



Overview of the Delaware Energy Savings Database

Presentation to EEAC

December 13, 2017

Agenda

- About energyOrbit
- Features of Delaware Energy Savings Database
- Inputting Data
- Viewing Data
- Reporting



About energyOrbit

- Founded in 2007 to provide a flexible, cloud based software solution to the DSM/EE marketplace
- Uses Salesforce platform
 - Cloud based
 - Customizable
 - Robust program tracking and reporting capabilities



Customers

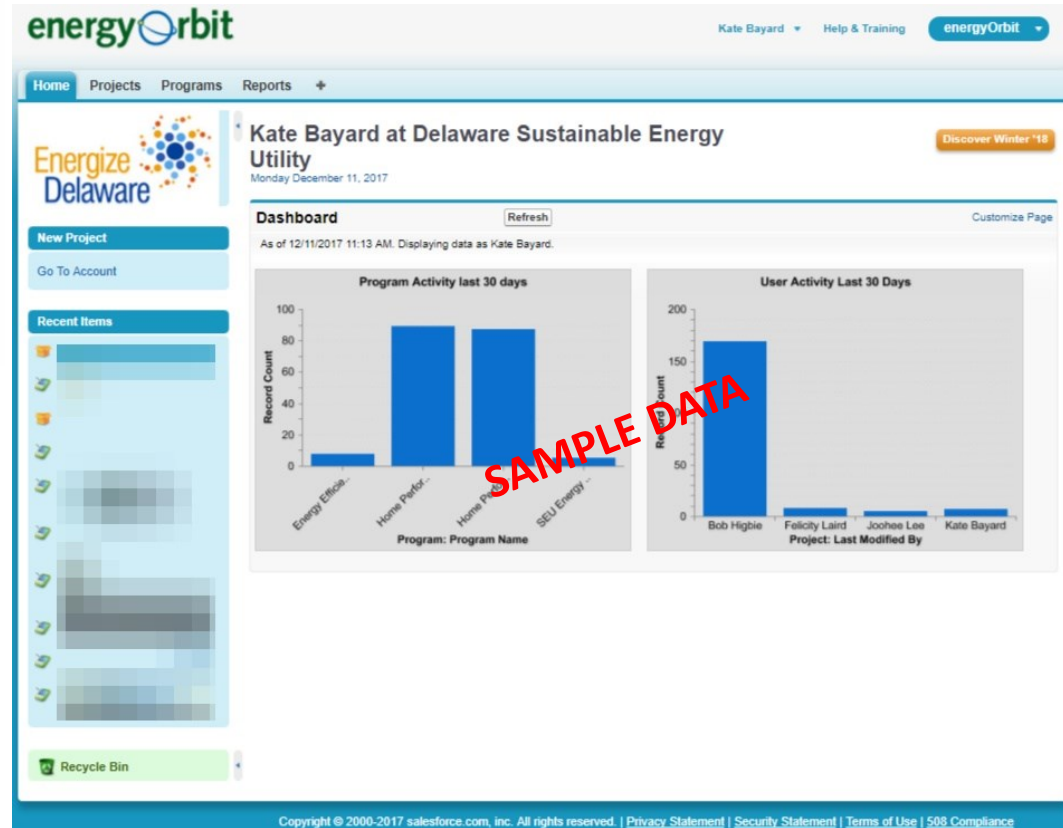
The nation's top utilities and implementers look to energyOrbit to drive energy savings, streamline energy audits, and reduce operational costs. The following is a representative sample of our clients:

| Investor Owned Utilities | Munis, Cooperatives and State Wide | Third-Party Implementers |
|--|--|---|
|  <ul style="list-style-type: none">Con EdisonCommonwealth EdisonXcel EnergyUnion Gas (Canada)National GridUnitilLiberty UtilitiesPNM |  <ul style="list-style-type: none">Dairyland Power Cooperative (G&T)Northern California Power Agency (NCPA)Roseville ElectricSantee CooperWaverly Light and PowerModesto Irrigation DistrictWabash Valley Power (G&T)Cape Light CompactMissouri River Energy Services (G&T)State of Delaware |  <ul style="list-style-type: none">BKiCLEAResultEcology ActionEcovaFranklin Energy ServicesICF InternationalSodexoAssociation for Energy AffordabilityRichard Heath and Associates |

