

Zip / Program	Incentives (\$)	Loan Amount	Annual Energy Savings (\$)	PV Capacity (kW)	Annual kWh Production
Project Zip: 19977 - Smyrna (75 records)	\$94,490.46	\$400,899.35	\$102,522.32	68	81,503
Program: Home Performance with ENERGY STAR - Audit (42 records)	\$15,823.21	\$0.00	\$2,680.83	0	0
Program: Home Performance with ENERGY STAR - Jobs (23 records)	\$40,546.50	\$0.00	\$8,495.49	0	0
Program: Low Interest Loan Program for Business and Non-profits (1 record)	\$0.00	\$378,149.35	\$90,573.00	0	0
Program: Pathway to Green Ribbon Schools (1 record)	\$9,800.00	\$0.00	\$0.00	0	0
Program: SEU Energy Assessments for Non-profits (1 record)	\$3,600.00	\$0.00	\$773.00	0	0
Program: Solar Loan Program (1 record)	\$0.00	\$22,750.00	\$0.00	13	14,465
Program: Upfront SREC Purchase Program (6 records)	\$24,720.75	\$0.00	\$0.00	55	67,038
Project Zip: 19973 - Seaford (102 records)	\$131,727.79	\$0.00	\$30,616.93	128	164,395
Program: Energize Delaware Farm Energy Efficiency (EE) Program (8 records)	\$0.00	\$0.00	\$0.00	0	0
Program: Faith Efficiencies (1 record)	\$300.00	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (56 records)	\$22,365.66	\$0.00	\$3,921.35	0	0
Program: Home Performance with ENERGY STAR - Jobs (22 records)	\$39,648.38	\$0.00	\$9,705.58	0	0
Program: Pathway to Green Ribbon Schools (1 record)	\$8,000.00	\$0.00	\$4,460.00	0	0
Program: SEU Energy Assessments for Non-profits (1 record)	\$3,600.00	\$0.00	\$12,530.00	0	0
Program: Upfront SREC Purchase Program (13 records)	\$57,813.75	\$0.00	\$0.00	128	164,395
Project Zip: 19963 - Milford (94 records)	\$430,879.20	\$39,900.00	\$32,518.95	45	57,207
Program: Energize Delaware Farm Energy Efficiency (EE) Program (6 records)	\$3,171.90	\$0.00	\$14,533.15	0	0
Program: Energy Efficiency Investment Fund (EEIF) (1 record)	\$1,740.00	\$0.00	\$2,584.00	0	0
Program: Green Energy Program (5 records)	\$322,419.70	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (45 records)	\$17,478.60	\$0.00	\$3,006.54	0	0
Program: Home Performance with ENERGY STAR - Jobs (28 records)	\$45,292.00	\$0.00	\$11,623.26	0	0
Program: Pathway to Green Ribbon Schools (1 record)	\$9,800.00	\$0.00	\$0.00	0	0
Program: SEU Energy Assessments for Non-profits (3 records)	\$22,400.00	\$0.00	\$772.00	0	0
Program: Solar Loan Program (2 records)	\$0.00	\$39,900.00	\$0.00	26	32,896
Program: Upfront SREC Purchase Program (3 records)	\$8,577.00	\$0.00	\$0.00	19	24,311
Project Zip: 19958 - Lewes (547 records)	\$838,911.12	\$491,281.45	\$146,253.99	1,231	1,715,596
Program: Energy Efficiency Investment Fund (EEIF) (1 record)	\$28,902.00	\$0.00	\$22,158.00	0	0
Program: Faith Efficiencies (3 records)	\$2,887.00	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (223 records)	\$86,560.67	\$0.00	\$15,990.93	0	0
Program: Home Performance with ENERGY STAR - Jobs (153 records)	\$252,212.25	\$0.00	\$58,170.06	0	0
Program: Low Interest Loan Program for Business and Non-profits (2 records)	\$0.00	\$446,252.55	\$49,935.00	168	352,235
Program: Solar Loan Program (3 records)	\$0.00	\$45,028.90	\$0.00	22	31,844
Program: Upfront SREC Purchase Program (162 records)	\$468,349.20	\$0.00	\$0.00	1,041	1,331,517
Project Zip: 19938 - Clayton (29 records)	\$27,607.15	\$0.00	\$3,184.04	23	27,969
Program: Energize Delaware Farm Energy Efficiency (EE) Program (2 records)	\$0.00	\$0.00	\$0.00	0	0

