DC SUSTAINABLE ENERGY UTILITY

Advisory Board Meeting

February 13, 2017
## FY17 Performance Strategy

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Outcome</th>
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| Close Big, Cheap C&I savings with new and existing LEUs and other customers Go “whale hunting” | - Overall 84K MWh  
- Overall 120K MMbtu  
- Reduce the impact of under-performance on out years of the contract |
| Close savings from programs and non-managed accounts            | - Overall 84K MWh  
- Overall 120K MMbtu  
- Reduce the impact of under-performance on out years of contract      |
| Implement Attribution Strategy                                  | - Savings claim for influencing the market                               |
| Develop additional revenue streams                              | - Generate additional funding and capital to the contract               |
| Close the expectations gap for the DCSEU                        | - Clear understanding of DCSEU  
- Free customer publicity                                           |
| Achieve solar benchmark ahead of schedule                       | - Meet solar contract goal (Solar Challenge)  
- Provide solar support that develops the market                     |
| Collaborate with DOEE’s brown field to solar farm to create low-income impact | - Leverage solar farm project to hit contract benchmarks                |
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

- Layfette 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