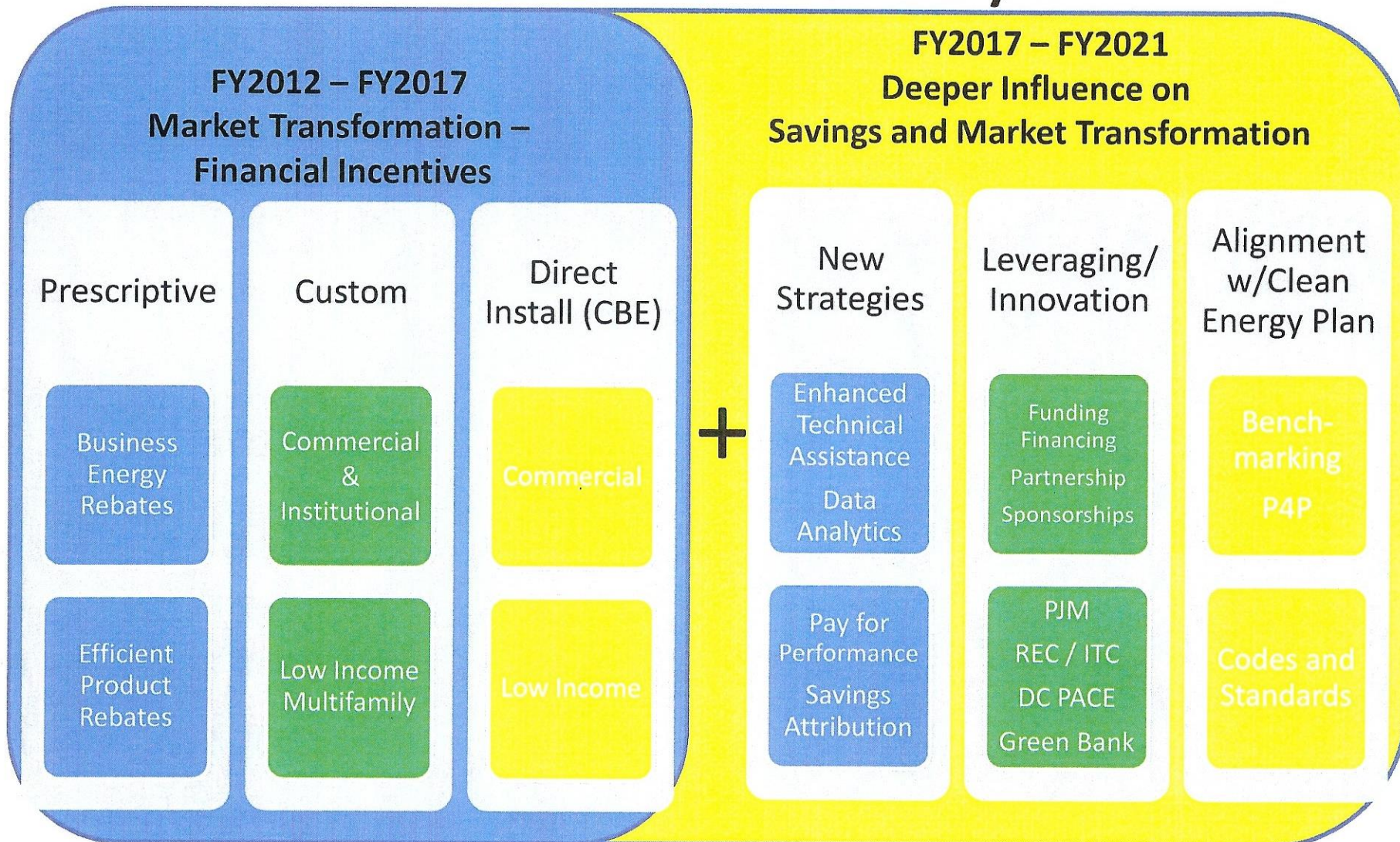


DC  
SUSTAINABLE ENERGY  
UTILITY

DCSEU Advisory Board  
