

November 14, 2022

The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue NW, Suite 504  
Washington, DC 20004

**RE: Annual Report of the Sustainable Energy Utility Advisory Board**

Dear Chairman Mendelson:

Pursuant to Section 204(g) of the Clean and Affordable Energy Act of 2008 (CAEA), D.C. Law 17-250, I hereby transmit the Sustainable Energy Utility Advisory Board's (Board) Annual Report (Report) on behalf of the Board. This Report provides the Board's assessment of the DC Sustainable Energy Utility's (DCSEU) performance in Fiscal Year 2021 and offers recommendations to the Department of Energy & Environment (DOEE) and the Council of the District of Columbia (Council). This Report was approved by the Board. It is the Board's understanding that DOEE will make this Report available to the public on its website within 10 days of its submission to the Council, as required by the CAEA.

For the past five years, the DCSEU Board report has been substantially similar in structure, approach, and level of detail. This year, to streamline workflows and make the report more accessible, we have restructured the annual report to make it more actionable and digestible.

Please feel free to contact me at the telephone number or e-mail address below, or Dave Epley at [Dave.Epley@dc.gov](mailto:Dave.Epley@dc.gov) or (202) 313-1654, if you have any questions regarding this report.

Sincerely,



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Chair, SEU Advisory Board  
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Enclosure

cc: Nyasha Smith, Secretary of the Council  
Councilmember Mary Cheh, Chairperson, Committee on Transportation and the Environment.

# DC Sustainable Energy Utility Advisory Board Fiscal Year 2021 Report

**DCSEU FY21 Performance & Activities FY21 – FY22**

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# 1. Executive Summary & Introduction

Fiscal Year 2021 was a watershed year for the District of Columbia Sustainable Energy Utility (DCSEU) and its Advisory Board (hereafter “the Board”).

In 2021, the Department of Energy and Environment (DOEE) determined it would renew its FY17-FY21 contract with DCSEU for another five years, pending resolution of the contract terms. For the Board, Fiscal Year 2021 (FY21) marked the year in which, DOEE and the DCSEU included a new greenhouse gas (GHG) reduction requirement in the DCSEU’s contract as a performance benchmark.

The Board recognized DCSEU’s focus, which combined energy savings and social equity targets, is consistent with the Clean and Affordable Energy Act of 2008<sup>1</sup> (CAEA) was not necessarily in lockstep with newer versions of the same law (namely, the Clean Energy DC Omnibus Amendment Act of 2018<sup>2</sup> (CEDC Act)) that now maintained the clarion call for social equity but also for called for dramatically reducing the District’s GHG emissions. The Board aims to unleash the DCSEU’s potential to transform the clean energy marketplace in ways that will advance the District’s objectives.

The Board, DOEE, and the DCSEU have resolved complex and controversial questions, such as whether a GHG performance benchmark should replace the DCSEU’s historical energy savings benchmark, or serve as an additional benchmark (the Board recommended, and the current contract specifies, inclusion of both GHG emissions reductions and energy savings benchmarks); whether to maintain distinct energy benchmarks for electric and gas savings (the Board recommended, and the current contract now includes, a single fuel-neutral performance benchmark); and the most sensitive, whether to limit the DCSEU’s investments in gas programs (the Board recommended, and the current contract specifies, disallowing investments, absent case-by-case approval, in new natural gas appliances, but permitting spending on retrofits to improve old gas systems’ performance).

The Board appreciates the hard work of the individual Board members in shepherding this transformative measure; the exceptional leadership demonstrated by DOEE staff in amassing necessary data; and the enthusiasm and creativity of DCSEU staff in embracing this new focus. The Board also greatly appreciates the significant contributions from the American Council for an Energy-Efficient Economy (ACEEE), Institute for Market Transformation (IMT), the Sierra Club, and members of the public who generously shared their expertise and perspectives with the Board in its deliberations.

The Board was also sensitive to the fact that the DCSEU would be facing increased challenges as it seeks to meet these new objectives. These include challenges posed by the CEDC Act, which offered Pepco and Washington Gas the opportunity to deliver energy efficiency and demand reduction services to District residents and businesses, services traditionally performed primarily by the DCSEU, subject to the Public Service Commission (PSC) approval. The Board continues to believe that the additional resources brought to bear, as well as competition, will benefit District residents and businesses. However, the Board

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<sup>1</sup> “CAEA,” D.C. Law 17-250, effective Oct 22, 2008, D.C. Official Code §8-1773.01 et seq.

<sup>2</sup> “CEDC Act,” D.C. Law 22-257, effective Mar. 22, 2019.

also continues to be mindful that it has a role in helping ensure that the DCSEU can remain competitive, given its significantly smaller budget and, lack of access to information on users' energy patterns. The Board took steps in 2021 to ensure a level playing field with Pepco, such as recommending modification of a performance benchmark in the DCSEU's contract (e.g., a combined low-income, spend- and-save target) that was more burdensome than that required of Pepco by the PSC (which has only a spend target).<sup>3</sup>

In 2021, the Board also participated in proceedings before the PSC (which has oversight over the utilities' programs). To this end, the Board notes that the forces impacting the DCSEU no longer reside only in the Council and DOEE, but now also involve the PSC. The Board has a formal role in the process leading to PSC approval of Pepco's programs<sup>4</sup> and will be included in a Technical Issues Working Group to be formed by the PSC, which will seek to ensure coordination.<sup>5</sup> The Board requested DOEE's and PSC's assistance in ensuring that the Board is up to speed on additional PSC proceedings that may have bearing on the DCSEU's role.

The DCSEU will also be facing challenges that are arising externally, such as increased national regulatory energy savings requirements and the District's green construction codes that diminish the "incremental" savings the DCSEU can claim result from its investments. For example, the DCSEU was able to help residents and businesses obtain significant energy savings by providing rebates and incentives to these entities to encourage the installation of energy-efficient lighting. The DCSEU achieves energy savings for these installations. However, as the Biden Administration increases the stringency of required energy efficiency standards for lighting, the amount of incremental savings the DCSEU can claim will necessarily be reduced. To that end, the Board expects to assist the DCSEU in exploring new savings opportunities against a changing policy, regulatory, and market environment. At the same time, the Board also expects that in 2022, it will seek to assist the DCSEU in obtaining the benefits to be enjoyed as a result of federal spending pursuant to the federal bipartisan once-in-a-generation investment in infrastructure and clean energy.

In 2021, the Board also attempted to mitigate some structural challenges, particularly, lengthy periods for the appointment of replacement Board members, which resulted in extended periods of time in which the Board was required to operate with fewer than its full complement of Board members (and therefore increased responsibilities on remaining members). The Board recognizes that the pandemic may have contributed to the delays experienced in 2021 and looks forward to working with the Mayor's Office of Talent and Appointments to seek to determine how these periods may be shortened. The Board voted and approved an amendment to the Board's attendance bylaws (details provided in the appendix). Table 1 in the appendix shows current Board members, their term end dates, and the number of meetings attended. Note, the Board has three vacant openings for a Building Construction Industry representative, an

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<sup>3</sup> The DCSEU's data showed that the spending/savings target did not significantly "move the needle," in terms of effectuating additional energy savings achieved as a result of DCSEU's expenditures; and indeed, had the unintended consequence of steering the DCSEU's savings away from buildings where building owners had less funds to contribute, i.e., the buildings most in need of the DCSEU's assistance.

<sup>4</sup> D.C. Official Code § 8-1994.07(g)(4).

<sup>5</sup> Formal Case No. 1160, Order No. 21076, issued December 8, 2021.

Appointee of the Chairman of the Council of the District of Columbia, and a Washington Gas representative. DOEE, the Board, and Council are working together to fill these vacant positions.

The Board applauds the DCSEU's excellent performance in 2021, particularly considering the ongoing challenges posed by the second year of COVID-19. The DCSEU achieved or well-exceeded all its minimum and maximum performance benchmarks. The Board also notes that the DCSEU will be transitioning to new leadership in calendar year 2023, due to the retirement of Ted Trabue, DCSEU's Managing Director since its inception. The Board thanks Ted for his service of over ten years, bringing the DCSEU from infancy to the successful state it is today. The Board looks forward to working with the DCSEU in determining how to facilitate its achieving and exceeding all its targets, and to its continued success in contributing to energy savings, equity, and now greenhouse gas reductions, in the District.

## **2. Summary of 2021-2022 Activities and Priorities**

### **2.1. Key Activities of the DCSEU in FY21 into FY22**

As outlined in the Clean and Affordable Energy Act of 2008, D.C. Official Code § 8-1774.03<sup>6</sup> (CAEA), the Board is charged to provide advice, comments, and recommendations to DOEE and the Council regarding the procurement and administration of DCSEU, advise on DCSEU performance and monitor DCSEU under their contract.

The Board met fifteen times in FY22, including two special meetings. All FY22 convenings were held virtually via Microsoft Teams. Table 1 in the appendix lists current Board members, their term end dates, and the number of meetings attended. Note, three Board members (Jamal Lewis, Mishal Thadani, and Sasha Srivastava) joined in November 2021, and DOEE is working to find eligible applicants to fill the vacant seats. The three vacant seats are for a Building Construction Industry representative, an Appointee of the Chairman of the Council of the District of Columbia, and a Washington Gas representative.

#### *2.1.1. Overall Context*

The DCSEU is charged to administer sustainable energy programs in the District, including the development, coordination, and provision of programs to promote the sustainable use of energy in the District. More specifically, the DCSEU aims to reduce energy consumption, increase renewable energy generating capacity, increase the number of green-collar jobs in the District, and improve the energy efficiency and increase the renewable energy generating capacity of low-income housing, shelters, clinics, and other buildings serving low-income residents. The DCSEU contract is performance-based and provides financial incentives for the Contractor, Vermont Energy Investment Corporation (VEIC), to meet or exceed the required performance benchmarks and financial penalties if the Contractor fails to meet the required performance benchmarks. Several of the programs discussed throughout this document, such as the Solar for All (SFA) program and the Affordable Housing Retrofit Accelerator (AHRA), are not subject to performance benchmarks.

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<sup>6</sup> "CAEA," D.C. Law 17-250, effective Oct 22, 2008, D.C. Official Code §8-1773.01 et seq.

The DCSEU operates on a five-year contract period. FY21 was the final year of a five-year contract period. In FY21, the DCSEU had a total budget of \$29,909,034 with \$19,098,333 from Sustainable Energy Trust Fund (SETF), \$10,460,701 allocated for SFA from the Renewable Energy Development Fund (REDF), and an additional \$350,000 for the Sustainable Energy Infrastructure and Capacity Building Pipeline (Train Green SEICBP) program. In FY22, the DCSEU contract was renewed, starting another five-year cycle (FY22-FY26). The renewed contract prioritizes greenhouse gas (GHG) reduction, building decarbonization, electrification, and renewable energy generation in the District.

