



DC
SUSTAINABLE ENERGY
UTILITY

First Quarter Report for Fiscal Year 2017

October 1 – December 31, 2016

January 31, 2016

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MESSAGE FROM THE MANAGING DIRECTOR

This is a fruitful time of transition. The end of the DCSEU's first quarter of FY 2017 activity has coincided with the completion of many steps toward the finalizing of a new, 5-year contract for DCSEU services, and with the process toward new national leadership. This transition offers us an excellent opportunity to "think forward."

While we work with the District in witnessing the evolution to a new, forward-thinking 5-year contract, we are pleased with the productive exchange of our respective expectations and desires for the next five years of DCSEU activity. This diligent work has been ongoing throughout this first quarter—all while we have been operating under a "bridging" contract that connects the work of each of the past five years to the next five years.

Together, the District and the DCSEU have accomplished many good things, just as we have learned many good lessons from our successes and from what we didn't get right the first time. Both have informed our DCSEU activity for this transition period as we look forward into the next five years. As with prior years, we continue to push the envelope on innovative program approaches. We are exploring different sub segments of the many markets in which we operate: the residential and commercial markets; our low-income market; the renewable energy market; and all the many marketplaces for sustainable energy services that support the use of clean energy for District residents and businesses.

One immediate benefit of this early exploration into new markets: We have an opportunity to work more collaboratively than ever before with District agencies and utilities. For example, with Pepco / Exelon, we have a smart thermostat project under way, enabling customers to understand and have a hand in keeping peak energy demand—and their bills—at reasonable levels.

As these new initiatives get off the ground and begin to produce results in the next period, we are pleased to sound a note of optimism about the future of sustainable energy under a new presidential administration. E4TheFuture and Environmental Entrepreneurs have just released an [analysis](#) of job creation and the strengthening of the economy from energy efficiency. It determined that energy efficiency, the largest industry in the clean energy economy, employed 1.9 million people in 2016—estimated to be approximately 10 times the number of workers in the oil and gas extraction industry.

As it has in the past, the DCSEU continues to be in an excellent position to draw attention to the "good" of sustainable energy. Hopefully the new administration will recognize the real economic growth and social equity opportunities in sustainable energy. Thanks to the District's work with the DCSEU, the next administration will arrive in a city that already knows the connection between sustainable energy and thinking forward, for the benefit of all. Our innovations in job creation, service to low-income residents, solar programs, reducing high energy use, and financing are just the starting point of the good.

As we make the transition from the first three months of DCSEU activity to whatever lies ahead, we will continue to link our hard work to the good of sustainable energy. In the words of Maya Angelou, "Good done anywhere is good done everywhere."

Ted Trabue

Managing Director

QUARTERLY FEATURE

Partnering for a Brighter Future

John Burroughs Elementary School is an award winning Science Technology Engineering and Mathematics (STEM) focused school located in Ward 5. The school participates in the DC Public Schools (DCPS) Adopt-a-School program, which pairs DCPS schools with corporate and community organizations interested in building a relationship with a school and supporting student success for a minimum of one academic year. This relationship is a joint effort led by the school and its partnering organization, supported by the DCPS School Partnerships Division (SPD). In the first quarter, the DCSEU began its partnership with John Burroughs Elementary School for the 2016-2017 school year.

The partnership was off to a great start in the first quarter, with the DCSEU supporting Burroughs' and its students' positive intervention systems, events, and academic development. The DCSEU collected staff donations for toys to support the school's positive behavior intervention systems program, which allows students to be rewarded with "Ram Bucks" when they are seen behaving positively and use them to purchase these toys from the school store. The DCSEU also participated in a sustainable gardening lesson with students alongside the school's Food Corp Garden teacher. Taking advantage of the partnership with a STEM-focused school, the DCSEU's engineers have been heavily involved with the partnership. In the first quarter, they assisted in math and science tutoring for students, and taught the fourth grade unit "What is Energy?". On December 15, the DCSEU attended the annual STEM Expo for students and families, where staff spoke with more than 500 attendees about the important of saving energy and sharing energy consciousness as a priority with children.



