DC SUSTAINABLE ENERGY UTILITY
DCSEU FY 2016 Results
Advisory Board
November 21, 2016

Ted Trabue
Year-End Results

- 3rd Tier Electric Savings
- 1st Tier Gas Savings
- 158 Income-Qualified Solar Installations
- Small Business Solar Pilot
- Create 88 Green Jobs
- 1.6 Million Pounds of Carbon Emissions Prevented
158 solar PV system installations for income-qualified homeowners

171,600 green job hours worked

1.6 million pounds of carbon emissions prevented—the equivalent of taking 160,000 cars off the road for 1 year

Enough electricity saved to power 7,800 homes in DC for a year

$5.6 million invested in energy efficiency for low-income residents

$4.4 million invested with 27 Certified Business Enterprises

Enough natural gas saved to heat Benjamin Banneker High School for 13 years

$18.3 million SETF dollars invested

$157 million in lifetime customer savings
Solar in FY 2016

- Expanded Contractor base
- CBE spend
- Partnership with DOEE, Pepco, DCRA
- Lifetime energy cost savings from 158 systems
- First Small Business Solar Pilot
## DCSEU Benchmarks

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Metric Unit</th>
<th>Benchmark Minimum</th>
<th>Benchmark Maximum</th>
<th>Year to Date</th>
<th>Minimum Benchmark Progress</th>
<th>Maximum Benchmark Progress</th>
</tr>
</thead>
<tbody>
<tr>
<td>1a</td>
<td>Reduce per-capita consumption - Electricity</td>
<td>MWh</td>
<td>51,845</td>
<td>103,690</td>
<td>79,807</td>
<td>154%</td>
<td>77%</td>
</tr>
<tr>
<td>1b</td>
<td>Reduce per-capita consumption - Natural gas</td>
<td>Mcf</td>
<td>61,521</td>
<td>273,428</td>
<td>106,218</td>
<td>173%</td>
<td>39%</td>
</tr>
<tr>
<td>2</td>
<td>Increase renewable energy generating capacity</td>
<td>Cost / kWh</td>
<td>10% cost reduction over 2015</td>
<td>20% cost reduction over 2015</td>
<td>77%</td>
<td>770%</td>
<td>385%</td>
</tr>
<tr>
<td>3</td>
<td>Improve energy efficiency in low-income housing</td>
<td>% of annual budget</td>
<td>$3,520,000</td>
<td>$5,280,000</td>
<td>$5,614,119</td>
<td>160%</td>
<td>106%</td>
</tr>
<tr>
<td>4</td>
<td>Increase number of green collar jobs</td>
<td>Green job FTE's directly worked by DC residents, earning at least a Living Wage (hours)</td>
<td>102,960</td>
<td>171,600</td>
<td>171,600</td>
<td>167%</td>
<td>100%</td>
</tr>
</tbody>
</table>
# DCSEU Minimum Requirements

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Metric Unit</th>
<th>Minimum Requirement</th>
<th>Maximum Requirement</th>
<th>Year to Date</th>
<th>Minimum Requirement Progress</th>
<th>Maximum Requirement Progress</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Reduce growth in peak demand</td>
<td>kW</td>
<td>2,000</td>
<td>20,000</td>
<td>9,310</td>
<td>466%</td>
<td>47%</td>
</tr>
<tr>
<td>6</td>
<td>Reduce growth in energy demand of large energy users</td>
<td># of projects completed with a square footage &gt; 200,000</td>
<td>30</td>
<td>50</td>
<td>94</td>
<td>313%</td>
<td>188%</td>
</tr>
<tr>
<td>7</td>
<td>Expenditure of SETF dollars</td>
<td>$</td>
<td>$17.6 million</td>
<td>NA</td>
<td>$18.37 million</td>
<td>104%</td>
<td>N/A</td>
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<tr>
<td>8</td>
<td>Expenditures with CBES</td>
<td>$</td>
<td>$3.1 million</td>
<td>N/A</td>
<td>$4.47 million</td>
<td>144%</td>
<td>N/A</td>
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<tr>
<td>9a</td>
<td>Electric Expenditures</td>
<td>$</td>
<td>$10.56 million (75% of funds received from electric company)</td>
<td>$17.6 million (125% of funds received from electric company)</td>
<td>$13.4 million</td>
<td>102%</td>
<td>80%</td>
</tr>
<tr>
<td>9b</td>
<td>Gas Expenditures</td>
<td>$</td>
<td>$2.64 million (75% of funds received from gas company)</td>
<td>$4.4 million (125% of funds received from gas company)</td>
<td>$4.97 million</td>
<td>188%</td>
<td>113%</td>
</tr>
</tbody>
</table>
MWCOG Climate & Energy Leadership Awards

Metropolitan Washington Council of Governments
Foreign Delegations

- Chinese Delegations
- India Delegation
- U.S. Dept. of State solar programs
- Millennium Challenge Corp. Benin
- U.S. Dept. of State Foreign Policy and Energy Security
Q1 FY 2017

- Retain high-performing programs
- New delivery model
- Develop new programs and services