### *2.1.2. Key Programs under the SEU Contract*

In FY21, the DCSEU implemented 24 different programs across the commercial, solar, residential, and low-income industries. Key initiatives included the Commercial and Institutional (C&I) Customer program, SFA program, Income Qualified Efficiency Fund, Train Green SEICBP workforce development program, Low-Income Energy Kits, Business Energy Rebates, and residential Efficient Products program. Most of these programs are funded in the core SETF contract, though SFA and SEICBP are funded by specific sections of the DCSEU contract that were incorporated through contract amendments.

### *2.1.3. Programs not under DCSEU Performance Benchmarks*

#### *2.1.3.1. Solar for All*

SFA aims to provide low-income DC residents with the benefits of solar electricity. The program was established by the Renewable Portfolio Standard (RPS) Act of 2016 and is funded by REDF. Upon enrolling in SFA, an installed system will offset the homeowner's electricity costs by about \$500 per year. Renters who meet income requirements are also eligible for the community solar part of the program if they agree to the terms and conditions. Once a homeowner is qualified, the system is installed at no cost and is funded by the DCSEU through SFA. SFA operates on a first-come, first-served basis and fulfillment is dependent upon funding availability.

Between FY19-FY21, the DCSEU installed 21.827 megawatts (MW) of solar capacity through SFA. In FY21, the DCSEU installed 122 single-family solar systems and 23 community renewable energy facilities (CREF) that will serve more than 1,600 income-qualified households through SFA's community solar part of the program.

In FY22, \$14.5 million in SFA funding was budgeted for the DCSEU, which included an additional \$250,000 to make roof repairs, a significant barrier to many residents in past years. The DCSEU is expected to complete approximately 40 CREFs and 100 single-family installations by the end of FY22 and the beginning of FY23. This additional solar energy capacity is estimated to serve an additional 2,700 income-qualified District households.

#### *2.1.3.2. Affordable Housing Retrofit Accelerator*

On December 8, 2021, the DCSEU launched the Affordable Housing Retrofit Accelerator (AHRA) which offers enhanced technical and financial assistance to owners and managers of qualifying affordable multifamily buildings that do not meet the District's Building Energy Performance Standards (BEPS).



AHRA helps participants:

- Understand the BEPS and how they apply to affordable housing properties;
- Uncover energy-saving opportunities in their building(s);
- Identify resources, including financial incentives and financing opportunities, to help pay for upgrades that will reduce energy use;
- Choose a Compliance Pathway<sup>7</sup> and get support towards compliance with the BEPS requirements as determined by DOEE; and
- Preserve affordable housing, cut your energy costs, run buildings more efficiently, and reduce overall greenhouse gas emissions.

In FY22, DCSEU conducted energy audits and provided technical support for the Department of Housing and Community Development's (DHCD) pipeline of Low-Income Housing Tax Credit (LIHTC) buildings, and AHRA-eligible buildings. The DC Green Bank (DCGB) developed a new AHRA loan product to deploy funds for energy retrofits. Four full-time employees were hired at DOEE to support AHRA implementation. The BBC filmed a documentary on AHRA which aired at the international C40 conference in October 2022.<sup>8</sup>

The AHRA program will continue in FY23.

#### *2.1.4. Innovation*

The DCSEU has discretionary funding every year for piloting “innovation” projects that aren't governed by contract benchmarks. In FY20, the DCSEU received funding to implement the Low Income Decarbonization Pilot (LIDP) program. The goal of the LIDP was to obtain data on the total costs, benefits, challenges, resident impact, and cost-effectiveness of beneficial electrification (BE)<sup>9</sup> and other forms of decarbonization<sup>10</sup> from installing BE measures in income-qualified homes.

In FY22, DCSEU provided funding and technical support to renovate a home through the Net Zero Energy Program, a partnership between the DCSEU and the Department of Consumer and Regulatory Affairs (DCRA). This home was featured in a Washington Post article for its approaches to high efficiency “passive house” construction and design.<sup>11</sup>

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<sup>7</sup> Building Innovation Hub. BEPS Compliance Pathway Timelines. <https://buildinginnovationhub.org/resource/regulation-basics/understanding-beps/beps-compliance-pathway-deadlines/>

<sup>8</sup>BBC StoryWorks. No Place Like Home. <https://www.bbc.com/storyworks/transforming-cities/washington-dc>

<sup>9</sup> Beneficial electrification (or strategic electrification) is a term for replacing direct fossil fuel use (e.g., propane, heating oil, gasoline) with electricity in a way that reduces overall emissions and energy costs. There are many opportunities across the residential and commercial sectors. Environmental and Energy Study Institute. [https://www.eesi.org/electrification/bc#:~:text=Beneficial%20electrification%20\(or%20strategic%20electrification,the%20residential%20and%20commercial%20sectors.](https://www.eesi.org/electrification/bc#:~:text=Beneficial%20electrification%20(or%20strategic%20electrification,the%20residential%20and%20commercial%20sectors.)

<sup>10</sup>What is decarbonization? TWI Global. <https://www.twi-global.com/technical-knowledge/faqs/what-is-decarbonisation>

<sup>11</sup>Moody, C. Renovation with a Purpose: A D.C. Home Gets a Big Eco-Friendly Overhaul. *The Washington Post*. September 14, 2022. <https://www.washingtonpost.com/magazine/2022/09/14/net-zero-home-renovation-washington/>.

### *2.1.5.Engagement*

During FY21, the DCSEU was involved in numerous marketing and outreach activities. While the team's in-person outreach opportunities were still limited by the COVID-19 pandemic, the DCSEU slowly began arranging and attending in-person events during the summer months. The DCSEU was able to take advantage of virtual events to continue engagement with different communities and market segments throughout the pandemic. The DCSEU's marketing and outreach work included the following:

- **Supported the development and launch of the Sustainable Energy Infrastructure and Capacity Building Pipeline (Train Green SEICBP) program and trade ally outreach.** The DCSEU issued a press release and developed a flyer for use in promoting the program during the summer, developed a pre-registration process to avoid delays in promoting the program, and updated the website and registration process for when courses became available. The DCSEU worked closely with the Department of Small and Local Business Development (DSLBD) and the Coalition for Nonprofit Housing and Economic Development (CNHED) to promote the program to Certified Business Enterprise (CBE) contractors and firms in the city, as well as to DC residents who work for non-CBE firms. Numerous email marketing blasts were sent to the DCSEU's network. More than 200 people registered for a course this year.
- **Developed a commercial refrigeration campaign offer and created marketing materials, a web presence, and marketing tactics for promoting the campaign.** The team placed ads through LinkedIn and the Restaurant Association of Metropolitan Washington and promoted the offer through organizations like Think Local First, DSLBD, and Main Streets programs.
- **Developed an Account Management Lead Generation campaign to drive new customers and potential project leads to the Account Managers.** Customers are now able to book a meeting directly with an Account Manager for their vertical market without having to call or send an email.
- **Continued outreach for the SFA Single-Family program.** The DCSEU continued outreach for the SFA Single-Family program and placed advertising on Google Ads to potential income-qualified customers to sign up for the opportunity to have solar installed on their home at no cost. The DCSEU also reached out to the community through Nextdoor posts.
- **Continued outreach to income-qualified residents through the DCSEU's Food Banks and Income-Qualified Energy Kit offerings.**
- **Continued the DCSEU's partnership with the DC Public Service Commission, Office of the People's Counsel, and DOEE on the "Here2HelpDC" campaign.** The DCSEU worked closely with these organizations to reach out to communities and inform them about utility cutoff moratoriums and when they would end, as well as programs that could assist them with paying their utilities and cutting their energy bills, long-term.
- **Pursued public relations opportunities for SFA during the summer and fall as projects are underway or receive authorization to operate (ATO).** This included planning a ribbon cutting, press release, and media outreach at Children's National Research and Innovation Campus (RIC)

that received several media hits (the DCSEU’s first in-person event since the pandemic began), supporting a segment with NBC 4 in late-June at a community solar project at the Washington Tennis and Education Foundation, and receiving recognition for SFA (DOEE and the DCSEU) during a national CBS Saturday Morning segment.

- **Worked with Pepco and DOEE on the Reduce Energy Use DC campaign.** This included producing a video and other content for the campaign, as well as facilitating an “Energy Break” webinar panel on the topic of Workplace and Small Business Sustainability.
- **Launched a residential Summer Sweepstakes campaign to residential customers.** The campaign ran from July-August and offered opportunities to win an ENERGY STAR appliance or a smart thermostat by either purchasing a DCSEU Home Energy Conservation Kit or entering to win on the DCSEU website.
- **Worked on a Strategic Energy Management (SEM) program and distributing an SEM toolkit to DC universities.** The DCSEU completed its SEM cohort of universities in the third quarter. During Q3, the DCSEU distributed an “Energy Efficiency on Campus Engagement Toolkit” to participants that included materials and guidance to encourage staff and students to engage in energy-saving behaviors.
- **Hosted roundtable discussion events with different commercial, institutional, and multifamily vertical market customers.** The DCSEU hosted roundtable discussions for K-12 schools and for affordable multifamily property owners and managers in partnership with the Building Innovation Hub.

The DCSEU also participated in several virtual and in-person events during FY21 including:

- Housing Association of Nonprofit Developers (HAND) Annual Meeting in June– virtual exhibitor
- BISNOW Mid-Atlantic Health Care Summit in July - attendee
- BISNOW Affordable Multifamily Housing Summit in August – in-person exhibitor
- DC Clean Energy Summit hosted by the PSC in September – in-person exhibitor and speaker

During FY 2022, the DCSEU continued efforts to get back into the community as pandemic restrictions eased. These efforts included:

- **Residential Market (including income-qualified residents):** The DCSEU launched rebates for electric leaf blowers and lawn mowers, and launched a corresponding advertising campaign, including ads and outreach in Spanish. With the likelihood that rebates for residential LED lighting ending in FY 2023, the DCSEU also launched a lighting advertising campaign to drive customers to purchase discounted LEDs in participating retail outlets. There was a continued push for energy conservation kits as well, which are offered at no cost to income-qualified residents and can be purchased for just \$10 for all DC residents. For income-qualified customers, the DCSEU continued outreach for single-family SFA combined with efforts to drive customer leads

for the HVAC Replacement program. This included launching a direct mail campaign late in FY 2022 to drive awareness and leads for FY 2023.