"Through continuous efforts to make students more aware of energy use, the DCSEU partnership has been a great benefit to the Burroughs school community," said Kristina Kellogg, NBCT, Math LEAP Coach/STEM Coordinator at John Burroughs Elementary School. "The DCSEU has reached our students on many levels such as PBIS rewards, garden lessons, interactive demonstrations with energy, and working directly with students."

At the mid-year meeting of Adopt-a-School participants, the DCSEU will be recognized as having fostered an exemplary partnership with Burroughs. Staff will make a presentation to attendees about best practices for forming a functional partnership, and share previous activities as well as challenges and lessons learned. The DCSEU will continue to participate in activities with Burroughs students, faculty, and families regularly throughout the school year—but the partnership will not end there. As Burroughs embarks on the early stages of modernizing its facilities, the DCSEU has begun providing technical assistance in advance of upcoming projects and will continue to explore energy-saving opportunities such as LED lighting, occupancy sensors, and daylight harvesting technology with the school in the coming months and years.



This report of the District of Columbia Sustainable Energy Utility covers the period from October 1 through December 31, 2016. This progress report contains information about the DCSEU's activity to date in FY 2016 in the four core service areas: Residential, Low-Income Multifamily (LIMF), Renewables, and Commercial and Institutional (C&I).

The use of the term *DCSEU* throughout this report indicates an integrated collaboration among the members of the Sustainable Energy Partnership, under the leadership of the DCSEU Contractor, the Vermont Energy Investment Corporation: George L. Nichols & Associates, Institute for Market Transformation, New Columbia Solar, and PEER Consultants.

1. At a Glance: Progress against Benchmarks

Table 1. Performance to date, measured against benchmarks and contract requirements¹

Category	Item	Description	Metric Unit	Benchmark Minimum	Benchmark Maximum	Period Results	Quarterly Results	Year to Date	Minimum Benchmark Progress	Maximum Benchmark Progress
Performance Benchmarks	1a	Reduce per-capita consumption - Electricity	MWh	51,845	103,690	4,566	4,639	4,638	9%	4%
	1b	Reduce per-capita consumption - Natural gas	Mcf	61,521	273,428	15,042	15,498	15,498	25%	6%
	2	Increase renewable energy generating capacity	Cost / kWh	10% cost reduction over 2016	20% of cost reduction over 2016					
	3	Improve energy efficiency in low-income housing	% of annual budget	\$ 3,520,000	\$ 5,280,000	\$ 37,584	\$ 355,009	355,009	10%	7%
	4	Increase number of green collar jobs ^a	Green job FTE's directly worked by DC residents, earning at least a Living Wage	103,350	171,600	5,329	21,384	21,384	21%	12%
Minimum Requirements	5	Reduce growth in peak demand	kW	2,000	20,000	0	469	469	23%	2%
	6	Reduce growth in energy demand of largest users	# of projects completed with a square footage of > 200,000	30	50	6	6	6	20%	12%
	7	Expenditure of annual SETF dollars allocated to DCSEU services	Fiscal year dollars	\$ 17,720,000	\$ 20,000,000	\$ 975,188	\$ 2,127,718	2,127,718	12%	11%
	8	Expenditures with Certified Business Enterprises	Minimum expenditure for Certified Business Enterprises	\$ 2,217,753	\$ 2,217,753	\$ 157,211	\$ 240,445	240,445	11%	11%
	9a	Annual expenditures related to electric energy efficiency	Program expenditures that reduce electrical energy consumption, allocated to sustainable energy activity	\$ 10,560,000	\$ 14,960,000	\$ 658,609	\$ 1,409,821	1,409,821	13%	9%
	9b	Annual expenditures related to natural gas energy efficiency	Program expenditures that reduce natural gas consumption, allocated to sustainable energy activity	\$ 2,640,000	\$ 4,400,000	\$ 316,579	\$ 717,896	717,896	27%	16%

^a Period results are estimates subject to final verification of green job hours.

¹The DCSEU provides services under a performance-based contract that contains a broad array of performance benchmarks and other contract requirements. These benchmarks are derived from goals established in the District's Clean and Affordable Energy Act of 2008. The DCSEU contract contains additional minimum contract requirements, beyond the contract performance goals.