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Features of Delaware Energy Savings Database

- Security controls only allow users to see data for programs to which they are assigned
- Input and summary screens are custom designed for each program



Inputting Data

- Two ways to enter data in Salesforce
 - Data Uploader – used by programs with high volume and are using another system to track and manage their program (e.g. Home Performance)
 - Manual entry – used by programs with low volume



Manual Input Screens

- Each input page is made of several sections
- The first section collects information about the customer and site
- Subsequent sections collect energy savings and greenhouse gas reductions for each program

Customer and Site Info

Information

| | |
|------------------------|--|
| Record Name | <input type="text" value="Enter Address Information B"/> |
| Project ID | <input type="text"/> |
| Client Name | <input type="text"/> |
| Project Address | <input type="text"/> |
| Project City | <input type="text"/> |
| Project Zip | <input type="text"/> |
| Project County | <input type="text" value="--None--"/> |
| Facility Type | <input type="text" value="--None--"/> |
| Sector | <input type="text" value="--None--"/> |
| Project Type | <input type="text" value="--None--"/> |
| Funder | <input type="text" value="--None--"/> |
| Funding Source | <input type="text" value="--None--"/> |
| Electric Utility | <input type="text" value="--None--"/> |
| Gas Utility | <input type="text" value="--None--"/> |
| Other Utility | <input type="text"/> |
| Incentive Power Source | <input type="text" value="--None--"/> |
| Incentive Type | <input type="text" value="--None--"/> |

Dropdown Menu Examples

| | |
|------------------|--|
| Project Type | --None-- |
| Funder | --None-- |
| Funding Source | Energy Efficiency |
| Electric Utility | Custom |
| Gas Utility | Energy Assessment - Targeted |
| Other Utility | Energy Assessment - Comprehensive |
| Power Source | Renewable Assessment |
| Incentive Type | Prescriptive Lighting |
| | Prescriptive Vending Miser |
| | Prescriptive Heating and Water Heating |
| | PV |
| | Solar Thermal |
| | Geo Thermal |
| | Wind |
| Application Date | Mixed \ Solar |
| Closing Date | Loans |
| Event Start Date | EE \ Solar |

| | |
|------------------------|--------------------|
| Funding Source | --None-- |
| Electric Utility | --None-- |
| Gas Utility | Merger |
| Other Utility | RGGI |
| Renewable Power Source | Utility |
| Incentive Type | Public Utility Tax |
| | Green Energy Fund |
| | DOE |
| | Bond Funds |

| | |
|------------------|-------------|
| Sector | --None-- |
| Project Type | --None-- |
| Funder | Commercial |
| Funding Source | Industrial |
| Electric Utility | Residential |
| Gas Utility | Government |
| Other Utility | Non-Profit |
| | Agriculture |
| | Mixed Use |

| | |
|------------------|------------|
| Funder | --None-- |
| Funding Source | --None-- |
| Electric Utility | Chesapeake |
| Gas Utility | DEC |
| Other Utility | DEMEC |
| Power Source | DESEU |
| | DNREC |
| | DPL |

Program Specific Examples

DNREC EEIF

| EEIF Project | |
|--------------------------------------|---|
| Application Date | <input type="text" value="12/11/2017"/> |
| Award Date | <input type="text" value="12/11/2017"/> |
| Total Project Costs | <input type="text"/> |
| Annual Energy Savings (\$) | <input type="text"/> |
| Gross Annual Electric Savings (kWh) | <input type="text"/> |
| Gross Annual Gas Savings (MMBTU) | <input type="text"/> |
| Gross Annual Propane Saved (Gallons) | <input type="text"/> |
| Gross Annual Oil Saved (Gallons) | <input type="text"/> |
| Project Details | <input type="text"/> |