- **Commercial, Institutional, and Multifamily Market:** For Commercial and Institutional (C&I) and multifamily customers, the DCSEU concentrated on reaching out to these markets to ensure they were informed about BEPS requirements and how the DCSEU could support them. This included hosting multiple virtual roundtable events with different vertical markets in partnership with the Building Innovation Hub.
- **Contractor Outreach:** The DCSEU continued its work to promote the Train Green SEICBP program, working collaboratively with DSLBD, CNHED, and other partners to promote the program to CBEs, CBE-eligible firms, and DC residents. This included eblasts to our contractor list and shared media opportunities with partners through their newsletters and social media. The DCSEU also focused on identifying potential new CBE contractors that could potentially work on DCSEU programs, which included working with DSLBD's Procurement Technical Assistance Center (PTAC) team on a CBE Green Rally event in March 2022.
- **Affordable Housing Retrofit Accelerator:** In FY 2022, the DCSEU stood up the Affordable Housing Retrofit Accelerator. For outreach, the DCSEU created and launched a new logo, web page, web form application, and promoted and ran a training webinar for the Affordable Housing Retrofit Accelerator.
- **SFA Community Solar:** For SFA Community Solar, the DCSEU completed the production of a video featuring a SFA Community Solar installation in Ward 4 along with the DC Green Bank, Flywheel Development, and SunStyle, a solar shingle manufacturer. This included a video shoot onsite with Councilmember Janeese Lewis George. The DCSEU also hosted a ribbon cutting event and distributed a press release to celebrate the project and the video. The project received media hits from Next City and Net Zero Insider. The DCSEU also installed signage at SFA Community Solar sites to raise awareness about the program.

Overall, the DCSEU received 268 earned media hits<sup>12</sup> in FY 2022. FY 2022 Outreach Events Highlights are included in Appendix

### *2.1.6. Strategic Plan*

As the DCSEU begins its new five-year contract term, it was charged by the Board with creating a new Strategic Plan for FY22-FY26. The Board reviewed the final draft of this plan and provided feedback to DCSEU and DOEE that was incorporated into the final plan.

The strategic plan orients the DCSEU around achieving three complementary goals, as shown in Figure 1.

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<sup>12</sup> Earned Media. *Influencer Marketing Hub*. <https://influencermarketinghub.com/glossary/earned-media/>

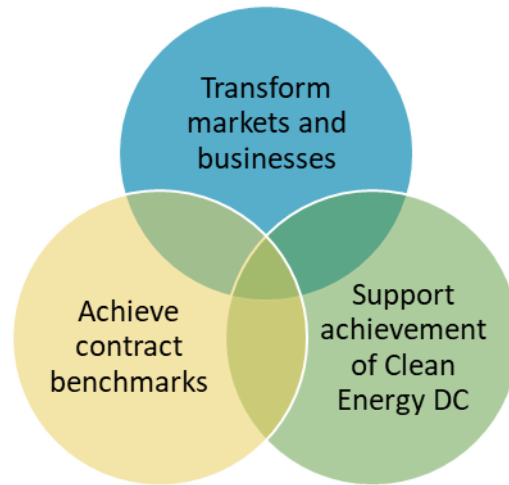


Figure 1: Three overlapping actions that will positively affect the next five years of sustainable energy delivery

To support this, the plan outlined several key objectives:

- Delivering consistent, cost-effective energy savings, particularly electricity savings, and shifting customers away from fossil fuel use and consumption;
- Generating significant reductions in GHG emissions; and
- Providing commercial and multifamily building owners and managers with tailored services that meet their needs for BEPS compliance.

The strategic plan presents a pathway to achieving the energy and GHG performance benchmarks of the new five-year contract, but it also makes clear that the base contract funding is insufficient to meet these benchmarks, and that additional funding or leveraged funds from federal sources, PJM, and additional contracts will be critical to closing the gap.

## 2.2.Looking Forward

Looking forward to FY23, and beyond, the DCSEU faces a dramatically changed landscape and new opportunities and challenges. The Board will focus on the following areas in FY23:

1. **Evaluate goals and benchmarks:** The board has a statutory obligation to monitor the performance of the DCSEU, pursuant to its contract and provide recommendations to DOEE for improvements. The DCSEU now has several new performance benchmarks, including a GHG reduction benchmark and a fuel-neutral energy savings benchmark, both of which the Board advocated for. The Board will continue to monitor the DCSEU's performance and recommend adjustments, if needed.
2. **Support DCSEU through transitions:** In July 2022, Ted Trabue retired as Managing Director of the DCSEU, and VEIC is actively searching for a new Managing Director for the DCSEU. The Board thanks Ted for his over ten years of service, bringing the DCSEU from infancy to the

successful state it is today. The Board will work with VEIC and DOEE to support the selection and onboarding of the new Managing Director.

3. **Interaction with utility programs:** The Clean Energy DC Omnibus Amendment Act of 2018 (CEDC Act)<sup>13</sup> clarified that Pepco and Washington Gas could apply to operate energy efficiency and demand response programs (EEDR) in the District alongside the DCSEU. As stated in the statute, the electric company or gas company are required to demonstrate that their EEDR offerings *are not substantially similar to programs offered or in development by the SEU, unless the SEU supports such programs*. Pepco filed with the PSC for approval of a suite of EEDR programs, and the PSC approved a substantial portion of them. The DCSEU and Pepco worked to identify the market segments each would engage to limit competition between the two entities, and the Board advised on this separation. However, the existence of multiple energy efficiency programs with different brands in DC will unavoidably introduce confusion in the marketplace among consumers. The Board will continue to advocate for the DCSEU's and the District's energy users interests in this space, including through the Board's involvement on the Technical Issues Working Group. However, this working group will not have any governance role. In several other jurisdictions with multiple entities offering energy efficiency services, a single authority typically oversees all programs, which is not the case in the District.
4. **New funding opportunities:** The increased federal funding provided through the Bipartisan Infrastructure Bill<sup>14</sup> and the Inflation Reduction Act<sup>15</sup> is changing the landscape for energy efficiency and renewable energy implementation in the United States. Some of these funds will come to the District through block grants, but others will require competitive applications. These federal funds represent the largest potential additional funding source for DCSEU programs. As the State Energy Office, DOEE is ultimately responsible for securing federal money for DCSEU programs; however, but the Board can work with DOEE and DCSEU to identify potential opportunities and support their application.
5. **Support DCSEU's involvement in existing Building Energy Performance Standard (BEPS) compliance:** BEPS will drive major new investment in energy efficiency in large buildings in the District and will be a major driver of DCSEU commercial program uptake over the next five years. That said, this tailwind is meeting the headwinds of rising inflation, slowing economic growth, and continued shifts in downtown space utilization resulting from the pandemic. In addition, the DCSEU is tasked with running the Affordable Housing Retrofit Accelerator (AHRA, as discussed above) in partnership with the DC Green Bank and DOEE to support affordable housing buildings meeting BEPS. While the AHRA is not funded through the SETF, it is a critical DCSEU program and makes up a large portion of the total DCSEU budget for FY23. As the Board seeks to advise on all DCSEU programs, not just those funded through the core SETF contract, monitoring the successes and challenges of AHRA will be important.
6. **Help the DCSEU to address the challenges in meeting their performance benchmarks posed by the increased federal and local energy efficiency standards:** The Council recently passed

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<sup>13</sup> "CEDC Act," D.C. Law 22-257, effective Mar. 22, 2019.

<sup>14</sup> Bipartisan Infrastructure Law. Public Law 117-58, passed Nov. 15, 2021.

<sup>15</sup> Inflation Reduction Act. Public Law No: 117-169, signed into law Aug. 16, 2022.

the Climate Commitment Act of 2022<sup>16</sup> which codifies the commitment for the District to achieve carbon neutrality by 2045, and the Clean Energy DC Building Code Amendment Act<sup>17</sup> of 2022 to move the energy codes to net-zero and all-electric new construction by 2026 or sooner, which is a positive step but will also impact the new construction savings available to be claimed by DCSEU. Moreover, the federal lighting standards that eliminate old inefficient incandescent lighting have raised the baseline for lighting performance, meaning that the DCSEU will now see much smaller incremental energy savings from its lighting measures. This trend is likely to continue in other areas as federal appliance and equipment standards improve.

### 3. Legislative, Regulatory, and Contract Changes

#### 3.1. Contract Changes

FY21 represented the final year of the five-year base period of the DCSEU contract with DOEE, which consisted of a cost reimbursement ceiling plus a fixed fee. The DCSEU contract also included at-risk compensation for meeting or exceeding performance benchmarks, and penalties for not meeting the performance benchmarks. DOEE did not execute any major changes to the DCSEU contract in FY21, except for those administrative changes that were necessary to update the cost schedule to ensure proper administration of the contract. However, DOEE collaborated with the Board and other public stakeholders to make significant changes to the five-year option period of the DCSEU Contract (FY22-FY26) prior to the execution of the option period. The changes include:

- 1) Restricting the DCSEU's ability to incentivize natural gas measures without explicit written approval from DOEE;
- 2) Switching to a MMBtu metric for measuring annual and cumulative reductions in energy consumption in the District, instead of separate metrics for measuring reductions in electricity consumption and reductions in natural gas consumption as specified in the five-year base period;
- 3) Adding a performance benchmark to measure annual and cumulative reductions in GHG emissions;
- 4) Increasing the annual amount of mandatory DCSEU expenditures of programs and initiatives that support the District's low-income residents;
- 5) Eliminated the performance benchmark that required the DCSEU to obtain funds from non-District government sources to support energy efficiency and renewable energy projects;
- 6) Eliminated the performance benchmark that required the DCSEU to reduce the growth in energy demand for the District's largest energy users; and
- 7) Adding a performance benchmark to require the DCSEU to design and implement a deep energy retrofit program that provides technical and financial incentives to commercial and

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<sup>16</sup> Climate Commitment Amendment Act of 2022. D.C. Law 24-176, effective Sept. 21, 2022.

<sup>17</sup> Clean Energy DC Building Code Amendment Act of 2022. D.C. Law 24-177, effective Sept. 21, 2022.

multifamily residential building owners that are required to comply with BEPs to substantially reduce their building’s annual energy consumption.

### 3.2. Legislative and Regulatory Changes Impacting the DCSEU

The Board tracks legislation that may impact the DCSEU. The following bills of relevance to the DCSEU were enacted during Council period 24:

Fiscal Year 2023 Budget Support Act of 2022 (FY2023 BSA), D.C. Law L24-167, effective September 21, 2022.

This act made several changes to the Renewable Energy Development Fund (REDF, DC Code § 34-1436) and the Sustainable Energy Trust Fund (SETF, DC Code § 8-1774.10):

- 1) Sections 6021-6022 of the FY2023 BSA, titled the “Climate Change Resilience Expenditure Authority Amendment Act of 2022,” authorizes the use of the REDF for projects or programs that increase climate change resilience in the District, provided that each such project or program includes a solar energy component or uses solar energy generated in the District.
- 2) Sections 6041-6042 of the FY2023 BSA, titled “Green Finance Authority Board Amendment Act of 2022,” prohibits the DC Green Finance Authority (DC Green Bank) from funding fossil fuel projects and programs for applications received by the DC Green Bank after September 30, 2022.
- 3) Sections 6051-6052 of the FY2023 BSA, titled “Sustainable Energy Trust Fund Amendment Act of 2022,” expands the allowable uses of SETF to include projects and programs that increase climate change resilience in the District through the use of sustainable energy resources, including infrastructure and structural improvements and energy storage devices or equipment. These sections also authorize the expenditure of at least \$600,000 from the SETF in Fiscal Years 2023 – 2025 for grants supporting the installation of energy storage systems connected to renewable energy generation systems in the District this storage program may be administered by DOEE or the DCSEU. Also, the grant program will have a preference for energy storage systems connected to solar installations supported by through SFA or connected to a facility that supports the District’s resilience action plans and strategies.