DCSEU Strategic Planning Process

May 15, 2017

# Contract Delivery



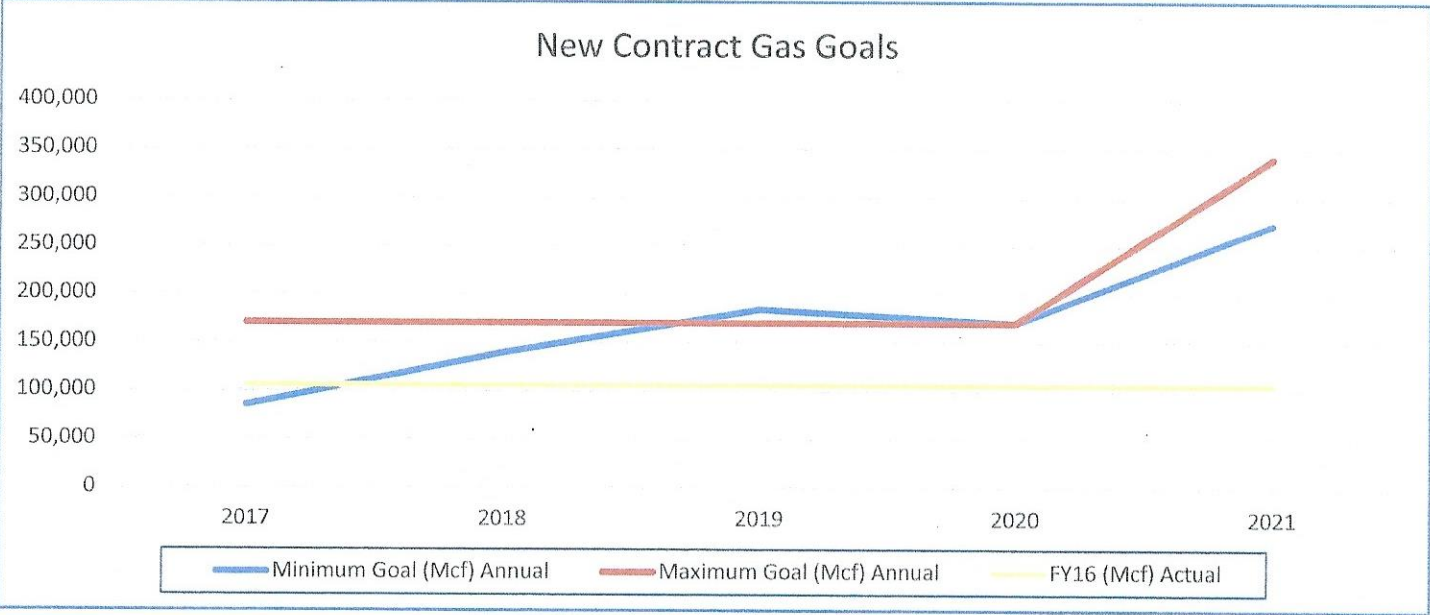
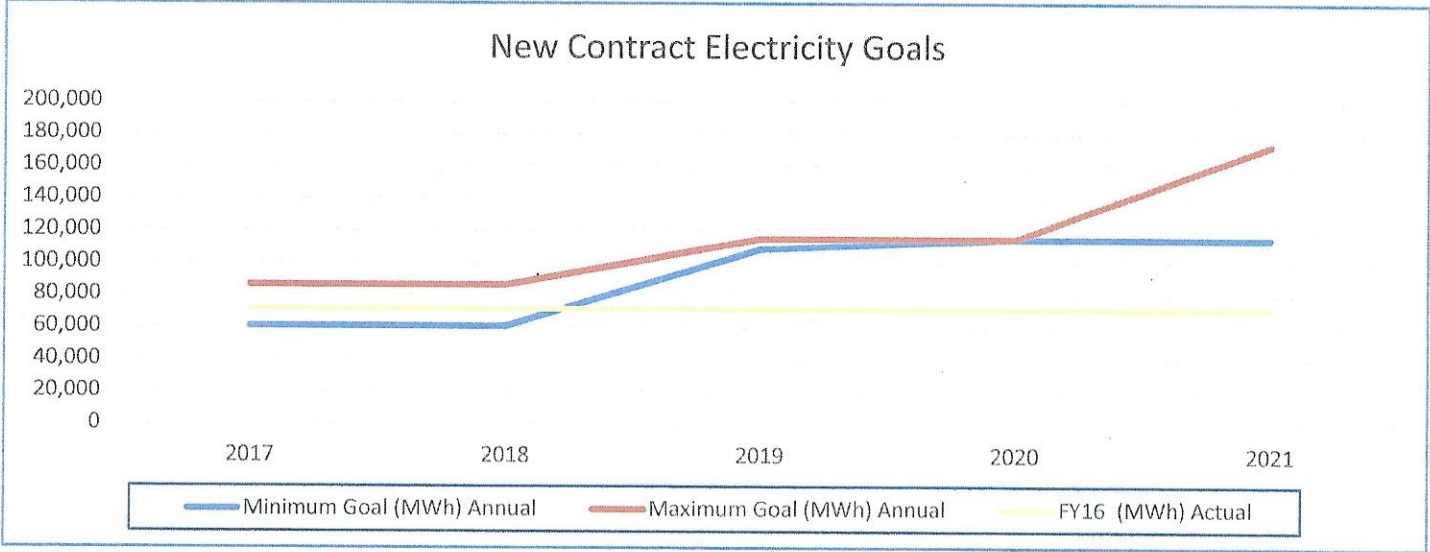
# DCSEU Management Team