Energy savings values in **Table 1** represent the first year's savings at the customer meter, with generally accepted utility adjustment values for: (1) free-ridership (action by customers who make efficiency improvements without program assistance); (2) spillover effects (action by customers who are influenced by the existence of the program to make efficiency improvements, but who are not program participants); and (3) energy losses (losses from electricity generation and distribution ["line losses"] and losses from natural gas generation and distribution).

2. Core Area Performance

Table 2. Core area expenditures and energy savings, to date²

	Commercial and Institutional	Low-Income Multifamily	Renewable Energy	Residential	Total
DCSEU Expenditures					
Expenditures for this period	\$ 693,823	\$ 37,584	\$ 1,745	\$ 242,036	\$ 975,188
Expenditures for this quarter	\$ 1,545,730	\$ 94,364	\$ 11,142	\$ 476,481	\$ 2,127,718
Year-to-date expenditures	\$ 1,545,730	\$ 94,364	\$ 11,142	\$ 476,481	\$ 2,127,718
Annual budget estimates	\$ 9,570,195	\$ 2,531,471	\$ 1,715,946	\$ 3,902,388	\$ 17,720,000
Percent of the annual budget spent	7%	1%	0%	6%	12%
Annual Savings, MWh					
Electricity savings (MWh) for this period	4,260	0	0	306	4,566
Electricity savings (MWh) for this quarter	4,260	0	0	379	4,639
Year-to-date savings (MWh)	4,260	0	0	379	4,639
Percent of annual MWh savings goal met	7%	0%	0%	2%	8%
Summer Peak Demand Savings^a, kW					
Summer peak demand reduction (kW) for this period	442	0	0	26	468
Summer peak demand reduction (kW) for quarter	442	0	0	27	469
Year-to-date summer peak demand reduction (kW)	442	0	0	27	469
Percent of summer peak demand reduction goal met	38%	0%	0%	4%	23%
Annual Savings, Mcf					
Natural gas savings (Mcf) for this period	14,770	129	0	143	15,042
Natural gas savings (Mcf) for quarter	14,770	129	0	599	15,498
Year-to-date savings (Mcf)	14,770	129	0	599	15,498
Percent of annual Mcf savings goal met	8%	0%	0%	-1%	10%
Lifetime Economic Benefit^b					
Lifetime Economic Benefit for this period	\$7,628,173	\$19,025	0	\$ 214,658	\$ 7,861,856
Lifetime Economic Benefit for quarter	7,628,173	19,025	0	\$ 391,914	\$ 8,039,112
Year-to-date Lifetime Economic Benefit	\$7,628,173	\$19,025	0	\$ 391,914	\$ 8,039,112
Participants Served					
Participants served for this period	15	82	0	112	127
Participants served for this quarter	15	82	0	164	179
Year-to-date participants served	15	82	0	164	179

^a Summer peak demand savings represent the avoided electrical demand at the time of summer peak.

^b Lifetime Economic Benefit is the present value of the avoided cost of energy over the life of installed efficiency measures.

3. Initiative Activity

Table 3. Initiative activity by sector³

Sector	Initiative	Year-to-Date Results	
		Number of participants with installed measures	Annual customer cost savings
Commercial and Institutional	Business Energy Rebates	1	143
	Commercial and Institutional Custom	14	629,115
	T12 Market Transformation	0	0
	T12 Replacement	0	0
Low-Income Multifamily	Low-Income Comprehensive	0	1,102
	Implementation Contractor Direct Installation	0	0
	T12 Replacement	0	0
Renewable Energy	Solar Hot Water	0	0
	Solar Photovoltaic Systems	0	0
Residential	Retail Efficient Products	70	21,501
	Efficient Products Food Bank	551	28,987
	Home Performance with ENERGY STAR	4	880
	Low-Income Services	0	0