B24-0267 Climate Commitment Amendment Act of 2022, D.C. Law L24-176, effective from Sep 21, 2022

This act commits the District to achieve carbon neutrality by 2045 with interim targets in 2025, 2030, 2035, and 2040. District government operations must reach carbon neutrality by 2040 and prioritize actions that result in additional renewable energy generation. Further, the act prohibits the District government from installing natural gas, oil, or other fossil fuels, natural gas space- or water-heating appliances in District-owned buildings beginning January 1, 2025 (except where infeasible). The law



establishes a task force of District Government and DC Water officials to create an action plan for the 2040 neutrality target; DOEE must prepare and submit an annual report to Council.

B24-0420, Clean Energy DC Building Code Amendment of 2022, D.C. Law L24-177, effective from Sep 21, 2022

This act amends Green Building Act of 2006<sup>18</sup> to require the District to adopt net zero energy (NZE) regulations for new buildings and substantial improvements by December 31, 2026. The act defines a "net-zero energy standard that mandates the use of onsite renewable energy first, then buildings can procure renewable energy through offsite sources, but unbundled renewable energy credits are not eligible to satisfy the renewable generation requirement. Finally, the act requires the newly established Department of Buildings to conduct an independent audit of a sample of buildings that received certificates of occupancy every three years.

### 3.3.PSC Cases Impacting the DCSEU

PSC Formal Case No. 1160 (FC 1160): *In the Matter of the Development of Metrics for Electric Company and Gas Company Energy Efficiency and Demand Response Programs Pursuant to Section 201 (b) of the Clean Energy DC Omnibus Amendment Act of 2018.*

FC 1160 is the proceeding that is considering Pepco's application to administer energy efficiency and demand response (EEDR) programs in the District under Section 201 (b) (D.C. Code § 8-1774.07) of the Clean Energy DC Omnibus Amendment Act of 2018 (CEDC Act, D.C. Law 22-257, effective March 22, 2019). Section 201 (b) of the CEDC Act also established a working group (EEDR WG) to recommend long-term and annual energy savings metrics, quantitative performance indicators, and cost-effective standards for utility EEDR programs. Pepco filed its application to administer EEDR programs on August 2, 2021.

In Order Nos. 20654 and 21030, the PSC adopted many of the recommendations in the EEDR WG's reports filed in this proceeding. However, with respect to the recommendation of several working group members for the formation of a formal governance body and framework to help facilitate the implementation of programs, provide a process for resolving coordination challenges and inconsistencies, and identify opportunities for enhanced coordination between Pepco and the DCSEU, the PSC held that a separate formal governance board was not necessary and directed the EEDR WG "to reconvene and meet every six (6) months from the program implementation date to address/resolve any challenges and to discuss new opportunities or desirable changes that may have arisen during the six-month program implementation." (Order No. 21030 at pg. 16).

On November 8, 2021, DOEE filed its *Motion for Reconsideration and Modification of Order No. 21030*. DOEE argued that coordination of EEDR programs administered by Pepco and the DCSEU was essential

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<sup>18</sup> Chapter 14A. Green Building Requirements. D.C. Law 24-190, effective Oct. 22, 2022

to ensure Pepco's programs are complementary, and not competitive, to the DCSEU's programs and that a meeting only every six months was too infrequent to address the multiple complex technical matters.

On November 15, 2021, the Board filed its *Response in Support of the Department of Energy and Environment's Motion for Reconsideration and Modification of Order No. 21030* (Attachment 1). In its response, the Board stated that it "has a strong interest in ensuring the continued vitality of the DCSEU, especially at this critical juncture – when the District's utilities will be augmenting the numbers and types of clean energy services they are also delivering to District ratepayers." (Board Response at p. 2). Further, "[t]he Board believes it is essential that it, the DCSEU, DOEE, PSC, OPC, and interested stakeholders, have visibility into the roll-out and implementation of the utilities' programs ... [and t]he Board agrees with DOEE that bi-annual EEDR WG meetings are too infrequent to allow the parties to be able to ensure that the array of EEDR programs offered by multiple providers are complementary." (Board Response at p. 2).

On December 8, 2021, the PSC issued Order No. 21076 granting DOEE's Motion and establishing a Technical Issues Group (TIG) that is a subgroup of the EEDR WG; the TIG will be comprised of PSC Staff, OPC, Pepco, Washington Gas, Apartment and Office Building Association of Metropolitan Washington (AOBA), DOEE, a member of the DCSEU, and a member of the DCSEU Advisory Board. The TIG is tasked with discussing "discreet technical issues [, which] may be helpful and efficient in resolving any technical issues during the implementation of the utilities' energy efficiency programs." (Order No 21076 at p.4).

For Pepco's proposed EEDR programs, the PSC also invited interested parties to file comments on the proposed suite of programs. On November 23, 2021, the DCSEU filed its comments (see Attachment 2), which emphasized the need to avoid duplication and harm to existing markets as well as alignment of incentives and ongoing coordination between the DCSEU and Pepco programs. The DCSEU also submitted specific comments on each program proposed by Pepco and made recommendations to address concerns about duplication and harm to existing markets.

On August 11, 2022, the PSC issued Order No. 21417, granting in part Pepco's application to administer EEDR programs and approving a modified suite of programs. Pepco filed an *Application for Reconsideration and Clarification* of Order No. 21417 on September 12, 2022. DOEE filed a Motion for Limited Clarification of Order No. 21417 on September 13, 2022. On October 13, 2022, the PSC rescinded Order No. 21417 and will issue a revised order.

On October 31, 2022, Washington Gas filed its Energy Efficiency and Demand Response (EEDR) Potential Study. Prior to submitting program proposals to the PSC, Washington Gas shall consult with the DCSEU Advisory Board and others prior to formally submitting EEDR proposals to the PSC for approval, as required by statute.

PSC Formal Case No. 1167 (FC 1167): *In the Matter of the Implementation of Electric and Natural Gas Climate Change Proposals.*

On November 18, 2020, the PSC issued Order No. 20662 which opened a new climate policy proceeding to consider whether and to what extent Pepco and Washington Gas are advancing the District in meeting its aggressive energy and climate goals. On June 4, 2021, the PSC issued Order No. 20754 directing Pepco to file a detailed plan to meet its climate change commitment (“Climate Solutions Plan”) and several other plans relating to the Climate Solutions Plan and WGL to file 5-year and 30-year climate change plans and supporting documentation. The PSC also invited interested parties to file comments on the filings. Order No. 20754 also directed stakeholders to inform the Commission regarding whether they would be filing electrification studies and the timing of those filings.

On May 11, 2022, the DCSEU filed comments on Sierra Club’s electrification study, which was filed on March 11, 2022. Please see Attachment 5 for the full text of the DCSEU’s comments.

On June 10, 2022, and September 16, 2022, the DCSEU submitted initial and reply comments, respectively, on Pepco’s detailed Climate Solutions Plan and related filings. Please see Attachments 3 and 4 for the full text of the DCSEU’s comments.

## 4. Performance Review, FY21

The Board applauds the DCSEU’s excellent performance in FY21, particularly in light of it occurring in the midst of the challenges posed by the second year of COVID-19. FY21 represented the final year of DCSEUs prior five-year contract. The DCSEU achieved or well-exceeded all its minimum and maximum performance benchmarks—particularly notable given that this was the final year for its cumulative targets under the contract, and that the expected performance increased non-linearly in the final year.

The Board has streamlined the presentation of the FY21 performance, highlighting the key achievements and lessons learned. Readers interested in a more detailed review of all performance benchmarks and their elements should refer to the *DCSEU FY2021 Performance Benchmarks Report*<sup>19</sup> produced by NMR Group, Inc. (NMR) for DOEE in August 2022, which is attached as an appendix to this report.

As shown in Table 1, from the NMR Report, FY21 was the best year of achievement for the DCSEU, achieving all benchmarks for the first time:

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<sup>19</sup> NMR Group, Inc. DCSEU FY2021 Performance Benchmarks Report. August 11, 2022.

<https://doee.dc.gov/sites/default/files/dc/sites/d DOE/publication/attachments/DCSEU%20FY2021%20Performance%20Benchmarks%20Report%20FINAL%2008.11.2022.pdf>

Table 1: DCSEU Performance Over 5 Years

Benchmark Type	Benchmark	FY2017		FY2018		FY2019		FY2020		FY2021	
		Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
Annual Cumulative Target	1. Electricity Savings	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	2. Natural Gas Savings	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	3. Renewable Energy Generating Capacity	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Annual Target	4a. Low-income Expenditures	✓	n/a	✓	n/a	✓	n/a	✓	n/a	✓	n/a
	4b. Low-income Savings	✓	X	✓	X	✓	X	✓	X	✓	✓
	5. Green-collar Jobs	✓	X	✓	X	✓	X	✓	✓	✓	✓
Five-year Cumulative Target	6. External Funds	18%	9%	28%	14%	41%	21%	✓	61%	✓	✓

## 4.1. Energy and Emissions Performance

### 4.1.1. Electricity Savings

In FY21, the DCSEU achieved both the minimum and maximum targets for both electricity and gas savings. These five-year cumulative targets were set based on 2014 energy consumption numbers. Table 1 shows the performance against the electric and gas savings benchmarks. Table 2 and 4 show the cumulative savings over five years. For reference, both electricity and gas savings have also converted into the same units, MMBtu, for comparison (these conversions are unit conversions at site, and do not account for any generation, transmission, or distribution losses).

In FY21, the DCSEU did not modify its annual savings goals, although, the effects of the pandemic were contemplated.

The DCSEU exceeded the maximum cumulative target for reducing electricity savings in FY21. The maximum target was 576,485 MWh and the cumulated achievement actual was 592,311 MWh.

The DCSEU’s realization rates, per NMR, reflect stability, with a range from 97% to 103% for electric savings and from 95% to 105% for peak demand savings. In reviewing the *Pay for Performance* track and the *Commercial Custom Retrofit* track, NRM noted that the accuracy of tracked savings could be improved. NMR provided recommendations for consideration.

Table 2: Electricity Savings

Year	Evaluated Savings, Annual (MWh)	Evaluated Savings, Cumulative (MWh)	Percent of Five-Year Target	Evaluated Savings, Annual (Site MMBtu)	Evaluated Savings, Cumulative (Site MMBtu)
<b>FY17</b>	92,686	92,686	<b>16%</b>	316,245	316,245
<b>FY18</b>	134,728	227,414	<b>39%</b>	459,692	775,937
<b>FY19</b>	151,321	378,735	<b>66%</b>	516,307	1,292,244
<b>FY20</b>	109,368	488,103	<b>85%</b>	373,164	1,665,407
<b>FY21</b>	104,228	592,331	<b>103%</b>	355,626	2,021,033
<b>Total</b>	<b>592,331</b>	<b>592,331</b>	<b>103%</b>	<b>2,021,033</b>	<b>2,021,033</b>

The DCSEU’s performance over a five-year period reflects ongoing progress, with evaluated cumulative savings, annually. Of note, the percent of the five-year target moved from 16% in FY17 to 103% in FY21, resulting in cumulative evaluated savings of 592,331 MWh.

