Loan Program did not drive my decision but it was a major factor. I would not have gone solar without it. Benefits: I have received \$600 from my supplier for excess electricity generation while bills since installation have totaled about \$35. Application was easy. My installer helped. Repayment is easy.”*

— John Thomas, Homeowner



**ENERGIZE DELAWARE**  
**Home Energy Checkups & Counseling**  
*A Visit from an Expert*

**The Home Energy Counseling and Checkup (HEC2) Program is now in its third year. It seeks to empower Delaware’s economically vulnerable populations by providing access to high-quality energy efficiency education, products, and services. This program is offered through a partnership with Franklin Energy Services, HELP Initiative, Inc. and Habitat for Humanity.**

A multi-pathway approach is used to engage organizations by cultivating partnerships in the community, offering tailored energy workshops, offering “Pop-Up” energy counseling centers and providing in-home energy counseling and in-home energy checkups. For example, an energy advisor will come to the home and check the condition of insulation, heating and air-cooling systems, lighting, appliances and identify simple ways to help the residents save energy and money. The energy advisor may also install FREE energy-saving products such as LED light bulbs, faucet aerators, efficient-flow showerheads and water-heater pipe insulation during the home visit.

COVID-19 presented many challenges to delivering the services over the past few years. Facebook Live continued in 2021 to offer a virtual format to engage Delawareans on how to save money and energy and learn about other programs and resources from partner organizations.

Home Checkups Completed in 2021 .....	243
Incentives Awarded .....	\$23,753
Annual Energy Savings .....	\$17,055
Annual Energy Savings (MMBtu) .....	536.67
Annual GHG Emissions Avoided (Metric Tons) .....	69.26
FY 22 Program Budget .....	\$750,000



Homeowner and Energy Team

## ANNA LOGAN



*“The team came in and helped me in so many ways. I was able to make my home more energy efficient, so I could be warmer in the winter. Their customer service was wonderful; they did a great job. I am very happy with my new refrigerator. Your team is really good at what they do. The insulated vinyl skirting is very nice and will make a huge difference. I would recommend this Energize Delaware program to anyone.”*

— Anna Logan



**ENERGIZE DELAWARE**  
**Empowerment Grant**  
*For Delmarva Power Customers*



*Launch of a Empowerment Program*

The Empowerment Grant Program (EGP) that Energize Delaware proudly developed and administered has now awarded \$4 million in energy efficiency grants for underserved communities in all three counties. These grant funds of the Empowerment Grant were made possible by the merger between Exelon Power and Delmarva Power in Delaware and authorized by the Delaware Public Service Commission.

The Empowerment Grant funded eight organizations through a highly competitive application process. In addition, Empowerment Grant staff conducted information sessions, provided technical assistance and coordinated efforts across the state which has impacted and continues to support services to thousands of households in the Delmarva Service territory in all three counties.

- Habitat For Humanity, Refrigerator Replacement**- \$800,000
- ARCA Recycling, Refrigerator Replacement** - \$500,000
- Sussex County Habitat for Humanity, Insulated Skirting** - \$750,000
- Delaware Interfaith Power and Light, Windows of Hope** - \$100,000
- Wilmington Senior Center, Senior Apartment Energy Upgrade**- \$150,000
- New Ecology, Climate Smart Homes** - \$795,000
- Applied Energy Group, LMI Apartment Rebate** - \$190,000
- Kingswood Community Center, Energy Conservation** - \$35,000

Number of Grants Awarded in 2021 .....	6	Large-Scale Grants' Potential GHG Emission Avoided (Metric Tons).....	592
Total Grants Awarded in 2021.....	\$1,885,665	GHG Emissions Avoided (Metric Tons) .....	230.25
2021 Participating Organizations.....	10	FY 22 Program Budget.....	\$1,464,000
Anticipated Households Served.....	845		
Potential Annual Energy Savings.....	\$12,150		

**REV. TERRENCE KEELING**



*“The Empowerment Grant’s support of our community revitalization work in Wilmington’s Eastside enables first-time homebuyers to build equity in high-performance, healthy homes that benefit our families, the broader community, and future generations. Central Baptist CDC looks forward to scaling up this design and construction approach through all of our housing developments and sharing it with others so all Delawareans enjoy similar benefits.”*

*—Rev. Terrence Keeling, President/CEO Central Baptist Community Development Corp.*



**ENERGIZE DELAWARE**  
**Commercial D-PACE**  
*Unique Energy Financing*



*The Seaglass*

The Commercial Property Assessed Clean Energy Program (D-PACE) enables building owners to seek private sector financing for clean energy and energy efficiency projects through a voluntary property assessment with Delaware’s Counties. Assessment financing brings several advantages to building owners and lenders. Energize Delaware administers the program; ten Capital Providers are registered in the program as are seven construction contracting firms.

The program expanded significantly in 2021 when Kent and Sussex Counties signed participation agreements with Energize Delaware. Thus, they are joining New Castle County in making it a statewide program. In 2021, three D-PACE deals were closed. Together, these funded \$17.9 million in energy efficiency measures.

