

DC
SUSTAINABLE ENERGY
UTILITY

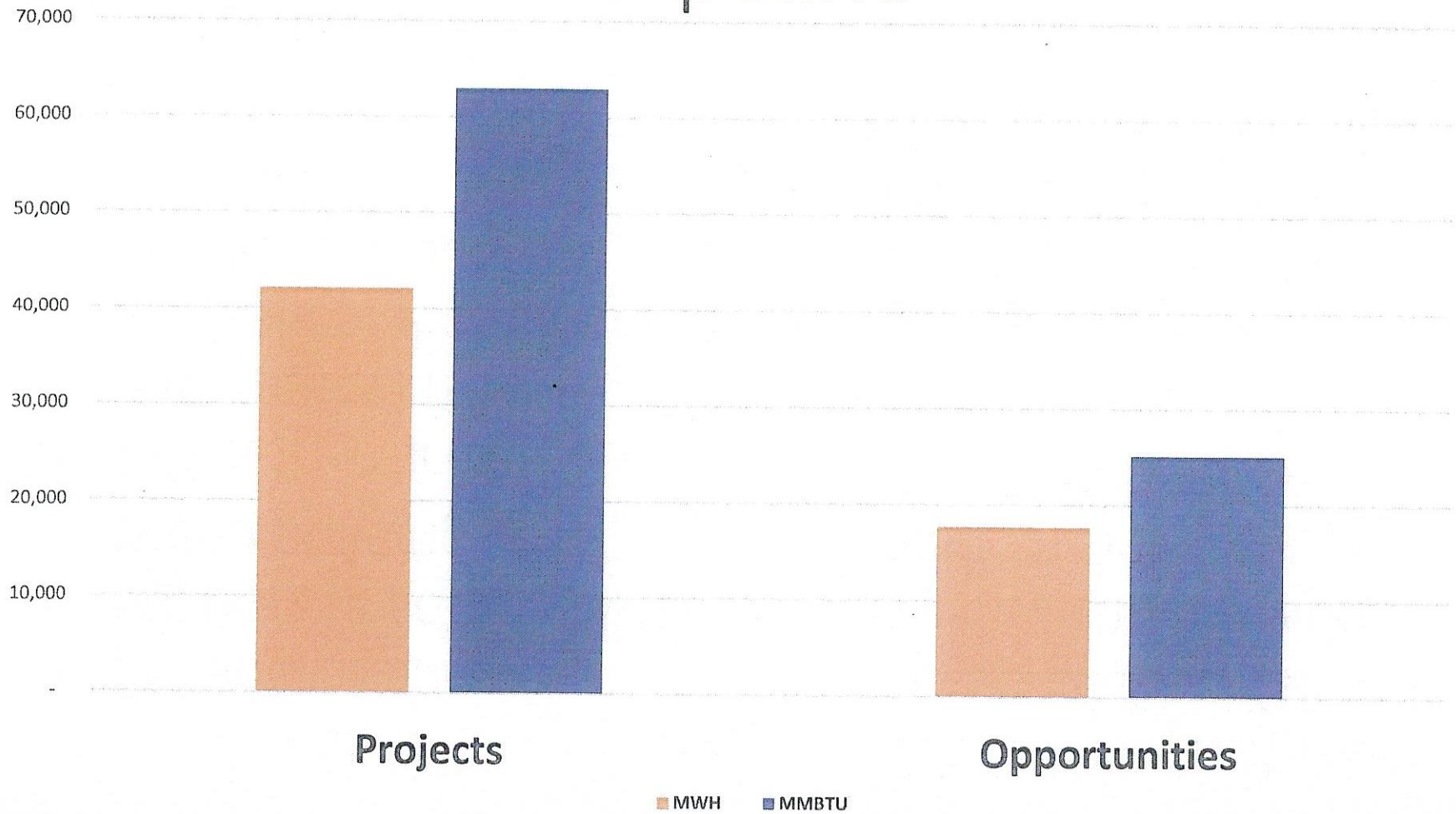
Advisory Board Meeting

February 13, 2017

FY17 Performance Strategy

Strategy	Outcome
<p>Close Big, Cheap C&I savings with new and existing LEUs and other customers Go “whale hunting”</p>	<ul style="list-style-type: none"> • Overall 84K MWh • Overall 120K MMbtu • Reduce the impact of under-performance on out years of the contract
<p>Close savings from programs and non-managed accounts</p>	<ul style="list-style-type: none"> • Overall 84K MWh • Overall 120K MMbtu • Reduce the impact of under-performance on out years of contract
<p>Implement Attribution Strategy</p>	<ul style="list-style-type: none"> • Savings claim for influencing the market
<p>Develop additional revenue streams</p>	<ul style="list-style-type: none"> • Generate additional funding and capital to the contract
<p>Close the expectations gap for the DCSEU</p>	<ul style="list-style-type: none"> • Clear understanding of DCSEU • Free customer publicity
<p>Achieve solar benchmark ahead of schedule</p>	<ul style="list-style-type: none"> • Meet solar contract goal (Solar Challenge) • Provide solar support that develops the market
<p>Collaborate with DOEE’s brown field to solar farm to create low-income impact</p>	<ul style="list-style-type: none"> • Leverage solar farm project to hit contract benchmarks

Pipeline



Q1 Case Studies

DCRA

- Collaboration and support to comply with green building code
- Difficulty tracking information from multiple stakeholders to provide adequate support

Takoma Seventh Day Adventist Church

- Assisted church with finding funding resource for comprehensive energy project
- Prior issues with customer base having little to no available funding

Q1 C&I Customers

- Lafayette Elementary School
- RISE Demonstration Center at St. Elizabeth's
- Kramer Middle School
- The Goodwill Excel Center – Adult Charter
- EW Stokes PCS
- Matthew Memorial Baptist Church
- Children's National Medical Center
- Gallaudet University
- Defense Intelligence Agency
- White House
- Ontario Apartments
- Channel Square
- Phyllis Wheatley YWCA
- American Society of Interior Designers

Building Operator Certification

- Partnership between DCSEU, DGS, and UDC to provide Building Operator Certification Training
- Class consists of 27+ DGS Building Operators and 4 WFD externs
- Launched Pilot with Building Operator Candidates w/customer subsidy 1/30/17
- National Certification
- Energy savings