### Electricity Sales

In 2021, the District of Columbia experienced a 1.8% increase in total electricity sales from the previous year, adjusting for the weather. This is a marked difference from 2020, where total sales fell 8.0% likely due to the COVID-19 pandemic.

Residential sales slowed in 2021, growing by 0.7% compared to 2.0% growth in 2020. This is alongside a 2.3% increase in the number of residential customers, which suggests a 1.6% decrease in kilowatt hour (kWh) consumption per customer.

Commercial sales increased 2.6% in 2021 but remain well below pre-pandemic levels. The number of commercial customers has stayed relatively consistent, with 0.7% and 0.6% growth in 2020 and 2021 respectively. Ultimately, the District is still adjusting to post-pandemic life, and may yet see a new baseline in commercial electricity consumption.

Table 3: Electricity Sales, 2019-2021

Year	Residential Weather Normalized Sales (MWh)	Commercial Weather Normalized Sales (MWh)	Total Weather Normalized Sales (MWh)
<b>2019</b>	2,490,857	7,916,002	10,406,859
<b>2020</b>	2,541,342	7,012,093	9,553,435
<b>2021</b>	2,558,070	7,195,674	9,753,744

2022 and 2023 provide significant opportunities for the District to advance programs and initiatives that will result in a cleaner and more resilient future for District residents. Recently, the PSC approved a suite of utility programs to complement the work of the DCSEU. DOEE, the DCSEU, and Pepco will continue to work collaboratively, as these programs are implemented. Federal funding, through President Biden’s Bipartisan Infrastructure Law<sup>20</sup> and the Inflation Reduction Act<sup>21</sup>, provide unprecedented opportunities to advance the goals of the District further.

#### 4.1.2. Gas Savings

While there was a reduction in savings in FY21 compared to the previous three years, the DCSEU still exceeded the Performance Benchmark maximum cumulative target for natural gas savings during the five-year contract period. These savings are equivalent to a total of 15,900 households worth of gas consumption.

The lower savings in FY21 could be a result of lower gas prices in 2021, typically a major indicator of consumption trends. Recent volatile gas prices will likely have an impact on gas consumption trends, and therefore future savings.

Table 4: Gas Savings Progress Over 5 Years

Year	Evaluated Savings, Annual (Therms)	Evaluated Savings, Cumulative (Therms)	Percent of Five-Year Target	Evaluated Savings, Annual (Site MMBtu)	Evaluated Savings, Cumulative (Site MMBtu)
<b>FY2017</b>	1,998,033	1,998,033	<b>20%</b>	199,803	199,803
<b>FY2018</b>	2,237,961	4,235,994	<b>41%</b>	223,796	423,599
<b>FY2019</b>	2,569,795	6,805,789	<b>67%</b>	256,980	680,579
<b>FY2020</b>	2,211,174	9,016,963	<b>88%</b>	221,117	901,696
<b>FY2021</b>	1,619,344	10,636,307	<b>104%</b>	161,934	1,063,631
<b>Total</b>	<b>10,636,307</b>	<b>10,636,307</b>	<b>104%</b>	<b>1,063,631</b>	<b>1,063,631</b>

#### 4.1.3. Renewable Energy

Given the limited space and raw fuels available within the District, most of the electricity produced within the city’s borders is generated from solar photovoltaic (PV) energy. The PSC’s Renewable Energy Portfolio Standards compliance report for 2021 highlighted that 154.7 megawatts (MW) of local solar PV had been installed accounting for 10,013 solar energy systems<sup>22</sup>. Favorable solar renewable energy credit (SREC) pricing in the District has created financial viability for rooftop solar that might otherwise have prohibitive costs associated with considerations like mounting and ballasting.

<sup>20</sup> President Biden’s Bipartisan Infrastructure Law. The White House. <https://www.whitehouse.gov/bipartisan-infrastructure-law/>

<sup>21</sup> Inflation Reduction Act of 2022. IRS. <https://www.irs.gov/inflation-reduction-act-of-2022>

<sup>22</sup> Public Service Commission. Renewable Energy Portfolio Standards A Report for Compliance year 2021. 2022.

[https://dcpsc.org/getattachment/Orders-and-Regulations/PSC-Reports-to-the-DC-Council/Renewable-Energy-Portfolio-Standard/2022-DCPSC-RPS-Report-FINAL-\(1\).pdf.aspx?lang=en-US](https://dcpsc.org/getattachment/Orders-and-Regulations/PSC-Reports-to-the-DC-Council/Renewable-Energy-Portfolio-Standard/2022-DCPSC-RPS-Report-FINAL-(1).pdf.aspx?lang=en-US)

Between FY17-FY21, the DCSEU provided financial incentives for 17,558 kilowatt (kW) of renewable generation capacity representing 404% of the minimum five-year cumulative benchmark and 351% of the maximum benchmark. Table 5 shows the achievement of the 5-year solar benchmark against the performance benchmarks.

Table 5\*: Renewable Energy Capacity Performance Benchmark<sup>23</sup>

Performance Benchmark	Cumulative Achievement	Minimum Target	Maximum Target	Percent of Minimum Target	Percent of Maximum Target
<b>Increase Electric Generation Capacity (kW)</b>	17,558 kW	4,340 kW	5,000 kW	404%	351%

Table 6 shows the progress over five years.

Table 6: Solar Capacity Progress over 5 years

Year	Verified Solar Capacity	Cumulative	Percent of 5-year target
<b>FY17</b>	2,244	2,244	<b>45%</b>
<b>FY18</b>	1,836	4,080	<b>82%</b>
<b>FY19</b>	7,129	11,209	<b>224%</b>
<b>FY20</b>	1,352	12,561	<b>251%</b>
<b>FY21</b>	4,997	17,558	<b>351%</b>
<b>Total</b>	<b>17,558</b>	<b>17,558</b>	<b>351%</b>

In addition to a performance benchmark for renewable energy generation, the DCSEU also implements the SFA program (SFA installations are not included in the tables above and are not included in the core DCSEU contract). Between FY19-FY21 the DCSEU installed 21,827 kW via SFA with 510 kW installed on single family homes in FY21.

#### 4.1.4. Emissions Impact

FY21 electricity and gas savings, as well as renewable energy savings, yield a total avoided emissions of 37,292 metric tons Carbon Dioxide Equivalent (tCO<sub>2e</sub>) based on the most recent (2019) average emission rates, or 0.5% of the total citywide 2019 GHG emissions from the District of 7,172,238 metric tons CO<sub>2e</sub>.

While using average annual emissions rates for the regional grid is useful for comparing to the citywide GHG footprint, the more useful metric for actual GHG benefit of efficiency programs is the *marginal*

<sup>23</sup>NMR Group, Inc. DCSEU FY2021 Performance Benchmarks Report. August 11, 2022.

<https://doee.dc.gov/sites/default/files/dc/sites/ddoe/publication/attachments/DCSEU%20FY2021%20Performance%20Benchmarks%20Report%20FINAL%2008.11.2022.pdf>

\*Table only includes numbers for commercial

emissions rate, which accounts for the emissions rate of the grid at the time the savings occurred.<sup>24</sup> Using marginal emissions rates, in FY21, DCSEU programs avoided 63,652 metric tons CO<sub>2</sub>e (due to differing methodologies, marginal savings cannot be compared to citywide total annual GHG emissions).

Table 7 shows the cumulative progress over the five-year period—note that while annual emissions savings do appear to be increasing, the citywide GHG footprint is also going down due in part to the electricity grid getting cleaner—so the percent savings does not decline as much as the totals.

Table 7: Avoided GHG Emissions over 5 years

Year	Avoided GHG emissions at average annual emissions rates (tCO <sub>2</sub> e)	Cumulative Avoided GHG emissions at average annual emissions rates (tCO <sub>2</sub> e)	Avoided GHG emissions at marginal emissions rates (tCO <sub>2</sub> e)	Cumulative Avoided GHG emissions at marginal emissions rates (tCO <sub>2</sub> e)	Citywide GHG Emissions (tCO <sub>2</sub> e)	Avoided GHG Emissions as percent of citywide GHG emissions
<b>FY2017</b>	40,389	40,389	66,147	66,147	7,630,604 (CY2017)	0.5%
<b>FY2018</b>	55,478	95,867	92,963	159,110	7,709,200 (CY2018)	0.7%
<b>FY2019</b>	63,450	159,317	107,758	266,868	7,170,450 (CY2019)	0.9%
<b>FY2020</b>	44,602	203,919	74,772	341,640	6,296,946 (CY2020)	0.7%
<b>FY2021</b>	37,292	241,211	64,652	406,292	6,296,946 (CY2020)	0.6%
<b>Total</b>	<b>241,211</b>	<b>241,211</b>	<b>406,292</b>	<b>406,292</b>		

#### 4.1.5. Comparison to other programs

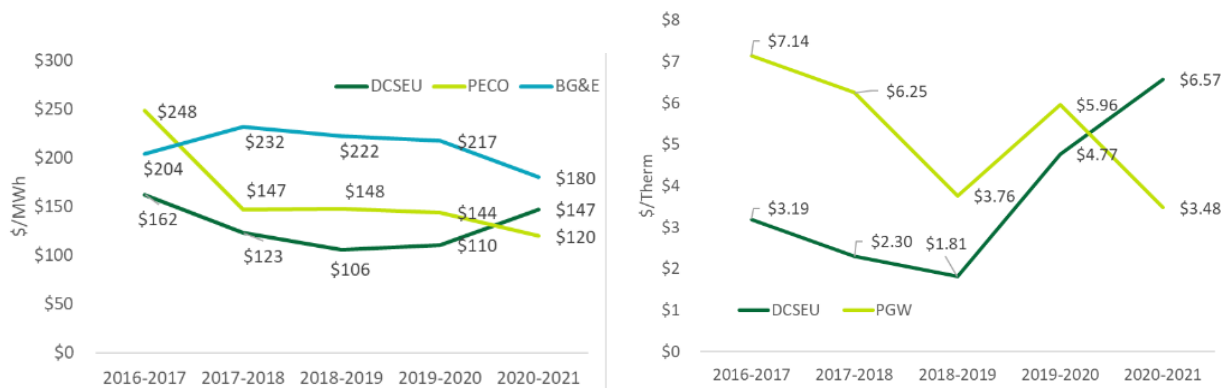
Comparing efficiency programs in different jurisdictions against one another is always difficult—each program and utility are responding to different market conditions and different performance targets while working with different amounts of funding. A common metric is the ratio of spending and savings quantified in the *Cost of Saved Energy*, or \$ spent to acquire 1 unit of energy savings. As the Board provided in its report to Council last year, the DCSEU is one of the most cost-effective energy efficiency programs in the nation on this metric.