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Program: Home Performance with ENERGY STAR - Audit (17 records)	\$6,527.96	\$0.00	\$1,108.63	0	0
Program: Home Performance with ENERGY STAR - Jobs (7 records)	\$10,702.19	\$0.00	\$2,075.41	0	0
Program: Upfront SREC Purchase Program (3 records)	\$10,377.00	\$0.00	\$0.00	23	27,969
Project Zip: 19904 - Dover (165 records)	\$238,084.88	\$516,818.00	\$246,495.71	125	157,824
Program: Energize Delaware Farm Energy Efficiency (EE) Program (3 records)	\$0.00	\$0.00	\$7.34	0	0
Program: Faith Efficiencies (2 records)	\$2,288.00	\$0.00	\$0.00	0	0
Program: Green Energy Program (1 record)	\$44,681.00	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (93 records)	\$35,571.13	\$0.00	\$5,244.06	0	0
Program: Home Performance with ENERGY STAR - Jobs (50 records)	\$99,253.00	\$0.00	\$24,416.31	0	0
Program: Low Interest Loan Program for Business and Non-profits (2 records)	\$0.00	\$516,818.00	\$181,077.00	18	19,800
Program: SEU Energy Assessments for Non-profits (1 record)	\$8,000.00	\$0.00	\$35,751.00	0	0
Program: Upfront SREC Purchase Program (13 records)	\$48,291.75	\$0.00	\$0.00	107	138,024
Project Zip: 19903 - Dover (1 record)	\$396.00	\$0.00	\$46.61	0	0
Program: Home Performance with ENERGY STAR - Audit (1 record)	\$396.00	\$0.00	\$46.61	0	0
Project Zip: 19901 - Dover (146 records)	\$208,502.64	\$196,860.00	\$42,570.15	257	329,948
Program: Energize Delaware Farm Energy Efficiency (EE) Program (1 record)	\$13,222.50	\$0.00	\$4,624.21	0	0
Program: Home Performance with ENERGY STAR - Audit (82 records)	\$32,539.48	\$0.00	\$4,464.74	0	0
Program: Home Performance with ENERGY STAR - Jobs (43 records)	\$89,975.66	\$0.00	\$17,213.20	0	0
Program: Low Interest Loan Program for Business and Non-profits (2 records)	\$0.00	\$196,860.00	\$16,268.00	95	123,925
Program: SEU Energy Assessments for Non-profits (1 record)	\$0.00	\$0.00	\$0.00	0	0
Program: Upfront SREC Purchase Program (17 records)	\$72,765.00	\$0.00	\$0.00	162	206,023
Project Zip: 19720 - New Castle (301 records)	\$357,232.33	\$139,790.87	\$58,161.22	283	367,646
Program: Faith Efficiencies (1 record)	\$4,394.00	\$0.00	\$1,711.06	0	0
Program: Home Performance with ENERGY STAR - Audit (178 records)	\$68,161.26	\$0.00	\$11,325.49	0	0
Program: Home Performance with ENERGY STAR - Jobs (74 records)	\$141,673.82	\$106,366.00	\$19,290.37	0	0
Program: Low Interest Loan Program for Business and Non-profits (1 record)	\$0.00	\$33,424.87	\$19,740.00	0	0
Program: SEU Energy Assessments for Non-profits (5 records)	\$14,400.00	\$0.00	\$6,094.30	0	0
Program: Upfront SREC Purchase Program (42 records)	\$128,603.25	\$0.00	\$0.00	283	367,646
Project Zip: 19713 - Newark (162 records)	\$226,098.99	\$24,446.00	\$71,105.49	168	213,006
Program: Home Performance with ENERGY STAR - Audit (83 records)	\$31,297.83	\$0.00	\$5,054.43	0	0
Program: Home Performance with ENERGY STAR - Jobs (49 records)	\$86,870.66	\$5,486.00	\$17,988.06	0	0
Program: Low Interest Loan Program for Business and Non-profits (1 record)	\$0.00	\$18,960.00	\$4,332.00	0	0
Program: Pathway to Green Ribbon Schools (2 records)	\$17,800.00	\$0.00	\$40,535.00	0	0
Program: SEU Energy Assessments for Non-profits (2 records)	\$14,400.00	\$0.00	\$3,196.00	0	0
Program: Upfront SREC Purchase Program (25 records)	\$75,730.50	\$0.00	\$0.00	168	213,006
Project Zip: 19711 - Newark (459 records)	\$478,137.29	\$370,987.35	\$124,564.35	88	113,030

