



# DEMEC

## Delaware Municipal Electric Corporation

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TO: DEMEC Board of Directors

FROM: Patrick E. McCullar, President

SUBJ: Comparison of DEMEC EE Program and DESEU Energize Delaware Programs

The DEMEC Energy Efficiency (“EE”) Program offers a flexible, comprehensive program that is designed to deliver guaranteed energy savings that can be customized to fit the needs of each community. While some overlap occurs between our EE program and the DESEU Energize Delaware Program (DESEU”), the DESEU program does not focus on any single type of customer or utility, but does complement some of our program areas with additional funding. This additional DESEU funding can be leveraged by DEMEC to offer a more robust EE program without increasing the cost to our members. The EE program would seek to use the DESEU funding for the benefit of our municipal utilities.

The DEMEC EE program gives our municipal utilities the advantage of local control, while the DESEU program has no such focus.

DEMEC EE	DESEU
<b>Program Performance Guarantee</b>	<b>No Performance Guarantee</b>
<b>3-year commitment</b>	<b>No ongoing commitment</b>
<b>Gives the municipal utilities the flexibility to target their community needs</b>	<b>No opportunity to customize for each community</b>
<b>Guaranteed benefits to municipal utilities through lower delivery costs</b>	<b>No guarantee of municipal utility cost reductions</b>
<b>Focus exclusively on municipal electric utility savings</b>	<b>No focus on municipal electric utilities savings (will also be used for other state utilities)</b>
<b>Program decisions left to the member community</b>	<b>Program decisions left to DESEU board and State</b>
<b>Can focus to the advantage of municipal utility Key Account Customer Programs</b>	<b>No guarantee of focus or availability to municipal utility Key Account Customers</b>

See attachment for further detail.

## Detailed Comparison of Energy Efficiency Programs and Services

The DEMEC EE Program allows the municipality to have local control and focus their efforts to target specific groups or areas where services are not currently offered. Where overlap in program services does occur, DEMEC EE program will leverage funds from DESEU or State.

Service	DEMEC EE Program	DESEU
Program Performance Guarantee	X	
Program Configuration and Design Controlled by the City/Town	X	
Funding Committed for 3 Years	X	*
<b>Residential</b>		
Building Envelope Rebates		X
Appliance Rebates	X	
Energy Audit Rebates		X
Appliance Recycling	X	
Free Meter Loan – Tracks Appliance Energy Usage	X	
Online Product Store	X	
Pre-Weatherization Home Safety Repairs		X
Low Interest Loans Residential/Business		X
Low Income Weatherization		
<b>C &amp; I</b>		
Rebates/Grants	X	
Energy Audits	X	X
Technical Assistance/ Consulting	X	
Business Loans		X
Affordable Multi-Family Housing Energy Efficiency Services and Incentives	X	X
<b>Public, Non-Profit, and Agriculture</b>		
Loans		X
Energy Audit	X	X
Technical Assistance	X	
Rebates/ Grants	X	
Bond Issuance		X
Performance Contracting		X
<b>Municipal Services</b>		
Town/City Website Portal	X	
Marketing and Community Engagement	X	
Technical Assistance/Consulting	X	
Community Education	X	X

\* Funding subject to change at any time