DNREC Green Energy Fund

| Project Financial Details | |
|----------------------------|---|
| Application Date | <input type="text" value="12/11/2017"/> |
| Incentives (\$) | <input type="text"/> |
| Total Grant Award | <input type="text"/> |
| Total System Cost | <input type="text"/> |
| Annual Energy Savings (\$) | <input type="text"/> |

| System Details | |
|-------------------------------|----------------------|
| PV Capacity (kW) | <input type="text"/> |
| Wind Capacity (kW) | <input type="text"/> |
| Geothermal Capacity (Tons) | <input type="text"/> |
| Solar Thermal Capacity (SqFt) | <input type="text"/> |
| Installation Type | --None-- ▼ |
| Mounting Type | --None-- ▼ |

| Savings Data | |
|--------------------------------------|----------------------|
| Gross Annual Electric Savings (kWh) | <input type="text"/> |
| Gross Annual Gas Savings (MMBTU) | <input type="text"/> |
| Gross Annual Propane Saved (Gallons) | <input type="text"/> |
| Gross Annual Oil Saved (Gallons) | <input type="text"/> |

DESEU Multifamily Program

| Audit (Recommended) Details | |
|--|-------------------------------------|
| Application Date | <input type="text"/> [12/11/2017] |
| Award Date | <input type="text"/> [12/11/2017] |
| Assessment Date | <input type="text"/> [12/11/2017] |
| Implementation Estimate (\$) | <input type="text"/> |
| Incentives (\$) ? | <input type="text"/> |
| Potential Annual Energy Savings (\$) | <input type="text"/> |
| Potential Annual Electric Savings (kWh) | <input type="text"/> |
| Potential Annual Gas Savings (MMBTU) | <input type="text"/> |
| Potential Annual Propane Saved (Gallons) | <input type="text"/> |
| Potential Annual Oil Saved (Gallons) | <input type="text"/> |
| Implemented Project Details | |
| Follow-up Survey Date | <input type="text"/> [12/11/2017] |
| Total Project Costs ? | <input type="text"/> |
| Annual Energy Savings (\$) | <input type="text"/> |
| Contractor Hours | <input type="text"/> |
| Gross Annual Electric Savings (kWh) ? | <input type="text"/> |
| Gross Annual Gas Savings (MMBTU) ? | <input type="text"/> |
| Gross Annual Propane Saved (Gallons) | <input type="text"/> |
| Gross Annual Oil Saved (Gallons) | <input type="text"/> |
| Solar System Details | |
| PV Capacity (kW) | <input type="text"/> |
| Annual KWh Production | <input type="text"/> |
| Installation Type | --None-- ▼ |
| Mounting Type | --None-- ▼ |

DESEU Loan Program

| Loan Details | |
|---------------------------------------|-------------------------------------|
| Application Date | <input type="text"/> [12/11/2017] |
| Closing Date | <input type="text"/> [12/11/2017] |
| Loan \ Bond Payment Start Date | <input type="text"/> [12/11/2017] |
| Loan \ Contract Term (Years) | <input type="text"/> |
| Loan Amount | <input type="text"/> |
| Annual Energy Savings (\$) | <input type="text"/> |
| Jobs Created | <input type="text"/> |
| Contractor Hours | <input type="text"/> |
| Solar System Details | |
| PV Capacity (kW) | <input type="text"/> |
| Annual KWh Production | <input type="text"/> |
| Installation Type | --None-- ▼ |
| Mounting Type | --None-- ▼ |
| Energy Savings Data | |
| Gross Annual Electric Savings (kWh) ? | <input type="text"/> |
| Gross Annual Gas Savings (MMBTU) ? | <input type="text"/> |
| Gross Annual Propane Saved (Gallons) | <input type="text"/> |
| Gross Annual Oil Saved (Gallons) | <input type="text"/> |

Project Summary Screen

Project **861 Silver Lake Boulevard - Dover - Kent - 004473**
Customize Page | Edit Layout | Printable View | Help for this Page