Zip / Program	Incentives (\$)	Loan Amount	Annual Energy Savings (\$)	PV Capacity (kW)	Annual KWh Production
Program: Energy Efficiency Investment Fund (EEIF) (1 record)	\$1,272.00	\$0.00	\$0.00	0	0
Program: Faith Efficiencies (1 record)	\$600.00	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (272 records)	\$104,573.91	\$0.00	\$17,683.34	0	0
Program: Home Performance with ENERGY STAR - Jobs (165 records)	\$299,925.13	\$28,195.00	\$54,341.01	0	0
Program: Low Interest Loan Program for Business and Non-profits (2 records)	\$0.00	\$322,842.35	\$43,089.00	0	0
Program: Pathway to Green Ribbon Schools (2 records)	\$16,000.00	\$0.00	\$850.00	0	0
Program: SEU Energy Assessments for Non-profits (5 records)	\$21,600.00	\$0.00	\$8,601.00	0	0
Program: Solar Loan Program (1 record)	\$0.00	\$19,950.00	\$0.00	12	14,122
Program: Upfront SREC Purchase Program (10 records)	\$34,166.25	\$0.00	\$0.00	76	98,908
Project Zip: 19709 - Newark (434 records)	\$619,457.38	\$61,026.32	\$116,446.86	622	780,372
Program: Energy Efficiency Investment Fund (EEIF) (1 record)	\$1,250.00	\$0.00	\$0.00	0	0
Program: Green Energy Program (1 record)	\$19,168.50	\$0.00	\$0.00	0	0
Program: Home Performance with ENERGY STAR - Audit (221 records)	\$86,962.02	\$0.00	\$14,846.89	0	0
Program: Home Performance with ENERGY STAR - Jobs (132 records)	\$243,623.61	\$0.00	\$41,350.97	0	0
Program: Pathway to Green Ribbon Schools (1 record)	\$8,000.00	\$0.00	\$60,249.00	0	0
Program: Solar Loan Program (5 records)	\$0.00	\$61,026.32	\$0.00	43	56,963
Program: Upfront SREC Purchase Program (73 records)	\$260,453.25	\$0.00	\$0.00	579	723,409
Grand Totals (2,515 records)	\$3,651,525.23	\$2,242,009.34	\$974,486.62	3,038	4,008,498

Memorandum of Understanding for Shared Claimed Energy Savings

The following Memorandum of Understanding (MOU) outlines a partnership for claimed energy savings between the Delaware Sustainable Energy Utility (DESEU) and the Lewes Board of Public Works through the DESEU’s Home Performance with Energy Star (HPwES) and Assisted Home Performance with Energy Star (AHPwES) programs. Lewes BPW would like to partner with the DESEU to claim energy and water savings for their customers. Under this MOU, Lewes BPW agrees to pay the DESEU for direct install measures and a portion of the major measure rebate costs for their customers in exchange the DESEU will credit energy and water savings to the Lewes BPW and report those savings to the State of Delaware and the Delaware Municipal Energy Corporations (DEMEC).

This agreement is for an 18-month period commencing in July, 2018 with the first 6 months mutually understood as a “pilot” period where the DESEU will pay for administrative costs of delivered energy savings fulfilled to the implementer. After the 6-month pilot phase, administrative expenses as outlined below will be incurred by the Lewes BPW to be paid to the implementer through the DESEU. If either party is not comfortable with the original MOU after the 6 months pilot period, either party can cancel or modify the MOU at that time.