- ▶ Patti Boyd, Senior Technology Strategist
- ▶ Cory Chimka, Account Manager
- ▶ Tamara Christopher, Financial Planning and Analysis Manager
- ▶ Sheryl Dove, Strategy Manager
- ▶ Bridget French, Account Manager
- ▶ Angela Johnson, Finance Director
- ▶ Mansi Talwar, Senior Energy Manager
- ▶ Theodore Trabue Jr., Managing Director
- ▶ Anmol Vanamali, Financial Strategies Director
- ▶ Pierre Van der Merwe, Director, Program Management Office (acting)
- ▶ Marcus Walker, Director of Operations

# Our Team



# Contract Benchmarks - Reminder



80-20  
Electric/  
Gas  
Funding  
Split

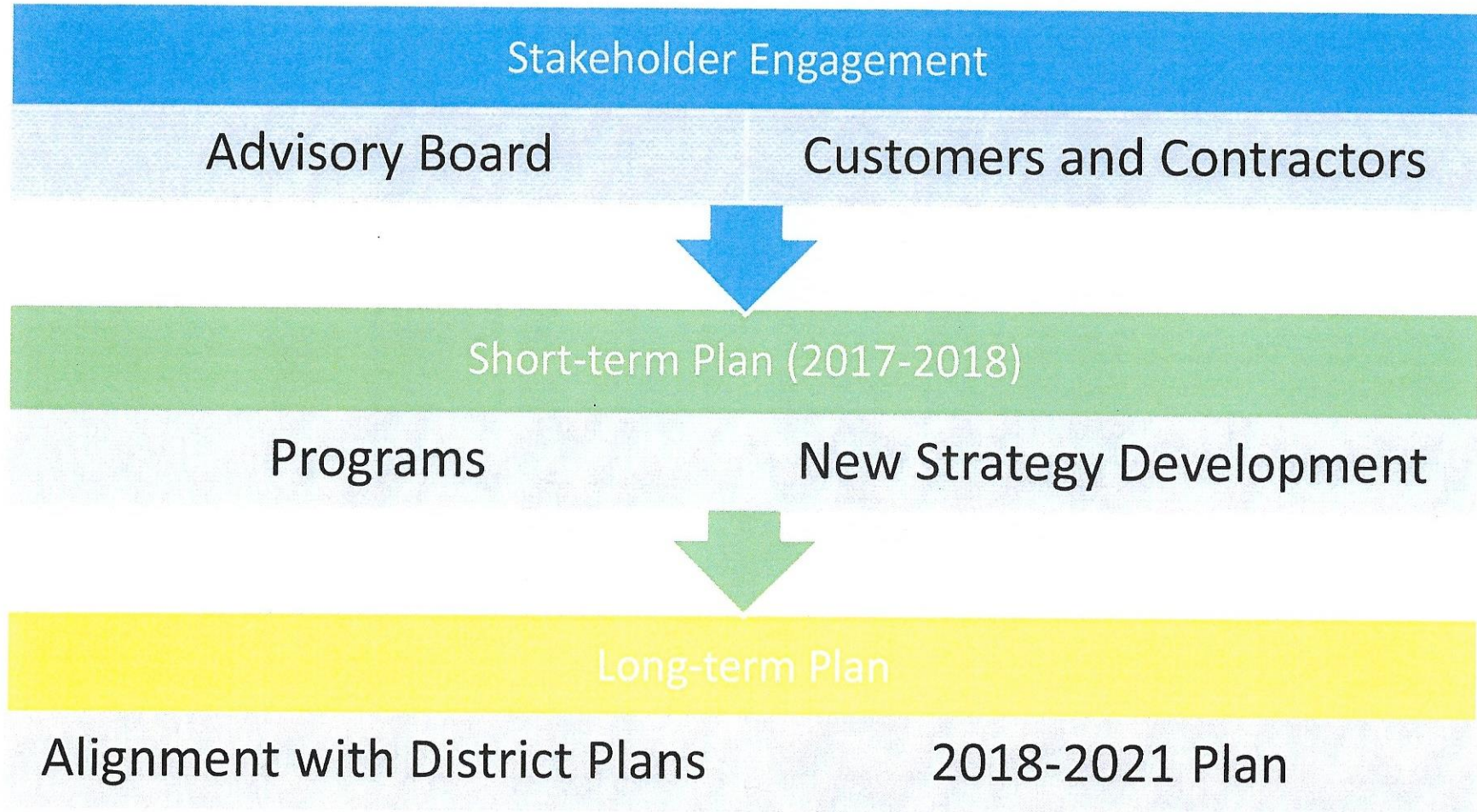
## And Social Justice Goals...

- ▶ Workforce development
- ▶ Contractor development
- ▶ Local hiring
- ▶ Low income goal – 10% of savings and 20% of spending

## Contract Structure...

- ▶ Gas and electric linked for performance bonus
- ▶ 80-20 electric / gas funding split
- ▶ Any performance below maximum creates base budget decrease in subsequent years
- ▶ Can claim savings above code