The projects include Weston Willows Apartments in Georgetown, the Seaglass Apartments in Rehoboth Beach, and the Tapestry Hotel in Rehoboth Beach. The Sea Glass and Weston Willows were new construction projects designed to be more than 20% above the State Energy Code. The Tapestry Hotel in Rehoboth Beach involves the renovation of the old Sandcastle Hotel by new owners. Funded renovations include building envelope insulation, window and door upgrades, lighting upgrades, hot water heating, low-flow plumbing, ENERGY STAR appliances, and HVAC upgrades.

Projects Completed in 2021 .....	3	Annual CO <sub>2</sub> e Emissions Reduction (Metric Tons).....	95.22
C-PACE Financing.....	\$17.9 M	FY 22 Program Budget.....	\$133,443.00
Projected Annual Energy Cost Savings.....	\$47,948	Projected Annual Energy Savings (MMBtu).....	1,799.60



*“Kent County is pleased to become a participating county in the D-PACE Program as we work in partnership with Energize Delaware to promote clean energy alternatives and improvements to commercial buildings in Central Delaware. Enabling businesses to make clean and sustainable energy choices in a way that is manageable and affordable is good for business, good for the environment, and promotes community health and well-being.”*

— Kent County Administrator, Michael Petit de Mange.

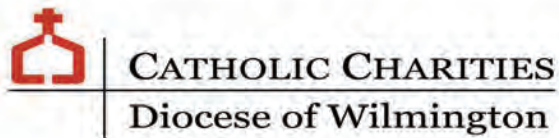
# COVID-19 RESPONSE

The DESEU – Energize Delaware team has continued several actions to help and support Delawareans during the COVID-19 environment.

- We have continued the partnership with Catholic Charities to provide a \$100,000 utility relief fund to provide emergency financial assistance to people at risk of service disconnection.
- We continue to waive the fees for energy assessments for non-profit organizations and houses of worship to identify ways to save energy and money.
- We continue to offer increased energy efficiency rebates for customers of the Home Performance with ENERGY STAR program. We are keeping our Delaware contractors working in a safe manner to deliver valuable services to Delawareans.
- We continue to offer Facebook Live workshops to promote residential energy efficiency; we also offer phone counseling and advocacy for those needing referrals for utility bill assistance.
- We also kept our other Energize Delaware programs open and operational, during this time providing services to Delawareans and work for our contractors. Our Board and staff are proud to fulfill our mission of offering the most affordable energy efficiency initiatives, even in difficult times, and continue to look for new and novel ways of helping Delawareans during this unique period in history.



## ANONYMOUS PARTICIPANT



*"Dear Ms. Harvey,*

*I wanted to send a "Heartfelt Thank You" to you for All Your Help and Support with my September Utility Payment. I find myself in a position where I'm having to ask for Financial Help. At 61 years old I never have had to ask for anything. Unfortunately, given my health, losing my part-time position as a Front Desk Coordinator due to COVID and the challenging times we are facing, I had to finally put my embarrassment aside and ask for help. Thank you for your Professionalism."*

*— Email from a happy program participant, submitted by Porche Harvey.*

# PROGRAM RESULTS

## Energy Savings Data from New Completed Projects

Program	Annual Energy Savings	Lifetime Energy Savings <sup>1</sup>	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions Avoided Metrics Tons
Home Performance <sup>2</sup>	\$614,970	\$11,069,466	17,687.17	318,368.97	2033.65
Home Energy Counseling and Checkup <sup>3</sup>	\$17,055	\$306,984	536.67	9,660.06	69.26
ZeMod	\$1,131	20,358	27.78	500.04	7.55
Low Interest Commercial Loans	\$308,476	\$5,552,575	11,163.76	200,947.68	1140.8
Pathway to Green Schools	\$971	\$17,478	82.64	1,487.52	7.29
Farm Program	\$45,136	812,448	2,416.12	43,490.16	177.88
Residential Solar Loan	\$148,067	\$2,665,213	4210.05	75,780.90	450
Lights On	\$24,332	\$306,984	536.67	9660.06	69.26

## Potential Savings Found Through Energy Audits

Program	Annual Energy Savings	Lifetime Annual Savings	Gross Annual Energy Savings (MMBTU)	Gross Lifetime Energy Savings (MMBTU)	Annual Greenhouse Gas Emissions (GHG) Avoided Metrics Tons
Energy Audits for Nonprofits	\$322,289	\$5,801,202	14,188.30	255,389.40	1584.25
Online Marketplace	\$31,880	\$573,842	689.53	12,411.54	174
Faith Efficiencies	\$13,285	\$239,130	2,298.30	41,369.40	148.64
Farm Program	\$95,723	\$1,723,014	7498.40	134,971.20	490.01
Affordable Multifamily	\$119,799	\$2,156,382	2,792.30	50,261.40	270.66

<sup>1</sup>Lifetime energy savings is calculated as 18 years of annual energy savings.

<sup>2</sup>Home Performance is a cost-sharing program.