The evaluator, NMR, studied this issue in their FY21 report, focusing on comparing two programs with a similar climate. The Board is aware that it is difficult to compare utility-executed programs across various

<sup>24</sup> Average GHG emissions rates represent all emissions that occurred within an electricity grid region over a year, divided by the total electricity generation in that region over that year, and are used when calculating a region's "carbon footprint" for a GHG Inventory. (The electricity grid region used for DC emissions calculations, RFCe, encompasses most of Maryland, Pennsylvania, Delaware, and New Jersey.) Marginal Emissions, in contrast, represent the GHG emissions that would have occurred without a given action that changed the electricity load. Marginal GHG emissions rates are the estimated emissions per MWh of electricity that would be emitted by fossil fuel-burning power plants to meet additional electricity demand at a given location and point in time. However, thanks to additional electricity use reductions and/or renewable energy generation, these additional electricity load resources were not needed, and the associated marginal emissions did not occur. As marginal emissions savings represent a counterfactual, they cannot be directly compared to the District's GHG inventory. However, they are a more appropriate representation of the real-world impact of DCSEU programs in combating climate change by reducing the need for GHG emissions. For more, see <https://rmi.org/combating-climate-change-measuring-carbon-emissions-correctly/>



jurisdictions, as there are multiple variables that impede the ability to make a robust comparison. For electricity, NMR compared DCSEU against PECO Energy in Pennsylvania and Baltimore Gas and Electric (BG&E) in Maryland. As shown in the figures below, the DCSEU’s cost of saved energy for electricity in FY21 remained lower than BG&E but slightly exceeded PECO. For gas, NMR compared DCSEU to Philadelphia Gas Works (PGW) - DCSEU’s cost of saved energy for gas have risen dramatically over the last few years due in part to the higher cost of running the expanded low-income gas savings program on behalf of Washington Gas’ Income Qualified Gas Efficiency Fund. Typically, low-income programs are 2-4x as expensive as market-rate programs due to the utility program paying a larger share of the total costs.



Using the statewide data published by the American Council for an Energy-Efficient Economy (ACEEE) in their *State Energy efficiency Scorecard 2021 Progress Report*<sup>25</sup>, calculating the cost of saved energy for every state, the DCSEU ranks 5<sup>th</sup> nationwide for cost of electricity savings, and 18<sup>th</sup> for cost of gas savings.

The ACEEE report provides to better understanding of how the total savings achieved by the DCSEU compare to its peers. As shown in the red oval below, the District ranks relatively highly for overall savings once accounting for the relatively low amount of money invested in energy efficiency.

<sup>25</sup> Breg, W., E. Cooper, M DiMascio. 2022. *State Energy efficiency Scorecard 2021 Progress Report*. American Council for an Energy Efficient Economy, Washington, DC. <https://www.aceee.org/press-release/2022/02/scorecard-update-electrification-revs-states-advance-climate-action>

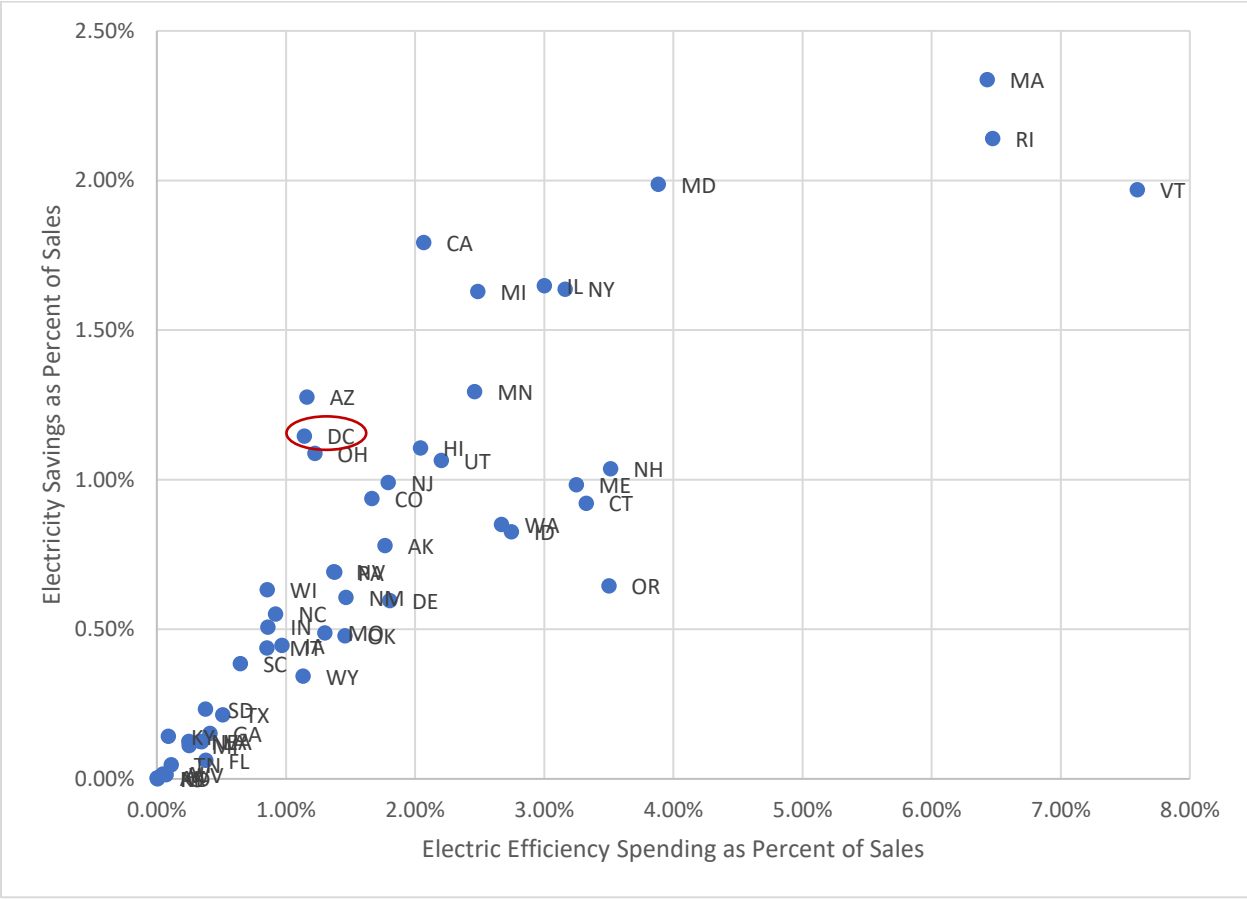


Figure 2: Electric Efficiency Program Spending and Savings by State

The ACEEE report ranked the District as 8<sup>th</sup> nationwide among all states for energy efficiency, driven in part by the success of the DCSEU, as well as nation-leading legislation from the Council and DOEE’s programs. California, Massachusetts, Vermont, Rhode Island, and New York State make up the top five states. All five states also see far higher energy savings than DC does, and the other states also spend substantially more on energy efficiency, by a factor of 2x-7x, relative to electricity sale revenue. To some extent, this higher spending reflects the reality that as the “low-hanging fruit” of energy efficiency are plucked, the remaining savings get more expensive. Thus, it is not surprising that DCSEU’s cost of saved energy is beginning to climb. However, to really achieve the deep energy savings that are commensurate with the District’s aggressive climate goals, the District will need to see far greater investment in energy efficiency.

Table 8: Top 10 ACEEE States - Efficiency savings and spending

State	ACEEE Scorecard Rank	Electricity Savings as % of sales	Electric Efficiency Spendings as % of sales	Gas Savings as % of sales	Gas Efficiency Spending Rank
California	1	1.79%	2.1%	1.9%	12
Massachusetts	2	2.34%	6.4%	0.8%	31
Vermont	3	1.97%	7.6%	0.3%	7
Rhode Island	4	2.14%	6.5%	0.7%	29
New York	5	1.64%	3.2%	0.3%	20
Maryland	6	1.99%	3.9%	0.3%	4
Connecticut	7	0.92%	3.3%	0.3%	30
<b>DC</b>	<b>8</b>	<b>1.15%</b>	<b>1.1%</b>	<b>0.7%</b>	<b>18</b>
Oregon	9	0.64%	3.5%	0.5%	23
Minnesota	9	1.29S%	2.5%	0.9%	10

For this reason, the Board welcomes the additional federal funds the DCSEU has received and indeed, while there are outstanding concerns about coordination and market confusion, the additional resources that Pepco will bring to efficiency spending in DC are welcome as well. (However, once Pepco offers its own EEDR programs, the ACEEE state scorecard will no longer present a clear picture of DCSEU performance specifically, so it will be more important than ever for the Evaluator to provide a rigorous survey on this point.)

## 4.2. Additional Performance Metrics

### 4.2.1. Low-Income Expenditures and Savings

The continued effects of the COVID-19 pandemic, combined with high inflation, has only increased the need for low-income residents to minimize their energy bills. In FY21, the DCSEU met all low-income targets, achieving significant savings by increasing the efficiency of low-income properties. The Board commends DCSEU for meeting all targets. In the coming year the Board urges DCSEU to focus on ensuring low-income residents benefit equitably for any new programs while continuing to further improve cost-effectiveness of current low-income programs.

#### 4.2.1.1. DCSEU Performance Benchmarks

The DCSEU benchmarks addressing low-income residents and the DCSEU's performance in achieving those benchmarks are:

- *Spend 20% of SETF funds on low-income housing, shelters, clinics, or other buildings serving low-income residents in the District.* DCSEU reported spending \$4,859,366 across seven low-income programs, representing 112% of the target.
- *Achieve a minimum of 23,278 MMBtu savings from low-income programs, with a maximum target of 46,556 MMBtu.* DCSEU achieved 55,146 MMBtu in energy savings from low-income programs, representing 237% of the minimum target and 118% of the maximum target. The Retail Lighting Food Bank and Low-income Multifamily Comprehensive Program achieved the greatest share of the savings. With respect to the Multifamily Comprehensive Program, lighting and heat pumps accounted for nearly two-thirds of the program-level savings.

The DCSEU employed seven programs to achieve low-income property savings:

- (1) income-qualified gas efficiency fund;
- (2) income qualified efficiency fund;
- (3) low-income multifamily implementation contraction direct install
- (4) low-income multi-family comprehensive;
- (5) low-income prescriptive rebate;
- (6) retail lighting food bank;
- (7) low-income home energy conservation kit.