# Strategic Planning Process







# Contract Delivery

## FY2012 – FY2017 Market Transformation – Financial Incentives

### Prescriptive

Business  
Energy  
Rebates

Efficient  
Product  
Rebates

### Custom

Commercial  
&  
Institutional

Low Income  
Multifamily

### Direct Install (CBE)

Commercial

Low Income

+

## FY2017 – FY2021 Deeper Influence on Savings and Market Transformation

### New Strategies

Enhanced  
Technical  
Assistance  
Data  
Analytics

Pay for  
Performance  
Savings  
Attribution

### Leveraging/ Innovation

Funding  
Financing  
Partnership  
Sponsorships

PJM  
REC /ITC  
DC PACE  
Green Bank

### Alignment w/Clean Energy Plan

Bench-  
marking  
P4P

Codes and  
Standards

# Leveraging

Anmol Vanamali

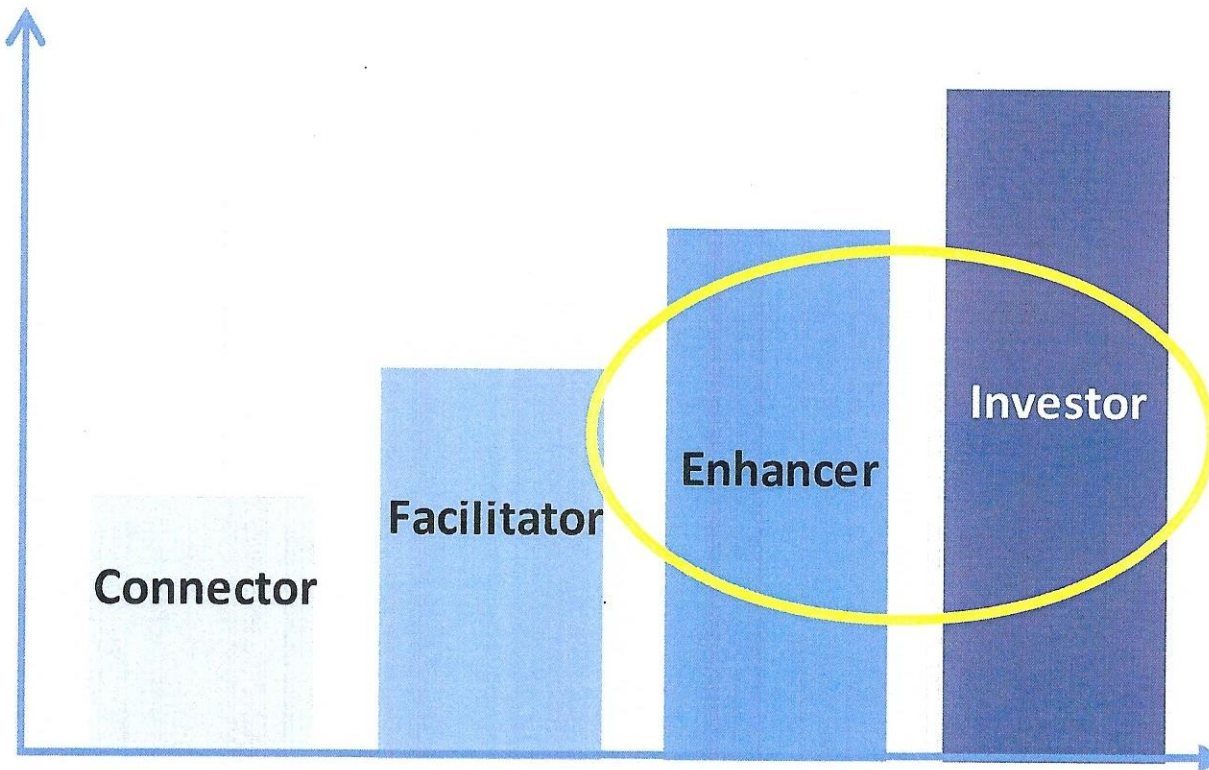


# Leveraging at DCSEU

- ▶ Definition: Get more resources for DCSEU's programs and customers
- ▶ Four types of leveraging
  - Funding
  - Partnerships
  - Financing
  - Sponsorships
- ▶ Specific leveraging requirements by contract include PJM, RECs, ITCs, DC PACE coordination, government and private grants
- ▶ DCSEU has already successfully engaged in
  - Monetizing energy efficiency capacity in PJM
  - Applying for and receiving Federal and District grants
  - Connecting community through focused events on financing
  - Facilitating financing for customers through Energy Efficiency Financing Program

# DCSEU's Financing Strategy

Degree of resource commitment



Timeline

- *These two areas of financing need coordination with the proposed Green Bank*
- *DCSEU will be on hand to provide design and implementation support, if and when required*