Table 4. Project pipeline, by sector and initiative

Sector	Initiative	Estimated electricity savings (MWh)	Estimated gas savings (Mcf)
Commercial and Institutional	Business Energy Rebates ^a	560.47	0
	Commercial and Institutional Custom	14,848.90	19,852
	T12 Market Transformation	0	293
	T12 Replacement Direct Install	0	0
Low-Income Multifamily	Low-Income Comprehensive	2,544.36	4,383
	Implementation Contractor Direct Installation ^b	0	0
	T12 Replacement	0	0
Renewable Energy	Solar Hot Water	0	186
	Solar Photovoltaic Systems	659.24	0
Residential	Retail Efficient Products ^c	0	0
	Efficient Products Food Bank	0	0
	Home Performance with ENERGY STAR	5.39	86
	Low-Income Services		

^aElectricity and natural gas savings for Business Energy Rebates are provided for completed rebate projects.

^bThe Implementation Contractor Direct Installation, T12 Replacement, and Solar Photovoltaic Systems initiatives are not adding projects at this time.

^cThe Retail Efficient Products and Efficient Products Food Bank initiatives measure energy savings from the sale and distribution of efficient products and do not have a pipeline of projects.

²The DCSEU delivers market-based initiatives to serve District customer groups. Savings goals for core service areas are measured in megawatt-hours (MWh) for electricity consumption savings; kilowatts (kW) for reduced coincident demand (energy demand required by a given customer or class of customers during a particular time period), and thousand cubic feet (Mcf) for natural gas consumption savings.

³For a list of FY 2017 initiatives, please see **Table 6. DCSEU initiatives, by sector**.

Table 5.Quantity of measures installed, year to date, by category and initiative

Energy Efficiency Measures	Business Energy Rebates	C&I Custom	T12 Market Transformation	Efficient Products Food Bank	Federal Home Loan Bank Home Performance	Home Performance with ENERGY STAR	Implementation Contractor Direct Installation	Low-Income Comprehensive	Retail Efficient Products	Solar Hot Water	Solar Photovoltaic Systems	Total
Air Conditioning Efficiency		9							13			22
Cooking and Laundry									94			94
Design Assistance												0
Hot Water Efficiency												0
Hot Water Replacement		3						1	4			8
Light Bulb/Lamp		2,920		4,957					252			8,129
Lighting Efficiency/Controls		1										1
Lighting Hardwired Fixture	3	291										294
Motor Controls		1										1
Motors												0
Office Equipment, Electronics												0
Other						3			20			23
Other Fuel Switch		1										1
Refrigeration		50							18			68
Space Heat Efficiency		2				8			8			18
Space Heat Replacement		6							12			18
Thermal Shell						11						11
Ventilation												0
Water Conservation												0
Total	3	3,284	0	4,957	0	22	0	1	421	0	0	8,688

4. Sector Highlights in the Core Areas

Residential Services

- **Home Performance with ENERGY STAR.** The DCSEU completed three Home Performance with ENERGY STAR projects in the first quarter. There are an additional 24 projects in the pipeline. The program launched on October 1. District homeowners who complete a DCSEU Home Performance project are now eligible to be reimbursed by the DCSEU up to 50% of the cost of air sealing up to \$150, and for 50% of cost of insulation up to \$300.
- **Income Qualified Weatherization.** The DCSEU launched an Income Qualified Weatherization program, which is designed to provide energy efficiency and weatherization services to income qualified District residents, on December 1. Aimed at lowering the energy burden for these households, the program provides these services at no cost to residents.
- **FY 2017 retail lighting promotions.** In November, the DCSEU launched FY 2017 residential retail lighting promotions by signing Memorandums of Understanding (MOUs) with lighting manufacturers and retail partners. Promotions are now active at participating local independent retailers and big box stores. LEDs are available for as low as \$1.97 per bulb. Incentives for CFL bulbs will end January 1, 2017. A new ENERGY STAR specification will take effect January 2, making CFLs ineligible for ENERGY STAR certification.
- **FY 2017 efficient equipment and appliance promotions.** In November, the DCSEU launched FY 2017 the residential heating and cooling equipment and efficient appliance rebate program. Promotions are now active at participating local independent retailers and big box stores.
- **Partnership with Capital Area Food Bank.** The DCSEU signed a Memorandum of Understanding with Capital Area Food Bank to allow for the distribution of DCSEU-provided LED bulbs to food bank clients. The bulbs being distributed by Capital Area Food Bank are expected to result in 253,727 KWh of electricity savings.