Shared Funding and Savings Model

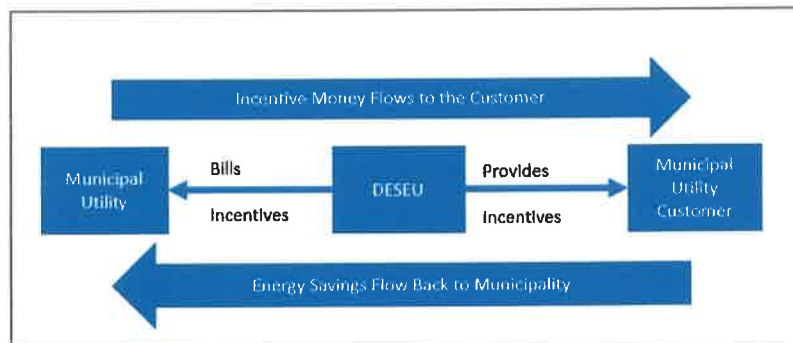


Figure 1. Shared Savings Model

Delivery Overview

Delivery Strategy	The DESEU provides turn key implementation of these programs through an implementation partner and local contractors.
Target Market	HPwES- Property owners and landlords, including Assisted HPwES- Income-qualified home owners
Eligible Measures	<p>Comprehensive Home Performance with ENERGY STAR® Assessment includes the following Direct Installed (DI) measures:</p> <ul style="list-style-type: none"> • Faucet Aerators • Pipe Wrap Insulation • Low Flow Showerhead • Thermostatic Valves • Various LEDs <p>HPwES and AHPwES participants can also qualify for incentives for domestic hot water heaters, HVAC upgrades, smart thermostats and weatherization known as “major measures.”</p>
Program Description	The following residential assessment programs offer Delawareans an onsite assessment along with no-cost direct installation of energy saving measures. Property owners who complete a HPwES comprehensive assessment process and implement recommended energy efficiency measures can qualify for various incentives and attractive financing options to fund home energy improvements.
Marketing and Communications	<p>Energize Delaware drives all awareness through its general umbrella marketing, contractor lead generation, and will work with City of Lewes to conduct joint activities to promote the program to your customers. If interested in optional marketing offerings, examples could include:</p> <ul style="list-style-type: none"> • Co-branded web-assets on Energize Delaware.org • Articles in town newsletters or e-newsletters • Billing inserts to promote our programs • Visibility at town public buildings and kiosks • Participation in and tabling at community events • Cross promotion of complementary City programs
Reporting and Invoicing	The program Implementer will run a monthly report detailing number of participants, measures installed and savings achieved along with a corresponding invoice to the SEU. The SEU will bill the Lewes BPW for 100% of the applicable direct install measures and 5% of the major measure installation costs. In turn the SEU will credit Lewes BPW with 100% of the applicable direct install savings and 25% of the major measure installation savings. This invoicing and savings delivery will continue until the established budget has been expended.
Administrative Expenses	<p>For the initial 6-month pilot phase there will be no required administrative expenses to Lewes BPW (#1 below). However, during this 6-month pilot period options #2 through #5 are available and if elected would be charged by and paid to the implementer by the Lewes BPW.</p> <ol style="list-style-type: none"> 1. (Required after Jan 1) Monthly data reporting & savings distribution - \$1,171.21 (annually) 2. (Optional) Marketing collateral development of (1) Lewes specific piece - \$726.48 (per piece) 3. (Optional) Marketing outreach/event table handout procurement - \$673.72 (4 events) 4. (Optional) Outreach Event Tabling - \$1,132.67 (4 Events) 5. (Optional) Additional options available which we'll propose T&M costs as needed.

Delaware Sustainable Energy Utility

By: _____

Name: Anthony J. DePrima _____

Title: Executive Director _____

Date: _____

Lewes Board of Public Works

By: _____

Name: _____

Title: _____

Date: _____