# New Strategies for Efficiency Savings

Patti Boyd

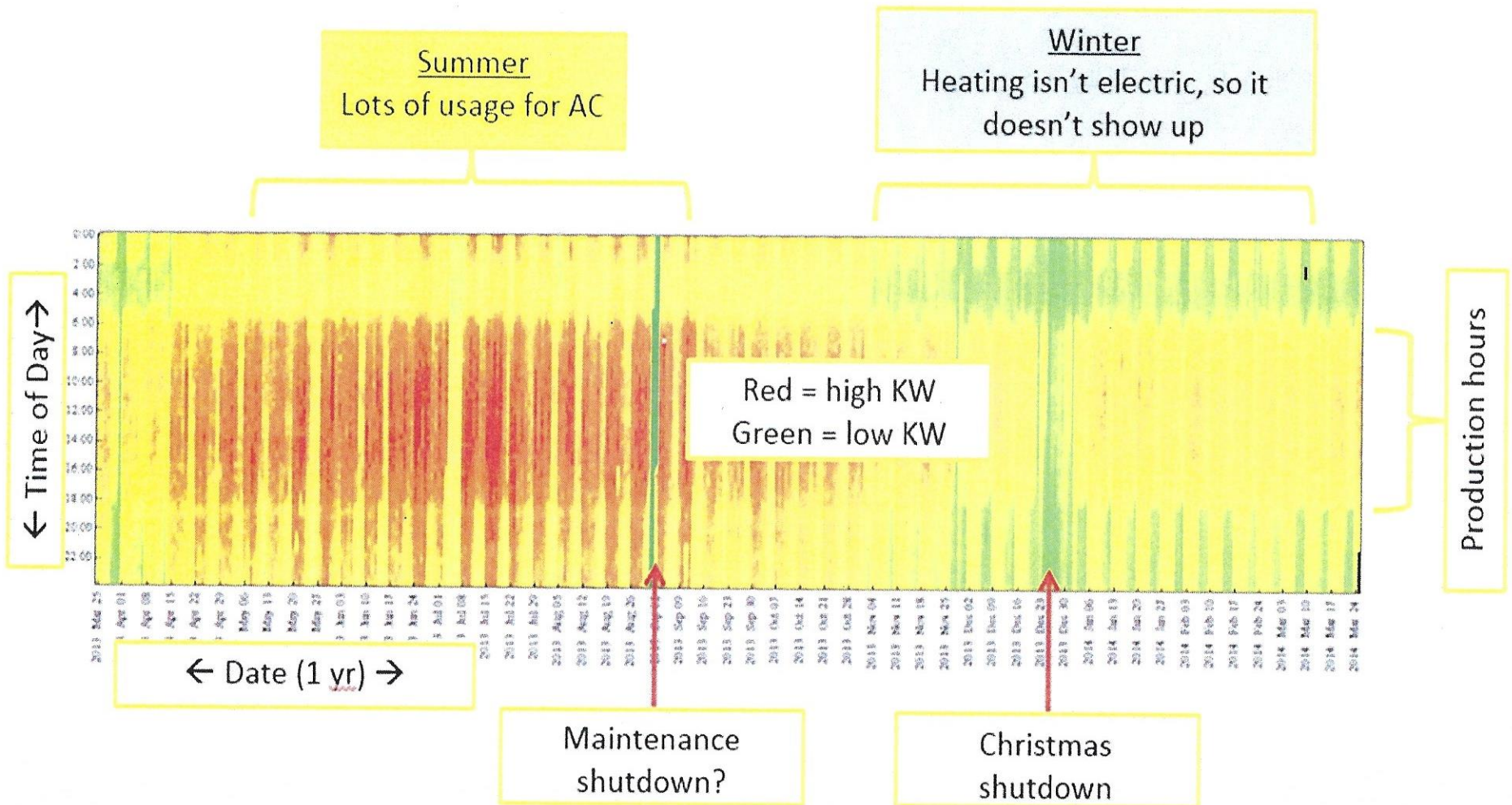


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# New Strategies for Efficiency Savings

- ▶ Enhanced Technical Assistance
  - What is it?
  - Interval data analysis (Green Button, 15 minute, AMI)
- ▶ Pay for Performance
- ▶ Savings Attribution Models

# Interval Data Analysis



# Pay for Performance (P4P)

- ▶ **Existing method:**

- Pay incentive **just after** measure installation based on an estimated **future savings**