- **Progress in the residential market.** DCSEU residential initiatives serve the District residents, from single-family homeowners to renters purchasing efficient light bulbs. To date in FY 2017, the DCSEU has achieved electricity savings of 379 MWh in the residential market—2% of its annual MWh savings goal. The DCSEU has also achieved natural gas savings of 599 Mcf in this market—1% of its annual natural gas savings goal. At this time last year, the DCSEU had hit 25% of its annual MWh savings goal and -3% of its annual natural gas savings goal in this market. The DCSEU is on track to meet both goals in FY 2017. There have been 164 participants served in the residential market to date.

Low-Income Multifamily

- **Low-income multifamily comprehensive.** The DCSEU completed one low-income multifamily comprehensive project in the first quarter. The projects will result in estimated annual savings of 129 Mcf (natural gas).
- **Progress in the low-income multifamily market.** DCSEU low-income multifamily initiatives typically serve the District's affordable multifamily housing community. To date in FY 2017, the DCSEU has achieved electricity savings of 0 MWh in the low-income multifamily—0% of its annual MWh savings goal. The DCSEU has also achieved natural gas savings of 129 Mcf in this market—0% of its annual natural gas savings goal. At this time last year, the DCSEU had hit 10% of its annual MWh savings goal and 2% of its annual natural gas savings goal in this market. The DCSEU is on track to meet both goals in FY 2017. There have been 82 participants served in the low-income multifamily market to date.

Renewable Energy

- **Progress in the renewable energy market.** DCSEU renewable energy initiatives typically serve the District's income-qualified residents. To date in FY 2017, the DCSEU has achieved electricity savings of 0 MWh in the renewable energy market—0% of its annual MWh savings goal. The DCSEU has also achieved natural gas savings of 0 Mcf in this market—0% of its annual natural gas savings goal. At this time last year, the DCSEU had hit 25% of its annual MWh savings goal and -1% of its annual natural gas savings goal in this market. The DCSEU is on track to meet both goals in FY 2017. There have been 0 participants served in the renewable energy market to date.

Commercial and Institutional

- **Custom projects completed.** In the first quarter, the DCSEU completed 13 Commercial and Institutional custom, with estimated annual savings of 4,120 MWh (electricity) and 14,140 Mcf (natural gas).
- **Collaboration with DGS.** In November, the DCSEU initiated a number of collaborative efforts with the Department of General Services (DGS). The DCSEU will work with DGS to provide incentives that will help DGS building managers achieve energy efficiency certifications. The DCSEU also finalized an agreement with DCRA that gives the DCSEU access to LEED portals for active projects in order to facilitate the DCSEU's technical recommendations and help to recognize savings. There are 42 active project opportunities in the pipeline with DGS, expected to close over the next year.
- **Putting Data to Work.** In November, the DCSEU kicked off its first pilot project using integration of data in customer interactions to educate them about their energy use and encourage adoption of energy measures. This method is being used as part of the "Putting Data to Work" grant. By the end of the first quarter, the DCSEU finalized plans for data visualization with commercial customers. The DCSEU will generate visualizations (i.e. graphs) with a given customer's energy benchmarking data. The graphs will feature metrics such as: total energy use; energy use intensity; and Energy Star score. The DCSEU will review these visualizations with customers to compare their performance against anonymized peers (those of similar size and building use), and provide insight against capital losses tied to performance.
- **Business Energy Rebates.** The DCSEU had 37 commercial projects involving Business Energy Rebates (BER) in the pipeline at the end of the first quarter, with an estimated total rebate value of \$134,700. The BER initiative serves the District's small and medium-sized businesses, providing rebates for energy-efficient lighting, heating, refrigeration, cooking, and other qualifying equipment.
- **Progress in the commercial and institutional market.** DCSEU commercial and institutional initiatives typically serve small to medium-sized businesses, universities, hotels, and other large commercial spaces. To date in FY 2017, the DCSEU has achieved electricity savings of 4,260 MWh in the commercial and institutional market—7% of its annual MWh savings goal. The DCSEU has also achieved natural gas savings of 14,770 Mcf in this market—8% of its annual natural gas savings goal. At this time last year, the DCSEU had hit 63% of its annual MWh savings goal and 4% of its annual natural gas savings goal in this market. The DCSEU is on track to meet both

goals in FY 2017. There have been 15 participants served in the commercial and institutional market to date.