#### 4.2.1.2. Community Impact

FY21 was the first year that the DCSEU achieved all benchmark targets, including the maximum target for low-income electric and gas savings. The Board commends DCSEU for meeting these targets and urges DCSEU to continue to refine how best to maximize low-income savings. The Board also urges the DCSEU to seek a better understanding of customer satisfaction to learn how to enhance the customer experience. FY23 will bring opportunities and challenges for low-income focused programs as federal funding for energy efficiency, electrification, and clean energy become available and as the DCSEU begins to implement contract changes toward increasing GHG reduction-focused measures. Given the importance of meeting the District's climate change goals, and the potentially high cost, the DCSEU should advance equitable implementation of climate change solutions. The Board urges DCSEU to focus on continuing to achieve all low-income benchmarks while also ensuring that low-income households can maximize the benefits of new federally funded opportunities and local clean energy programs.

#### 4.2.2. Green Jobs

The DCSEU is required to fund green jobs in the District during each year of the contract. The contract requires that the DCSEU fund a minimum of 66 full-time equivalent (FTE) jobs each year. The maximum annual target is 88 jobs. To calculate the number of FTE jobs funded, the contract specifies the following criteria:

- One FTE green job equals 1,950 hours worked by DCSEU staff and subcontractors.
- One FTE green job equals \$200,000 worth of DCSEU incentives provided to customers or manufacturers.
- Only direct jobs are to be considered. Indirect jobs and induced jobs are not counted.

As shown in Table 9, from the NMR Report, the DCSEU achieved their annual FY21 green jobs benchmark. NMR calculated that the DCSEU funded 88.3 jobs, representing 134% of the 66 jobs minimum target and 100% of the 88 jobs maximum target.

Table 9: FY21 Green Jobs Benchmark Performance

Measurement	Minimum Target	Maximum Target	Evaluated Number	Percent of Minimum Target	Percent of Maximum Target
Number of FTE jobs funded by the DCSEU	66	88	88.3	134%	100%

#### 4.2.3. Financial Leveraging

The DCSEU was required to leverage between \$2.5 million (minimum benchmark) and \$5 million (maximum benchmark) between FY17 and FY21. The DCSEU exceeded the maximum benchmark by 114%, leveraging \$5,703,822 over the five-year contract period.

Table 10: Cumulative Progress on Leveraged Funds

Year	Annual Leveraged Funds	Cumulative Leveraged Funds	Percent of Maximum Benchmark
FY17	\$439,111	\$439,111	9%
FY18	\$268,881	\$707,992	14%
FY19	\$317,131	\$1,025,123	21%
FY20	\$2,019,762	\$3,044,885	61%
FY21	\$2,658,937	\$5,703,822	114%
<b>Total</b>	<b>\$5,703,822</b>	<b>\$5,703,822</b>	<b>114%</b>

In FY21, the DCSEU received \$2,658,937, 97% from Washington Gas to run a Low-Income Multifamily Gas Program, and 3% from the PJM Forward Capacity Market.

## 4.3. Tracking Goals

### 4.3.1. Largest Users

The COVID-19 pandemic created a shift in how many large energy users are still operating in the region operate. The drastic decrease in occupancy among the District’s commercial corridor coupled with the closing of many small to medium size businesses has placed additional fiscal pressures on property owners and managers. This decrease in income coupled with increased requirements for energy to operate new systems to clean and sanitize property and while adjusting to inflationary pressures has caused many large energy users to (a) reevaluate how they use energy and (b) find ways to cut cost long term.<sup>26</sup>

Table 11: Evaluated Large Energy User Trends

Measurement	FY2021	FY2020	FY2019	FY2018	FY2017
Number of large energy users with completed projects	169	165	89	127	104

As seen in Table 11, the number of large energy user projects drastically increased from FY19 to FY20 and continued to grow in FY21. This trend is expected to continue as the government is encouraging the growth of office to condo conversions of many large commercial properties in the District. Additionally, the recently passed Clean Energy DC Building Code Amendment Act<sup>27</sup> which will escalate the District’s clean energy goals by making changes to the building code. This includes proposals before the Construction Codes Coordinating Board (CCCB) which would prohibit the use of fossil fuels for the generation of energy in most new construction and substantial remodeling projects.

### 4.3.2. Peak Demand

DCSEU programs that reduce electricity consumption also help reduce the District’s demand for electricity during “peak” usage times and thus help to reduce GHG emissions. Peak demand usage occurs during the summer months from June through September, between 2:00 p.m. and 6:00 pm, when electricity demand rises to its annual highest due to needs for cooling. Lowering usage at peak demand times can help reduce the need for additional electric capacity to the system - in generation, transmission, and local distribution - to meet the period of increased demand. In addition, peak demand savings may

<sup>26</sup> The DCSEU defines large energy users as government entities, individuals and/or organizations which own a building with more than 200,000 square feet of gross floor area or a campus/building in a contiguous geographic area that share building systems or at least one common energy meter without separate metering or sub-metering, such that their energy use cannot be individually tracked. Gross area floor includes infrastructure that contain heated and unheated space that is connected to a qualifying building. Energy-efficiency or renewable energy measures must be installed in a qualified building or in an infrastructure connected to a qualified building in order to qualify as a large energy user project.

<sup>27</sup> Clean Energy DC Building Code Amendment Act of 2022. D.C. Law 24-177. Effective Sept. 21, 2022.

negate the need for dirty “peaker plants” which can be more expensive and produce more toxic pollutants and GHG emissions than regular baseload generation plants.

As outlined in its contract, the DCSEU is required to track the reduction of peak demand growth which the Board refers to as “peak demand savings”. This goal does not have a financial performance incentive.

NMR’s report shows a steady increase in peak demand savings from DCSEU electricity savings programs, between FY17-FY21, with a large jump in savings in FY18 and FY19. These trends are largely correlated to the electric savings.

*Table 12: Summer Peak Demand Savings Totals*

Year	Summer Peak Demand Savings Totals (MW)
<b>FY17</b>	12.4
<b>FY18</b>	21.4
<b>FY19</b>	22.4
<b>FY20</b>	15.3
<b>FY21</b>	17.7
<b>Total</b>	<b>89.2</b>

As the District increasingly electrifies its heating and transportation, the profile of “peak demand” times will change. The District will need to adopt measures tailored to mitigate any new peak times. Managing electrification and the delivery of electricity strategically and comprehensively to keep demand as “flat” as possible is paramount in controlling both emissions and the cost of electricity. Managing peak demand is done through energy efficiency programs, demand response programs (controlled by utilities), building energy automation, time variant pricing options (controlled by users), pairing local solar with battery storage, and timing when local “distributed” generation (solar, battery power, etc.) is fed into the grid, and learning new ways to manage the grid more efficiently and responsively.

The original legislation that established the DCSEU stipulated a more robust role for the DCSEU in reducing peak demand via a “performance benchmark” subject to financial incentives. This benchmark requirement was reduced to a tracking goal in subsequent legislation and not reinstated in the new FY22-FY26 contract due to data access and multi-agency coordination challenges.

#### *4.3.3. CBE Requirements*

In FY21, DCSEU spent a total of \$10,268,187 (including Solar for All) with CBEs, exceeding its contractual requirement of \$6,463,023, and worked with 99 CBE contractors, distributors, vendors, and retailers through the Sustainable Energy Infrastructure Capacity Building and Pipeline (SEICBP) Program.

#### 4.4. Cost Effectiveness

NMR's evaluation found that the DCSEU programs were once again cost-effective in FY21 under the Societal Cost Test, with a Benefit-to-Cost ratio between 1.84 and 1.94 (depending on analysis scenario). This means that for every \$1.00 the District of Columbia Government spent on the DCSEU contract, the District as a whole realized \$1.84 to \$1.94 of benefits. See the attached NMR Performance Benchmarks Report, section 2.2 for more information.



## 5. Appendices

### 5.1.FY22 Board Member Attendance

As outlined in the Board's bylaws:

#### **5.0 ATTENDANCE**

**5.1 Board Member Attendance.** *Members of the Board are expected to attend the meetings of the Board, except if they are unable to attend because of extenuating circumstances, such as for reasons beyond their control.*

**5.2 Absences and Expiration of Term.** *After two absences without extenuating circumstances from Board meetings, the Chair or Vice Chair will engage with the Board member, discuss the absences with the Board member, and inquire whether the Board member would like to continue serving on the Board. If a third absence without extenuating circumstances occurs in the same calendar year, such absence will be considered a "Technical Resignation" from the Board by the Mayor's Office of Talent and Appointments (MOTA). The Chair or Vice Chair will inform MOTA that the Board member is no longer active on the Board, and will request that MOTA send a formal notification to the Board member that his/her term has expired.*

Table 9: Board Member Attendance

Name	Representation	Term End Date	FY22 Special Meetings Attendance Record	FY22 Regular Meetings Attendance Record
Bicky Corman (Chair)	Executive Office of the Mayor Designee	1/2/2023	2/2	12/13
Marshall Duer-Balkind (Vice Chair)	Appointee of the Chair of the Committee on Transportation and the Environment, Councilmember Mary Cheh	7/13/2023	2/2	13/13
Sandra Mattavous-Frye	Office of the People’s Counsel	1/2/2023	2/2	13/13
Cary Hinton	Public Service Commission	7/13/2024	1/2	11/13
Donna Cooper	Pepco	7/13/2024	2/2	12/13
Eric Jones	Building Management Industry	7/13/2023	0/2	12/13
Nina Dodge	Environmental Group	7/13/2024	2/2	13/13
Jamal Lewis	Low-Income Community	7/13/2024	2/2	9/11
Mishal Thadani	Economic Development	7/13/2024	1/1	7/11
Sasha Srivastava	Renewable Energy	7/13/2024	2/2	11/11
Vacant	Building Construction Industry	N/A	N/A	N/A
Vacant	Appointee of the City Council Chair, Phil Mendelson	N/A	N/A	N/A
Vacant	Washington Gas	N/A	N/A	N/A

### 5.2.FY22 DCSEU Outreach Events Highlights

**October 2:** The DCSEU exhibited alongside DOEE and Pepco at the Open Streets DC event on Georgia Avenue in Petworth.

**October 6:** The DCSEU kicked off its school lighting distribution at Plummer Elementary School on Energy Efficiency Day October 6th, holding a special event and distributing kits directly to students and their families during school dismissal.

**October 21:** A group of DCSEU staff participated in the Building Innovation Hub’s “Success with BEPS” event in October to meet with affordable multifamily building owners and managers whose buildings did not meet the District’s Building Energy Performance Standards (BEPS).

**October 22:** The DCSEU joined the Department on Aging and Community Living Golden Rule Plaza presentation on October 22 to talk to seniors about DCSEU programs and services.

**November 3:** AHMF 50001 Ready: The DCSEU began recruiting for a joint effort with the U.S. Department of Energy to provide low-income multifamily buildings located in the District of Columbia

with free training and technical support tailored to help reduce operational costs and realize deeper and sustained energy savings. Participation in this six-month program will be limited to a maximum of 15 sites, filled on a first-come, first-served basis.

**December 2:** The DCSEU partnered with the DC Green Bank, DOEE, and the Deputy Mayor for Operations and Infrastructure on a ribbon cutting event at Fairfax Villages.

