



Our Values

Grant applicants should follow some of these values in putting together grants.

- Innovative
- Nimble
- Results Oriented
- Collaborative
- Transparent
- Accountable
- Mission Focused

The programs and services we will fund will be:

- Community Oriented
- Effective and Resourceful
- Socially Equitable
- Environmentally Sustainable
- Economically Feasible
- Customer Friendly
- Look to a longer term view

What are we looking for?

Organization Niche

- What's the passion behind your organization? Tell us the story behind your organization and your desired impact on society. As leaders in the industry what drew you to this work and keeps pushing the edge of the envelope?
- What organizations are also working in this space? What makes your organization unique or distinguishes you from them? Have you considered or are you currently collaboration with them?

Implementation Plan

- How thoughtful and rigorous is the plan?
 - Illustrate linkages between action plan and organizational niche.
 - If you're doing something that has been done before how are you improving it and making it more impactful?
 - What is your Theory of Change?
 - What are the risks to the success of the grant? How do you plan to mitigate them?



ENERGIZE DELAWARE EMPOWERMENT GRANT

Funded by the Exelon Merger for Delmarva Power Customers

Organizational and Work Plan Capacity

- What is your capacity to deliver on the plan?
 - Leadership and Governance
 - Experience
 - Strategic Plan
 - Implementation team has meaningful experience in the field.
 - Is there a succession plan if management changes or there is a crisis in your organization.
 - Financial
 - Have you secured additional funding and from where? Will you be able to sustain program past the funding period.
 - How will handle any new operational costs and incorporate them into your business plan?
 - Is there an existing, meaningful, reliable, and on-going source of funds for your operations such as earned revenue, and endowment, or government funding?

Measures of Success (Outcomes)

- What are you trying to accomplish over the next few years with the support of the proposed grant? How will you measure the success? What impact will the achievement of these outcomes have on the lives of those served?
 - We are expecting for you to show energy cost savings for the individuals, but also come up with some organizational and societal benefits as a result of your work.
 - Which measures can you quantify? What's your history of measuring and reporting on these metrics? How to you measure up with other organizations in your sector? Illustrate how ambitious the proposed accomplishments will be when complete? Is this a stretch accomplishment?
 - Metrics typically fall into three groups—volume, quality and cost. Ideally, you can touch one or more of these in your metrics.
 - The more ambitious and credible the goals, the more likely the grant will have funding success.
 - What have been your past successes and are you making program adjustments base on what you've learned in the past.