<sup>3</sup>HEC<sup>2</sup> is a cost-sharing program.



# LOOKING FORWARD

**COMMUNITY SOLAR COMING TO DELAWARE** — In 2021, the Governor signed legislative amendments to remove barriers that were restricting community solar projects from being developed in Delaware. This effort was spearheaded by Senator Stephanie Hansen. Community Solar allows for shared ownership of remotely located solar systems. Energize Delaware is committed to standing up new incentives and financing so that this new opportunity is fully realized.

**“ALL THINGS SOLAR” WEBSITE** — Energize Delaware will be hosting a new independent website to provide a one-stop for all the information a person or a business would need to get started with solar. Currently, information is available disjointedly among several websites. The goal is to provide consumer information on owning, maintaining, building, leasing, finding grants or financing, and much more. Building the website will be a collaboration among stakeholders in Delaware from both the public and private sectors.

**EMPOWERMENT GRANT PROGRAM GOING STATEWIDE** — Having allocated the initial \$4 million from the Exelon Settlement Agreement, the program is now expanding with new funding to the entire State of Delaware, to include moderate income people with programs for energy efficiency, healthy homes, and renewable energy. New funding includes \$2.5 million from the State of Delaware’s disbursement of federal American Rescue Plan Act funds, \$2 million from Energize Delaware, and several corporate contributions.

**REGIONAL GREENHOUSE GAS INITIATIVE (RGGI) FUNDS GROWING** Energize Delaware is principally funded through RGGI funding; over the last 18 months, the amount of funding has been growing exponentially. This now creates a new challenge for Energize Delaware to expand existing programs and start new programs. It is important that these funds are put to work in Delaware to improve the economy, reduce greenhouse gas emissions, and save homeowners and businesses money on their utility bills. New initiatives to accomplish this will be a major focus in 2022.

**DEVELOPING SMALL BUSINESS PROGRAMS** — Finding a program to help small businesses save energy and become users of renewable energy has proven elusive over the years. This year, we hope to establish a small business program modeled after the Home Performance with ENERGY STAR program. The idea is for small businesses to take advantage of low-cost energy audits, rebates for energy saving measures, and more secure financing through a small business PACE program. In addition, the Empowerment Grant Program will be assisting small businesses in neighborhoods that serve low and moderate income Delawareans.

**DELAWARE AGRICULTURE MUSEUM “ENERGY FUTURE EXHIBIT”** The museum will be adding a new permanent exhibit on how rural electrification changed Delaware. Within the exhibit there will be a section dedicated to “Our Energy Future”. Energize Delaware has committed \$25,000 to be the sponsor of this portion of the exhibit. The 2022 exhibit opening should happen by the summer.



# DELAWARE SUSTAINABLE ENERGY UTILITY FINANCIAL STATEMENTS

Below are comprehensive financial statements excerpted from the Delaware Sustainable Energy Utility's Fiscal Year 2021 (July 1, 2020–June 30, 2021) audit performed by the accounting firm of Whisman, Giordano & Associates LLC, Certified Public Accountants, Newark, Delaware. Complete audited statements are available upon request.

## BALANCE SHEET AS OF JUNE 30, 2021

### Assets

Cash and Cash Equivalents	\$9,103,618
Investments	\$15,079,608
Other Current Assets	\$7,062,410
Program Receivables (Bonds)	\$73,649,794
Net Program Loans Receivables	\$31,121,582
Net Fixed Assets	\$748
Limited-Use Assets Held by Trustee	\$374,154

**Total Assets** \$136,391,909

### Liabilities and Net Assets

Accounts Payable	\$6,182,458
Bonds Payable	\$64,349,350
Net Assets	\$65,860,101

**Total Liabilities and Net Assets** \$136,391,909

## STATEMENT OF REVENUE AND EXPENSES AS OF JUNE 30, 2021

### Revenue

Program Service Revenue	\$7,238,926
State of Delaware - RGGI	\$13,007,033
Other Income	\$2,665,513

**Total Revenue** \$22,911,472

### Expenses

Program Activities	\$16,524,856
Support Services	773,195

**Total Expenses** \$17,298,051

**Change in Net Assets** \$5,613,421

# OVERSIGHT BOARD AND STAFF



**Harris B. McDowell III**  
Chairman and Co-Founder  
Retired Delaware State Senator



**Anthony J. DePrima, Ph.D.**  
Executive Director

## OVERSIGHT BOARD



**Dr. John Byrne**  
Honorary Member and Co-Founder  
Director, UD Center for Energy and  
Environmental Policy



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Professor, Department of Civil  
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**Dayna Cobb**  
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Coastal & Energy



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**Richard I.G. Jones Jr.**  
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**Kristopher E. Knight**  
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**W. Charles Paradee III**  
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**Andrew Slater**  
Delaware Public Advocate



**Robert Underwood**  
Energy Administrator, DNREC  
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## STAFF



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**Frank Murphy**  
General Counsel



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 **ENERGIZE  
DELAWARE**  
SUSTAINABLE ENERGY UTILITY

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