DC SUSTAINABLE ENERGY UTILITY

Advisory Board Meeting

March 2, 2015
Benchmark Performance To Date

- Launched tiger teams to develop pipeline and work upstream in markets
- Increased ceiling on rebates
- Adjusting the cost share after reviewing market conditions
- Enhanced workforce development program to emphasize outplacement
Smooth Out the Hockey Stick

Cumulative Spend By Month

Spend ($) vs. Month

- FY13
- FY14
- FY15

Months: Jan, Feb, March, April, May, June, July, August, September
Leveraging Opportunities

- $1.2M secured to date
- Additional $1M to $3M under discussion
- PJM Options
Program Delivery and Operational Efficiency

- Completed org redesign
  - Created Project Management Office, which combined Residential and Small Business program management
  - Expanded the project intake function
- Improved contract management processes
- Faster payments to contractors and vendors