- ▶ **Pay for Performance:**

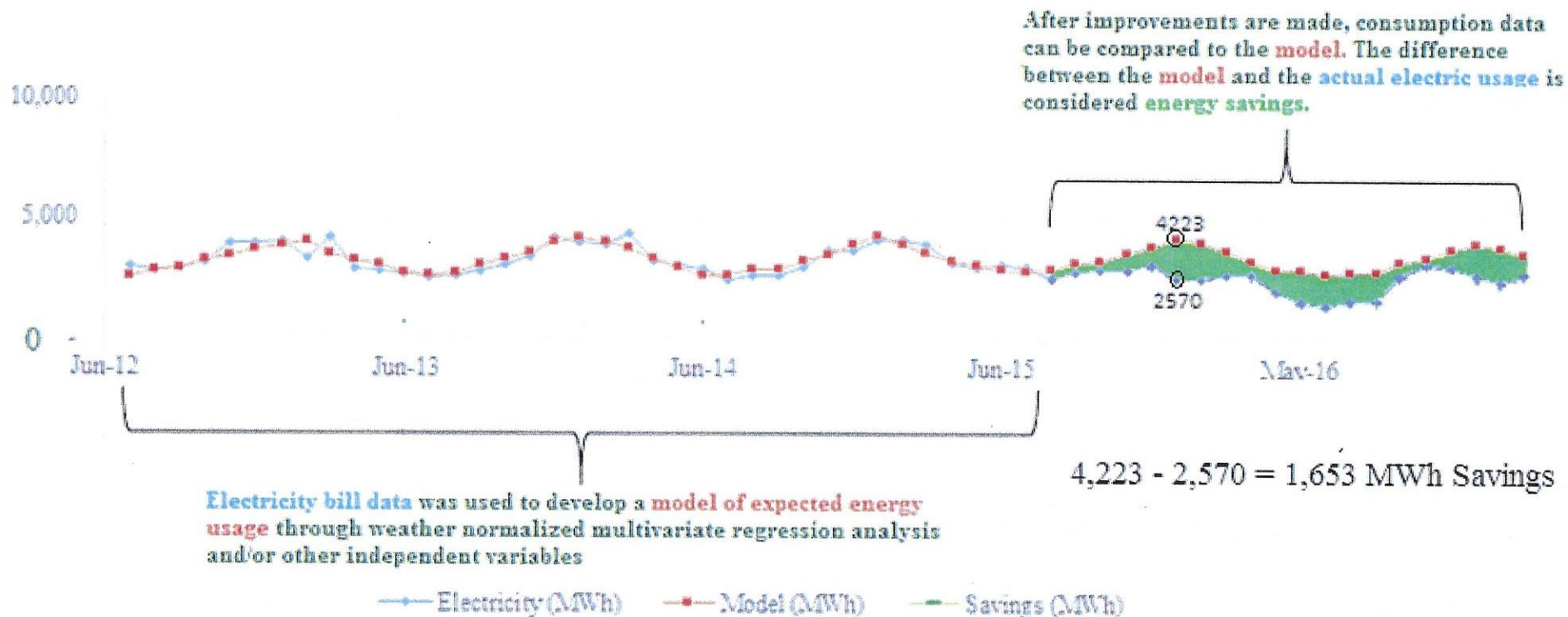
- Pay an incentive after a pre-defined time (season, 9 months, 1 year), based on **actual** savings results

- ▶ **Why now?**

- Not possible in annual contract
- 5-year contract allows for long-term engagement
- Recommended in Clean Energy Plan



## Electrical Consumption, MWh



# Savings Attribution Models

- ▶ “Value add” non-financial services offered by the DCSEU that form the basis of savings
- ▶ Accounts for the numerous ancillary service offerings the DCSEU offers to customers in addition to incentives
- ▶ Categories: (1) training, (2) building and professional codes and standards compliance, (3) technical assistance, and (4) market transformation
- ▶ Working with DOEE and the EM&V evaluator to implement
- ▶ Recommended in Clean Energy Plan

# Innovation Fund

Sheryl Dove



# Innovation Fund

- ▶ Innovation role – supports pilot programs
- ▶ Pilot programs funded by Innovation Fund for a maximum of three years
- ▶ Reaching out to the market to understand what is innovative
- ▶ Innovation Fund – up to 5% of the annual SETF funds under contract



# Advisory Board's Feedback

- ▶ Are the strategies laid out going to help realize the contract goals?
- ▶ Do these strategies also meet the needs of the market?
- ▶ Is this supportive of the Clean Energy Plan? If not, what should be added?
- ▶ What else do you recommend?



# Thank You!



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