Memo

TO: DESEU Board

FROM: Drew Slater, Executive Director

DATE: September 17, 2026

RE: Executive Director Report

Office Space – The addition was completed over the summer, and we're hoping to host the next board meeting in person in the new conference room, which is on November 19, 2026. We are hoping to include in this meeting a brainstorming session on programs.

Delmarva Power Customer Relief Fund – The $4.5 million contribution from Exelon to provide up to $500 per customer who participates in our Home Energy Checkup and Counseling (HEC2) program has been fully expended. We did not accept any administrative costs and ensured the full amount went to customers. In addition, this partnership helped us to grow the HEC2 workforce from 2 contractors to more than 40 in a three-month period including training and certification paid for by Energize Delaware. Where we completed 800 HEC2 visits in 2024, we completed more than 10,000 in the past year.

Governor Meyer SHINES program announcement – On September 1st, Governor Meyer announced the Delaware Solar and Storage Home Incentive Network for Economic Stability (SHINES). This officially launched the new DNREC grant increases, programs, and our residential solar loan program. With the Governor's announcement, we will work closely with DNREC and OGOV to meet annual goals, targets, and increase access to solar throughout the state.

Recycling Solar Arrays – What do you do with solar arrays that have been taken off a home and replaced with newer panels? We're working on reusing those panels on affordable housing properties to help grow solar in the state while reducing energy bills of our most burdened communities.

Mapping programs and Top 10 communities – We are still planning to map our programs with software such as ArcGIS but are looking into whether Salesforce has that capability already engrained in their system. In addition, we found it useful to have a list of top 10 communities and the impact our programs have in the community. It's helped highlight the positives, such as $8 million invested in Milford, as well as the negatives, such as $2.5 million invested in Georgetown. It can also help us identify gaps for improvement, targeted outreach, and community organizing.

Finance Position – We are preparing to post a finance and accounting position this month. As the organization has grown, this position will provide another internal control step, work with our accountants, and assist with auditor requirements annually. Additionally, they will assist with the

budget reports, C-PACE, and ESPC projects. Last year was another banner year for organizational growth in programs and non-RGGI revenue. To continue this trajectory into the future, it's important we hire additional staff to meet these growing needs.

Plug-in Solar – We purchased the plug-in solar devices and have them shipping to the utilities. We will need to have customers sign a liability release with us or the utility. An interesting note is many of the systems come with zero-export capability but one outstanding question is whether that system needs to be installed by a licensed electrician.

Battery Storage – We have had a lot of conversations about battery storage programs, pilots, legislation, and templates for land use planning, permitting, and siting. We have already gained lessons learned on the permitting side from the DEC pilot storage project.

Rural Energy Advancement Grant – In the past 9 months we have received 20 applications. This program was set up in reaction to the federal policy shift from USDA Rural Energy for America Program covering solar to a limitation on solar arrays up to 50kW. This was a significant impact to our farming community and our quick reaction has helped spur tremendous growth in our loan program while promoting sustainability in our rural communities.

N. Wilmington Library – We are working with the library on their non-profit solar application. It's been more than a year since their application and is the last remaining 100 percent funded grant where the federal Investment Tax Credit would allow for future program expansion.

Food Bank Ribbon Cutting & Staff Volunteering – In August, the staff attended the Food Bank of Delaware ribbon cutting highlighting their non-profit solar grant, which offsets nearly 60 percent of their electricity usage. As their CEO explained, the solar saving will help support an addition 6 million meals to Delawareans. After the ribbon cutting, we had a staff day volunteering at the Food Bank where we learned a lot about food labeled expiration dates.