Green Jobs

- **Green jobs events.** The DCSEU hosted one and attended three green jobs events in the first quarter. On October 11, the DCSEU hosted a Community Based Organization (CBO) Informational session. On November 17, the DCSEU participated in the Solar Job Fair hosted by Grid Alternatives at the Renaissance Hotel. On November 16 and December 13, the DCSEU participated in the University of the District of Columbia “Consortium for Careers in Construction” to develop partnerships with other community based organizations while learning how to collaboratively identify professional national certifications for externs.
- **Workforce Development 2017 Winter Cohort.** On December 20, the DCSEU conducted interviews to seek candidates for the Workforce Development Winter FY17 Cohort. The cohort will officially commence January 30 with an orientation session for the externs, the staffing agencies and the contractors.

5. Activity Supporting DCSEU Initiatives

Public Affairs & Public Relations

- **DC Council legislative meeting.** On November 1, DCSEU Managing Director Ted Trabue and George Nichols attended the Council of the District of Columbia’s regularly scheduled legislative meeting. Among other items, the Council approved the DCSEU tipping contract for FY 2017.
- **MWCOG Climate and Energy Leadership Award.** On November 9, the DCSEU was awarded a Climate Energy and Leadership Award by the Metropolitan Washington Council of Governments (MWCOG). The DCSEU won the award in the non-profit category for its renewable energy programs serving low-income District residents. DCSEU Managing Director Ted Trabue and George Nichols, members of the MWCOG Climate and Energy Policy Committee, accepted the award.
- **FY 2017 Small Business Enterprises press conference.** On November 30, the DCSEU attended a press conference for Mayor Muriel Bowser’s release of FY 2017 Small

Business Enterprises (SBEs) spending goals, as well as the FY17 SBEs Opportunity Guide (Green Book). At the event, Mayor Bowser highlighted unprecedented small business investments and support for job growth as a means to promote pathways to the middle class for all DC residents.

Community Outreach

- **Burroughs Elementary STEM Program.**

On November 16, the DCSEU participated in the Burroughs Elementary STEM Program. The DCSEU helped to inform educated parents, staff, and school goers on the benefits of energy efficiency using the DCSEU's model home demonstration.



- **Outreach to senior community.** The DCSEU attended four events serving the District's senior community in November. On November 15, the DCSEU staffed a table at the Health and Wellness Community Fair, in collaboration with the Community Preservation and Development Corporation (CPDC). The DCSEU also attended the DC Office on Aging event, Ministering to Seniors: Health and Wellness Fair on November 16. The DCSEU also attended the Public Service Commission's Senior Winter Preparedness event on November 17. On December 4, the DCSEU also attended the Mayor's Annual Senior Holiday Celebration sponsored by the DC Office on Aging, DC Serve, and the Mayor's Office. The event brought District seniors and residents from all over the city together at the DC Armory to celebrate the holiday season.

