



## NONPROFIT SPOTLIGHT **Energize Delaware** BY ANTHONY DEPRIMA

» Energize Delaware, also known as the Delaware Sustainable Energy Utility (DESEU), is a nonprofit 501(c)(3) organization created by the State of Delaware in 2007 to operate as the premier one-stop-shop for connecting and empowering Delaware energy consumers with the resources to reduce costs, improve

the environment and ensure energy independence for future generations. Now in its 12th year, Energize Delaware helps home owners, businesses, farmers, schools, religious organizations, nonprofit agencies, hospitals and local governments save money by providing access to high-efficiency heating, cooling, ventilation, insulation and all

renewable energy technologies.

One option for businesses looking to lower their utility bills and reduce their environmental impact is the Energize Delaware Revolving Loan Program. The program's appeal is the attractive return on investment. The loans are structured to be cash positive from day one, and savings over the life of the project must be greater than the investment, including financing. These low-interest loans, which range from \$10,000 to \$2,000,000 based on availability of funds, can be used for energy efficiency projects such as onsite generation of renewable energy and greenhouse gas reduction measures. In 2018, Energize Delaware awarded 15 loans totaling \$7,821,694. The average loan size was \$521,000; however, they ranged from \$2,000,000 loans for office buildings in Wilmington to a \$15,575 loan for a farm in Sussex County.

When the new Lewes Public Library was built back in 2016, the installation



of solar panels and other energy efficiency improvements were made possible in part by a low-interest loan from Energize Delaware: \$415,000 to be repaid over 10 years. The library's green design resulted in savings of about \$47,000/year in energy costs. That means a better experience for everyone who visits the library, according to the President of the Board of Commissioners, Hugh Leahy. "The less we have to spend to maintain and operate our facility, the more we can devote to the services that our clients wish and expect," he said.

A new addition this year to Energize Delaware's programming opportunities is a Property Assessed Clean Energy program, or D-PACE, for commercial buildings. D-PACE enables building owners to seek private sector financing for clean energy and energy efficiency projects through a voluntary property assessment by participating counties. As the legislatively designated D-PACE administrator, Energize Delaware has spent the year developing program guidelines, working with counties interested in participating and marketing the program.

Energize Delaware offers programs by fully utilizing the authority granted by the State of Delaware to issue tax-exempt bonds, use Regional Greenhouse Gas Initiative (RGGI) funds and bank solar renewable-energy credits (SRECs). Energize Delaware also utilizes private sector entrepreneurial strategies.

For more information about any of Energize Delaware's programs, call 302-883-3048 or visit [energizedelaware.org](http://energizedelaware.org). You can also follow, share and like us on Twitter (@EnergizeDel), Facebook (@EnergizeDelaware), and Instagram (@energize\_delaware).



*Alphagraphics owner Atul Chugh, right, chats with a fellow Chamber member at a networking breakfast.*

## CHAMBER DIVERSE SUPPLIER SPOTLIGHT: **Alphagraphics**



AlphaGraphics is a full-service print and marketing services firm, offering services that cover design, print, sign production and installation, mailing, marketing services and promotional products. We serve primarily businesses and organizations in the Delaware and surrounding areas. Our customers include large organizations to non-profits to small businesses.

AlphaGraphics has been in business in Delaware for the last 31 years. We work with our customers directly and service them at their locations. We provide local delivery and ship to any location in the world. We are very well equipped with digital, sign and offset machines with a variety of finishing equipment. We also provide web print portal for our clients that allow them to order print on demand.

Our employees are the key to our

success and the reason why we have repeat customers. Our key employees have at least a decade of experience in the organization. Our internal culture is focused on defining roles clearly, providing our employees the tool and freedom to meet their goals and then allowing them room to meet and exceed our client's requirements. We have incentive programs in place that ensures that all of our staff share in our success.

We believe that strong businesses are vital as they provide the economic impetus that grows the community. In that context, a diverse business community is essential as it reflects the diverse environment in which we all live. We are proud to be a Minority Owned Business and look forward to expanding our reach in Delaware and beyond.