Project Detail

[Edit](#)
[Delete](#)

| | | | |
|------------------|---|------------------------|--|
| Record Name | 861 Silver Lake Boulevard - Dover - Kent - 004473 | Project ID | LoanEE05 |
| Client Name | SLDE Management, LLC | Program | Low Interest Loan Program for Business and Non-profits |
| Project Address | 861 Silver Lake Boulevard | Sector | Commercial |
| Project City | Dover | Facility Type | Office |
| Project Zip | 19904 | Funder | DESEU |
| Project County | Kent | Funding Source | RGI |
| Electric Utility | | Project Type | Energy Efficiency |
| Gas Utility | | Incentive Type | Low-Interest Loans |
| Other Utility | | Incentive Power Source | Electric |

▼ Loan Details

| | | | |
|--------------------------------|--------------|------------------------------|-----------|
| Application Date | 4/11/2015 | Closing Date | 7/1/2015 |
| Loan \ Bond Payment Start Date | 4/1/2016 | Loan \ Contract Term (Years) | 3 |
| Loan Amount | \$467,976.00 | Total Project Costs | |
| Annual Energy Savings (\$) | \$178,797.00 | Leveraged Funds | \$0.00 |
| | | Payback | Immediate |
| | | Contractor Hours | |

▼ Solar Project Details

| | |
|-------------------|-----------------------|
| PV Capacity (kW) | Annual KWh Production |
| Installation Type | Mounting Type |

▼ Energy Savings

| | | | |
|--------------------------------------|--------------|--------------------------------------|------|
| Total Savings - All Sources (MMBTU) | 4,387.4 | Gross Annual Gas Savings (MMBTU) | |
| Gross Annual Electric Savings (kWh) | 1,285,865.00 | Oil Gross Annual Savings (MMBTU) | 0.00 |
| Propane Gross Annual Savings (MMBTU) | 0.00 | Gross Annual Propane Saved (Gallons) | |
| | | Gross Annual Oil Saved (Gallons) | |


▼ Green House Gas Savings


| | | | |
|--------------------------------------|--------|---------------------------------|--------|
| Total All Emissions Avoided GHG (mt) | 960.69 | Carbon Dioxide Avoided GHG (mt) | 956.54 |
| Nitrogen Oxides Avoided GHG (mt) | 1.11 | Sulfur Dioxide Avoided GHG (mt) | 3.03 |

▼ System Information

| | | | |
|-------|--|------------------|---|
| Owner | Suzanne Sebastian [Change] | Last Modified By | Suzanne Sebastian, 7/24/2017 11:44 AM |
| | | Record Type | DESEU - Low Interest Loan Project Layout [Change] |


Program Summary Screen

Program
 Home Performance with ENERGY STAR - Jobs









Customize Page | Edit Layout | Printable View | Help for this Page 

Projects [\[5+\]](#) | Portfolio Memberships [\[0\]](#)






Program Detail Edit Delete Copy To New Program

| | | | |
|---------------------|--|--|--|
| Program Name | Home Performance with ENERGY STAR - Jobs | Program Type  | Efficiency |
| Program Sector | Residential | Managed By | ICF |
| Current Fiscal Year | 2018 | Description | This program offers energy audits at a cost of \$100 to the homeowner, rebates and 5.99% low-interest loans to implement energy savings recommendations identified through the audit |

▼ **Fiscal Year Financials**

| | | | |
|---|----------------|--|----------------|
| Incentives (\$)  | \$2,605,462.79 | Incentive Budget  | \$1,000,000.00 |
| Incentive Budget Remaining | -161% | | |
| Administrative Expenses | \$67,050.00 | Marketing Expenses | \$34,500.00 |
| Total Program Expenses  | \$2,707,012.79 | Total Project Expenditures  | \$0.00 |
| Annual Energy Savings (\$) | \$0.00 | | |
| Estimated kWh Savings  | \$8,036,093.56 | Estimated Gas Savings  | \$47,836.57 |
| Estimated Propane Savings  | \$0.00 | Estimated Fuel Oil Savings  | \$0.00 |
| Participant Count | 1,451 | Contractor Hours | 0 |