Marketing

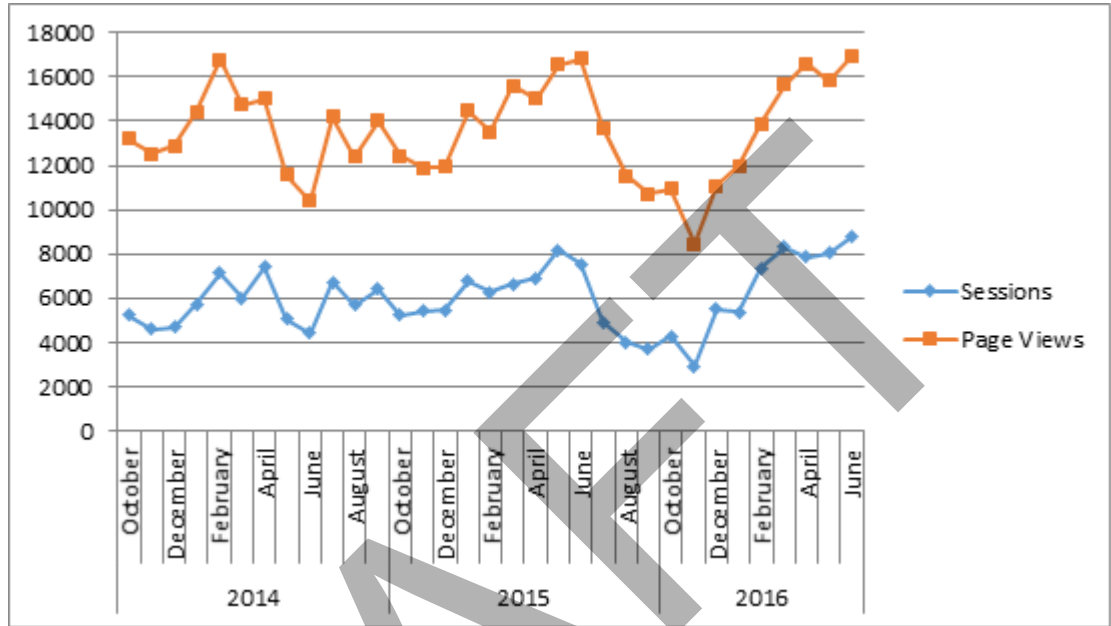


Figure 1. DCSEU website sessions and page views, by month, FY 2014, 2015, 2016, and 2017 to date

- First-quarter website visits **10,708**
- Facebook **487 Likes**
- Twitter **1,446 Followers**

- **Search engine optimization.** The Marketing Team began planning alongside the programs team to determine strategies to promote residential and commercial programming in FY 2017. The Marketing Team focused heavily on the new Smart Thermostat rebate, meeting with the manufacturers to determine some early promotion for Black Friday and holiday deals. In December, the team began to prepare its media buy to purchase advertisement space promoting the Smart Thermostat rebate as well as heating rebates, with print and digital ads to launch in January 2017.
- **Support for commercial and institutional initiatives.** The Marketing Team began work in the first quarter to highlight the value of the DCSEU's technical assistance to its commercial and institutional customers. DCSEU market research has shown that

these customers value technical expertise more than DCSEU incentives. The Marketing Team also began to research potential partnerships with business organizations to help inform their membership about DCSEU services, which will create low- and no-cost opportunities for promotion.

Table 6. DCSEU initiatives, by sector

Core Area	Initiative Name	Description	Customer	Status
Residential	Efficient Products	Deep discounts on CFLs and LEDs with partnering retailers in DC; mail-in rebates for qualifying energy-efficient appliances	DC residents	On track
	Home Performance with ENERGY STAR	Rebates for energy efficiency improvements: air and duct sealing, insulation, and heating system improvements	DC single-family homeowners	On track
	Income-Qualified Services	Home energy improvements such as air and duct sealing, insulation, and heating system improvements	Pre-enrolled DC single-family homeowners meeting income requirements	On track
Low-Income Multifamily	Low-Income Multifamily Comprehensive	Custom technical and financial assistance for energy efficiency improvements for multifamily properties	Property owners of multifamily buildings, shelters, and clinics serving DC residents meeting income requirements	On track
Renewable Energy	Commercial Solar	Incentives and financing to install solar PV systems	Commercial business owners	On track
	Solar Thermal	Incentives to install solar thermal arrays to provide hot water and reduce natural gas consumption	Income-qualified cooperative housing and property owners of multifamily buildings serving DC residents meeting income requirements	On track

Core Area	Initiative Name	Description	Customer	Status
Commercial and Institutional	Business Energy Rebates	Rebates for energy-efficient lighting, heating, refrigeration, cooking, and other qualifying equipment	Business owners	On track
	Commercial Direct Services	Direct installation of energy efficiency measures at primarily small and medium-size commercial businesses	Business owners	On track
	Commercial and Institutional Custom	Technical assistance, account management, and financial incentives for energy efficiency projects	Large commercial and institutional customers	On track