

## **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. 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.

This agreement is for a 30-month period commencing on January 1, 2022 and ending June 30<sup>th</sup>, 2024. The MOU can be terminated by either the DESEU or Lewes BPW upon a 30- day notice period.

### **Shared Funding and Savings Model**

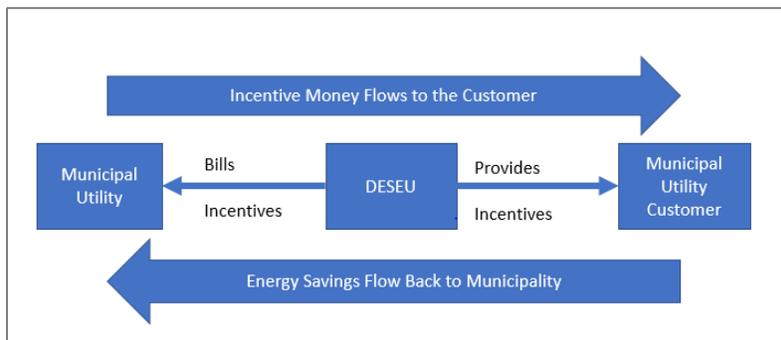


Figure 1. Shared Savings Model

## Delivery Overview

<b>Program Description</b>	<p>Home Performance with ENERGY STAR® (HPwES) and ASSISTED Home Performance with ENERGY STAR® (AHPwES) offers customers a two-step process for increased comfort and energy savings. First, the customer has an assessment performed that creates a customized report with recommendations, during this audit they can receive direct install measures (DIMS) up to \$200 in value. Second, the customer works with a trade ally to implement some or all the recommendations to qualify for program incentives.</p> <p>The Home Energy Check-up &amp; Counselling (HEC2) Program helps Low to Moderate Income (LMI) customers with a no-cost energy checkup. This service includes the installation of up to \$200 worth of DIMS, recommendations for additional measures, energy education and if necessary, referral to other agencies for required services.</p>
<b>Target Market</b>	<ul style="list-style-type: none"> <li>• HPwES- Property owners and landlords</li> <li>• AHPwES- Low to Moderate Income (LMI) property owners and renters</li> <li>• HEC2- Low to Moderate Income (LMI) property owners and renters</li> </ul>
<b>Direct Install Measures</b>	<p>Home Performance with ENERGY STAR® Assessment and Home Energy Check-up &amp; Counselling include the following DIMs at no cost to participants:</p> <ul style="list-style-type: none"> <li>• Faucet Aerators</li> <li>• Low Flow Showerhead</li> <li>• Various LEDs</li> <li>• Energy Efficient Power Strips</li> </ul>
<b>Delivery Strategy</b>	<p>The DESEU provides turnkey implementation of these programs through an implementation partner and local trade allies.</p>

<b>Marketing and Communications</b>	<p>Energize Delaware drives all awareness through its general umbrella marketing, trade ally lead generation, and will work with the City of Lewes to conduct joint activities to promote the program to your customers, examples include:</p> <ul style="list-style-type: none"> <li>• Co-branded web-assets on Energize Delaware.org</li> <li>• Articles in town newsletters or e-newsletters</li> <li>• Billing inserts to promote our programs</li> <li>• Visibility at town public buildings and kiosks</li> <li>• Participation in and tabling at community events</li> <li>• Cross promotion of complementary City programs</li> </ul> <p>Cost for enhanced marketing efforts in Lewes will be paid by Lewes upon a mutual agreement of the task and cost.</p>
<b>Incentive Strategy</b>	<p>By programs:</p> <ul style="list-style-type: none"> <li>• HPwES- \$50 cost to participant, Energize Delaware pays \$350 to the trade ally performing the assessment. Services includes comprehensive assessment, and up to \$200 of free energy savings measures. Post assessment: generous rebates for follow up installation of major measures.</li> </ul>

	<ul style="list-style-type: none"> <li>• HEC2- Free home walk through assessment and up to \$200 of free energy savings measures</li> <li>• AHPwES- \$25 cost to participant, Energize Delaware pays \$375 to the trade ally performing the assessment. Services include comprehensive assessment, and up to \$200 of free energy savings measures. Post assessment: increased rebates for follow up installation of major measures.</li> </ul>
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<b>Costs and Benefits</b>	DESEU proposes to share the energy savings and costs for the HPwES, AHPwES and HEC2 Programs using the following mechanism.					
	HP Assessment Sharing		HP Project Sharing		HEC2 Sharing	
	Incentive	Savings	Incentives	Savings	Incentives	Savings
	100% DIMs Incentive cost to Lewes.	100% of DIMS Energy Savings to Lewes	100% Incentives costs to Lewes up to \$500	50% of the Savings credited to Lewes	100% DIMS cost to Lewes	100% DIMS Savings credited to Lewes
<b>Reporting and Invoicing</b>	DESEU will run a monthly report detailing number of participants, measures installed, and savings achieved along with a corresponding invoice.					

**Delaware Sustainable Energy Utility**

By: \_\_\_\_\_  
 Name: Anthony J. DePrima \_\_\_\_\_  
 Title: Executive Director \_\_\_\_\_  
 Date: \_\_\_\_\_

**Lewes Board of Public Works**

By: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_