▼ **Fiscal Year Energy Savings Goals**

| | | | |
|---|------------|---|-----------|
| Total Savings - All Sources (MMBTU) | 0.00 | Total Energy Savings Goal (MMBTU)  | 500,000 |
| Gross Annual Electric Savings (kWh)  | 668,004.45 | Electric Savings Goal (kWh)  | 20,000.00 |
| Gross Annual Gas Savings (MMBTU)  | 4,155.50 | Gas Savings Goal (MBTU)  | 40,000.00 |
| Oil Gross Annual Savings (MMBTU) | 0.00 | Fuel Oil Savings Goal | 30,000 |
| Propane Gross Annual Savings (MMBTU) | 0.00 | Propane Savings Goal | 40,000 |

SAMPLE DATA

Program Summary Screen

| | | | |
|--|-----------|--------------------------------------|--|
| ▼ Fiscal Year Fuel Savings | | | |
| Gross Annual Propane Saved (Gallons) | 0.00 | Gross Annual Oil Saved (Gallons) | 0.00 |
| ▼ Fiscal Year Green House Gas Savings | | | |
| Total All Emissions Avoided GHG (mt) | 0.00 | Carbon Dioxide Avoided GHG (mt) | 0.00 |
| Nitrogen Oxides Avoided GHG (mt) | 0.00 | Sulfur Dioxide Avoided GHG (mt) | 0.00 |
| ▼ Solar System Totals | | | |
| Total PV Capacity (kW) | 0 | Total Solar Production (kWh) | 0 |
| ▼ Assessment Totals | | | |
| Potential Annual Energy Savings (\$) | \$0.00 | Implementation Estimate (\$) | \$0.00 |
| Potential Total Fuel Ann Savings (MMBTU) | 0.00 | | |
| Potential Propane Annual Savings (MMBTU) | 0.00 | Potential Oil Annual Savings (MMBTU) | 0.00 |
| Potential Annual Propane Saved (Gal) | 0.00 | Potential Annual Oil Saved (Gal) | 0.00 |
| Potential Total Avoided GHG (mt) | 0.00 | Potential CO2 Avoided GHG (mt) | 0.00 |
| Potential NO2 Avoided GHG (mt) | 0.00 | Potential SO2 Avoided GHG (mt) | 0.00 |
| ▼ System Information | | | |
| Program Start Date | 7/1/2016 | Last Modified By | Bob Higbie , 8/28/2017 1:01 PM |
| Program End Date | 6/30/2017 | Owner | Kate Bayard [Change] |
| Program Code | HPwESJ | Incentive Cap Portfolio | Current Programs |
| Electric Rate (per kWh) | \$12.03 | Propane Rate | \$2.60 |
| Gas Rate (per 1000 CF) | \$11.88 | Fuel Oil Rate | \$3.08 |

SAMPLE DATA

Reports

- Easy to customize
- Can report on every field being captured
- Multiple report types to choose from
- Can export in Excel format

Demo Projects by Utility

Report Generation Status: Complete

Report Options:

Summarize information by: Show

Time Frame: Date Field Range From To

Run Report

Filtered By: [Edit](#)
Electric Utility contains Clayton Electric, Dover Electric, Lewes Electric, Middletown Electric, Milford Electric, Newark Electric, New Castle Electric, Seaford Electric, Smyrna

Grouped By:
Sorted By:

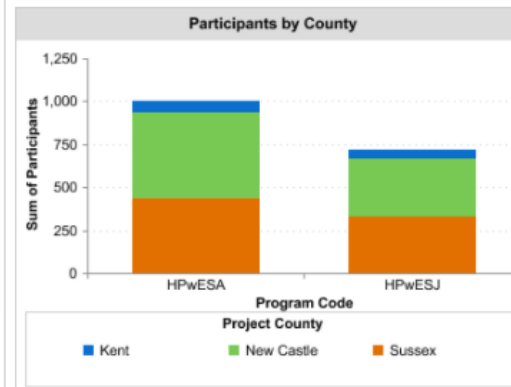
| Project: Record Name | Program: Participant Count | Annual Energy Savings (\$) | Total Project Costs | Total All Emissions Avoided GHG (mt) | |
|--|----------------------------|----------------------------|---------------------|--------------------------------------|---------------|
| <input type="checkbox"/> Program Code: EDMFH (1 record) | | 0 | \$25,000.00 | \$110,000.00 | 11.14 |
| Electric Utility: Dover Electric (1 record) | | 0 | \$25,000.00 | \$110,000.00 | 11.14 |
| 111 Main Street - Dover - Kent - 006276 | | - | \$25,000.00 | \$110,000.00 | 11.14 |
| <input type="checkbox"/> Program Code: FaithE (1 record) | | 24 | \$0.00 | \$0.00 | 0.00 |
| Electric Utility: Dover Electric (1 record) | | 24 | \$0.00 | \$0.00 | 0.00 |
| 101 N. Queen St. - Dover - Kent - 005909 | | 24 | - | - | 0.00 |
| <input type="checkbox"/> Program Code: IAC-SEU (7 records) | | 46 | \$72,275.00 | \$154,450.00 | 391.82 |
| Electric Utility: Dover Electric (3 records) | | 46 | \$71,592.00 | \$134,450.00 | 371.06 |
| 1121 Forrest Ave - Dover - Kent - 006287 | | 46 | \$5,783.00 | \$134,450.00 | 185.53 |
| 1121 Forrest Ave - Dover - Kent - 004498 | | 46 | \$7,751.00 | - | 185.53 |
| Weyandt Hall, 5 East Reed Street - Dover - Kent - 005530 | | 46 | - | - | 0.00 |
| Electric Utility: Milford Electric (2 records) | | 46 | \$0.00 | \$16,000.00 | 0.00 |
| 180 Vickers Drive - Milford - Sussex - 004538 | | 46 | - | \$8,000.00 | 0.00 |
| 180 Vickers Drive - Milford - Sussex - 004537 | | 46 | - | \$8,000.00 | 0.00 |
| Electric Utility: Newark Electric (1 record) | | 46 | \$0.00 | \$4,000.00 | 0.00 |
| S. Main St. 2 - Newark - New Castle - 004540 | | 46 | - | \$4,000.00 | 0.00 |
| Electric Utility: Smyrna Electric (1 record) | | 46 | \$773.00 | \$0.00 | 20.76 |
| 27 Market Street Plaza - Smyrna - Kent - 004504 | | 46 | \$773.00 | - | 20.76 |
| <input type="checkbox"/> Program Code: Pilot (1 record) | | 1 | \$10,000.00 | \$3,000.00 | 0.52 |
| Electric Utility: Milford Electric (1 record) | | 1 | \$10,000.00 | \$3,000.00 | 0.52 |
| 123 Main Street - Milford - Kent - 006292 | | 1 | \$10,000.00 | \$3,000.00 | 0.52 |
| Grand Totals (10 records) | | 71 | \$107,275.00 | \$267,450.00 | 403.48 |

SAMPLE DATA

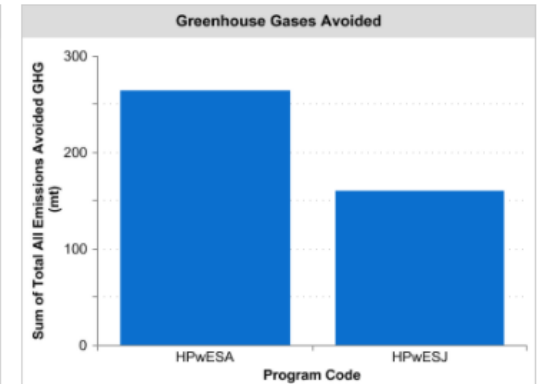
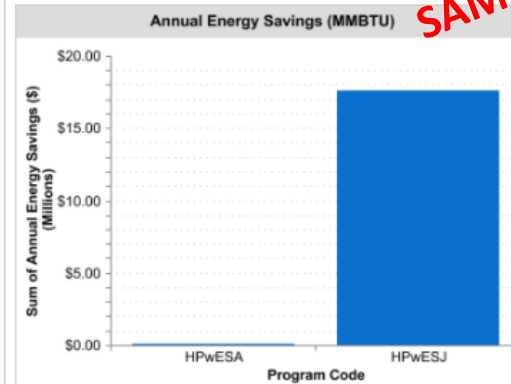
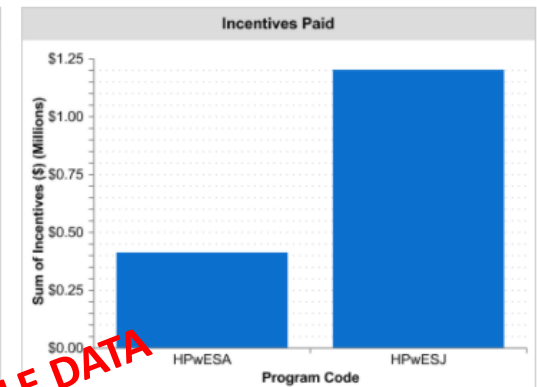
Dashboards