**December 15:** The DCSEU hosted the Affordable Housing Retrofit Accelerator training webinar on December 15, with more than 60 attendees.

**December 15:** The DCSEU exhibited at the 23rd Annual Senior Holiday Celebration hosted by Mayor Muriel Bowser at the Convention Center. The DCSEU promoted its energy conservation kit, Solar for All, and workforce and training offerings to the attendees. A total of 25 residents requested an income-qualified energy conservation kit at the event.

**December 16:** The DCSEU Account Management team hosted another University Roundtable that provides local colleges and universities a platform to discuss energy issues and continue our ongoing engagement about Strategic Energy Management (SEM).

**January 4:** The DCSEU hosted an RFP information session for potential instructors interested in the Train Green SEICBP program.

**January 11, 18:** The DCSEU presented Train Green SEICBP and contracting opportunities at two DSBLD CBE-focused events, the first for Benchmarking on January 11th, and the second on January 18th covering BEPs.

**January 12:** A representative from the DCSEU Account Management team presented at Hilton Hotels Regional Engineering meeting to discuss the DCSEU platform and past successes with various projects supported by the DCSEU.

**January 26:** The DCSEU hosted a virtual interest session for the Train Green SEICBP program. The DCSEU worked with DSLBD and CNHED to promote the session and 31 people attended.

**February 2** Green Building Advisory Council Meeting: The DCSEU shared Train Green program information with meeting participants.

**February 13** National Association of Regulatory Utility Commissioners (NARUC) Winter Policy Summit: The DCSEU presented on a panel and provided information about the DCSEU's Workforce Development program.

**February 16** Department of Small and Local Business Development (DSLBD) Small Business Brief: The DCSEU presented about its current electric leaf blower rebates and how to apply for them along with DOEE, DSLBD, and DCRA. Approximately 20 people attended the meeting.

**February 16** American University Sustainability Awareness Basketball Game: The DCSEU provided Energy Conservation Kits, other giveaway items, and information on DCSEU workforce and training opportunities for the annual game.

**February 23** Metropolitan Washington Council of Governments (MWCOG) Committee on Air Quality Meeting: The DCSEU was asked to present about the design and implementation of its leaf blower rebates alongside staff from Montgomery County who are implementing electric leaf blower rebates there as well.

**February 24** Climate-Forward Efficiency Symposium: The DCSEU attended and shared information about its workforce development and training programs in break out groups.

**March 17** DCSEU College and University Roundtable: the DCSEU met with local college and university leaders to update them on DCSEU programs and to address sector interest in the Yale Refrigeration Initiative.

**March 23** HAND Environmental Justice Affinity Group: the DCSEU participated in the kickoff meeting for this group to discuss environmental justice work that is ongoing or planned, as well as new opportunities. Approximately 20-25 representatives of various groups participated.

**March 25** Washington Metropolitan Chapter Community Associations Institute (WMCCAI) Expo: the DCSEU attended the expo and met with WMCCAI staff to discuss partnership opportunities.

**March 29** National Facilities Management and Technology Expo: the DCSEU attended the event and connected with current and prospective Train Green SEICBP instructors and promoted the program's RFQs.

**March 31** Making the Grade Washington Business Journal event: the DCSEU co-hosted an event with the Washington Business Journal on the topic of BEPS and the financial and technical resources available to DC property owners and managers. Nearly 300 registered for the virtual event and approximately 150 attended.

**April 6 Montgomery County Clean Energy Summit:** The DCSEU presented on a panel entitled "Rising to the Clean Energy Workforce Challenge in the Washington Metropolitan Area".

**April 21 Earth Day Solar Demonstration at Langley Elementary:** The DCSEU shared information about solar energy and its impact in the District, then built solar cookers with approximately 25 students from the school's STEM program.

**April 21 Green Building and Climate Leadership in DC and Beyond!:** The DCSEU had a representative act as a table moderator at this event held at the French Embassy. The event was designed to help attendees showcase their leadership and commitment to sustainable commercial real estate in and around DC.

**April 22 Catholic University Climate Change and the Future of Work:** The DCSEU exhibited at the career fair and participated in a panel discussion on the built environment and clean energy actions in DC.

**April 22 Hillwood Museum Earth Day Fair:** The DCSEU participated in the fair with an exhibit table and was able to connect with about 50 individuals during the event.

**April 26 DCSEU Hospitality Roundtable:** The DCSEU hosted its first roundtable for the hotel and hospitality market with support from the Institute for Market Transformation (IMT).

**April 27 National Clean Energy Workforce (NCEWA) Alliance Community Based, Energy Justice, and Workforce Organizations Convening:** The DCSEU participated in a virtual convening to provide insights into opportunities to grow the diverse clean energy workforce. NCEWA plans to use outputs from the meeting to identify the resources and support to promulgate best practices and widely distribute recommendations to address gaps so that funders, policymakers, and other stakeholders can more effectively allocate resources, and organizations can more easily work with employers, training providers, and others on workforce development.

**May 11 BISNOW Washington DC State of the Market:** Engaged an audience of approximately 200 members of the commercial real estate development and finance community to introduce them to current DCSEU program offerings and Workforce Development Activities.

**May 13 Going Solar Seminar Series:** As part of DOEE's seminar series the DCSEU presented information about its programs for income-qualified residents, including Single-Family Solar for All, the HVAC Replacement program, and Income-Qualified Energy Conservation Kits.

**May 17-19 Better Buildings, Better Plants Summit:** A group of DCSEU staff attended the Summit of approximately 750 attendees to make local connections and learn from other energy experts and service providers; Christian Placencia presented on residential efficiency programs best practices. Crystal McDonald presented to a standing-room-only audience of more than 100 on DCSEU workforce development efforts.

**May 25 Energy Heroes: Recruiting the Clean Energy Workforce of the Future:** The DCSEU's Community Impact team participated in an IREC webinar and working groups in the first of a series of national convenings bringing together practitioners **from the workforce development space to share challenges and opportunities.**

**June 2 DCSEU Community Service Day with THEARC DC:** The DCSEU team coordinated a community service project with THEARC DC at one of their community garden sites in Ward 6. The team followed up with the organization to determine additional community service and partnership opportunities, including working with their Skyland Workforce Center.

**June 8 LEED Convene and Connect:** The DCSEU's Community Impact Manager participated in a dialogue with USGBC leadership and approximately 100 local and regional green building experts on the future of LEED.

**June 10 DMV Net Zero Energy Coalition Workforce Development event:** The DCSEU’s Community Impact Manager presented Train Green SEICBP and Workforce Development Program to an audience of 50 training and workforce development providers, local agency staff and contractors.

**June 17 Housing Association of Nonprofit Developers (HAND) Annual Housing Summit and Awards:** The DCSEU sponsored and exhibited at the event that includes representatives from the multifamily housing community. The team was able to network with potential customers to drive interest and engagement in DCSEU programs that serve market-rate and affordable multifamily properties.

**June 27 Rock Creek Ford Solar for All Community Solar Installation Ribbon Cutting:** The DCSEU partnered with DC Green Bank, Flywheel Development, and SunStyle on an event to celebrate the completion of the first solar shingle project in Solar for All. The partners were joined by Ward 4 Councilmember Janeese Lewis George.

**July 12 DCSEU BEPS and CRE Roundtable:** The DCSEU Account Management team, along with IMT, hosted 18 CRE owners and managers to discuss BEPS, best practices, and how the DCSEU can help them make upgrades.

**July 14 CNHED Workforce Development Working Group:** The DCSEU’s Community Impact Manager and Workforce Development Program Manager presented Workforce Development and Train Green programs to a group of approximately 20 WFD professionals in the DC metro area to connect with new potential partners.

**July 20 New Buildings Institute (NBI) Zero Energy Programs Working Group:** The DCSEU presented updates on Workforce Development and Train Green to approximately 40 energy program staff from local and state agencies, utilities, and non-governmental organizations.

**July 21 USGBC National Capital Region “A Midsummer Night’s Green” Awards:** Multiple DCSEU staff attended this event of the DC metro green building community, which annually brings together more than 300 industry professionals and sustainability advocates from across the region.

**July 29 BISNOW DC Affordable Housing Summit:** The DCSEU exhibited at the event where more than 250 attendees joined to hear about policies and trends in affordable housing in the District.

**August 4 Environmental Stakeholders Meeting:** DCSEU staff attended the virtual event to listen to issues surrounding proposed legislation and priorities from the environmental community.

**August 16 BISNOW Buzzard Point, Ballpark, and Capitol Riverfront:** DCSEU Account Managers attended the event, a regional outlook and presentation about new developments and new opportunities in these areas of the District.

**August 22 BISNOW Architecture and Design Summit:** A representative from the DCSEU Account Management team attended to event to hear more about upcoming major design projects in DC.

**August 24 AHRA Auditor Roundtable:** The DCSEU hosted AHRA auditors for another roundtable to discuss program changes, challenges, and next steps.

**August 25 DMPED Economic Strategy Roundtables – Reimagining Downtown:** The DCSEU attended the event to glean information about how it might approach property owners and managers about projects in an uncertain market.

**August 27 Open Streets DC Brookland:** Multiple representatives from the DCSEU exhibited at the well-attended event, where the team engaged with many DC residents about residential rebates, Solar for All, HVAC replacement and more.

**September 16 Net Zero Energy Home Visit:** The DCSEU visited a Net Zero Energy home renovation in progress with contractor AeroBarrier to see the air sealing process in person. The DCSEU determined that the contractor could be a good fit for the Workforce Development program as a mentor.

**September 21 Workforce Development Graduation:** The DCSEU celebrated the graduation of its spring/summer cohort of externs, with 20 DC residents graduating. The DCSEU welcomed keynote speaker Korey Gray, Vice President of Compliance and Business Development at DC Water, one of the mentor organizations in the program.

**September 21 Affordable Housing Retrofit Accelerator (AHRA) Auditor Roundtable:** The DCSEU held its next roundtable with auditors working on the AHRA program to go over next steps in the program and answer any questions.

**September 22 USGBC-NCR Women in Green:** The DCSEU's Gleniss Wade, Workforce Development Program Manager, and former extern Emma West, who now works for WMATA, were featured speakers at the event. DCSEU staff also were able to attend the event.

**September 29 BISNOW DC Office Market Insights:** The DCSEU sponsored an exhibit table at this well-attended event where commercial real estate representatives were discussing changes and opportunities in the market as it adjusts to new office habits due to COVID.

### 5.3. Attachment 1 – FC116: DCSEU Board Support Motion for Consideration

#### 5.4. Attachment 2 – FC 1160 DCSEU Comments



## 5.5. Attachment 3 – FC1167 Initial Comments

## 5.6. Attachment 4 – FC 1167 DCSEU Reply Comments

5.7. Attachment 5 – DCSEU Comments Filed

## 5.8. Attachment 6 – DCSEU FY21 Performance Benchmarks Final Report