- Summarizes data from reports
- Multiple chart and table types to choose from
- Users can create their own dashboards

Home Performance with Energy Star

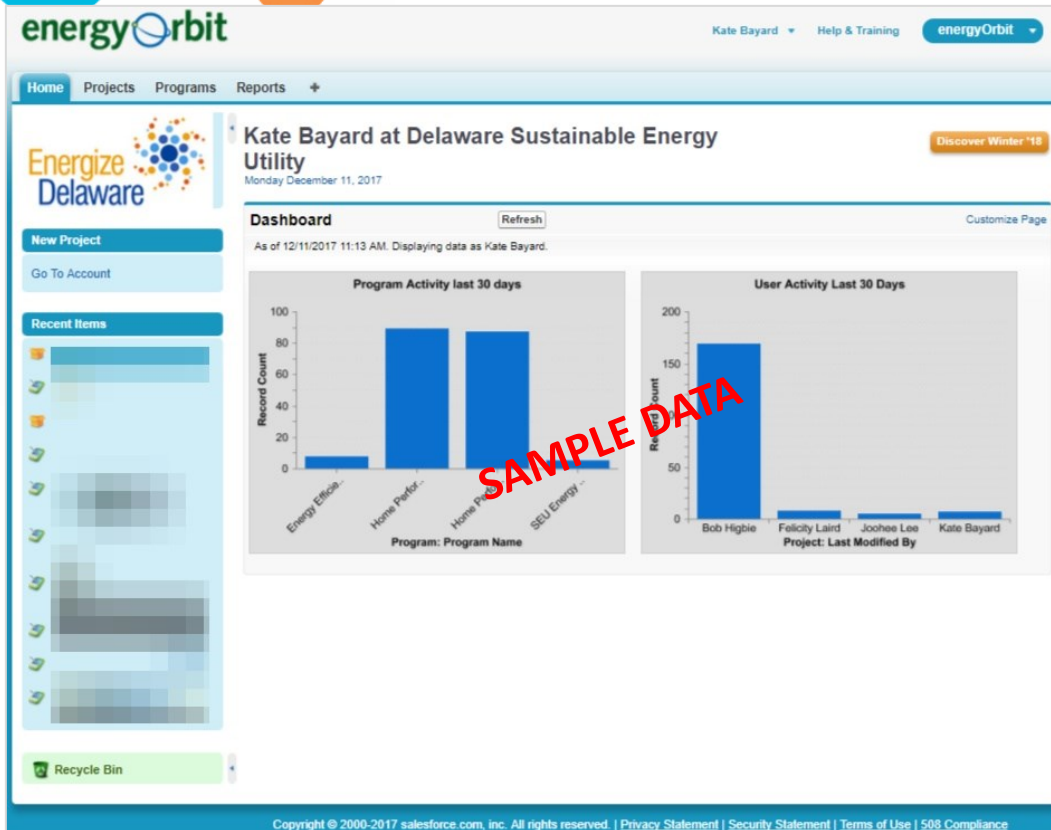


Home Performance with Energy Star



SAMPLE DATA

Questions?





Thank you!

**Let us know if you are interested in a more
detailed demonstration!**

Delaware Sustainable Energy Utility

Tony DePrima, Executive Director
Kate Bayard, Marketing Manager

(302) 883-3048