

Andrew Kunkel, Account Manager

DCSEU Small Business/GreenWrench Virtual Workshop



DC
SUSTAINABLE ENERGY
UTILITY

About the DCSEU



The District of Columbia Sustainable Energy Utility (DCSEU) helps DC residents and businesses use less energy and save money. Since 2011, the DCSEU has delivered financial incentives, technical assistance, and information to tens of thousands of District residents and businesses, helping them to save millions of dollars on their energy costs. Our work is building a brighter economic, environmental, and energy future for the District.

What is the Sustainable Energy Utility?

- ▶ Clean & Affordable Energy Act (2008)
- ▶ Ratepayer-funded, privately operated
- ▶ Performance-based contract to DOEE
- ▶ Designed to help District households, businesses, and institutions **save energy** and money through **energy efficiency** and **renewable energy** programs.

DCSEU Goals

Electricity
Savings



Gas
Savings



**Green
Jobs**



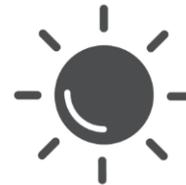
**Local Economic
Development**



Low-Income
Spending &
Savings



Renewables



Program and Services



Residential

- ▶ Appliance Rebates
- ▶ HVAC Rebates
- ▶ Solar for Income Qualified Residents

Commercial & Institutional

- ▶ Prescriptive and Instant Rebates
- ▶ Custom Technical Assistance and Incentives
- ▶ Direct Installation

DC Small and Medium Business Enhanced Rebates

- ▶ New program offering higher incentive levels for businesses that qualify as small and medium businesses
- ▶ Qualifications to be Eligible
 - Less than or equal to 10K sqft
 - Establishment must be DC based
- Other Programs
 - Tech Assists

Resources for Small Businesses

ENERGY STAR® Action Workbook for Small Businesses:

<https://www.dcseu.com/Media/Default/docs/business/energystar-awb-smallbusiness.pdf>

Incentives and Rebate Forms

Types of Equipment

- ▶ Lighting
- ▶ Refrigeration
- ▶ Commercial Restaurant Equipment
- ▶ Miscellaneous (Power Strips)

Application Process

- ▶ Prescriptive Program
 - Application
- ▶ Custom Program
 - Projects that are more complex (HVAC)

SMB Lighting Application

Qualifications

- ▶ LED Lighting
 - Energy Star
 - DLC Approved
- ▶ Lighting Controls
 - Sensors

Process

- ▶ Application Filled Out
- ▶ Application Signed
- ▶ W9 (2018 Version)
- ▶ Spec Sheets
- ▶ Invoices
- ▶ Pepco Bill

Other Appliances Rebate Form

Types of Equipment

- ▶ Refrigeration
- ▶ Commercial Restaurant Equipment
- ▶ Furnace and Boilers

Process

- ▶ Application Filled Out
- ▶ Application Signed
- ▶ W9 (2018 Version)
- ▶ Spec Sheets
- ▶ Invoices
- ▶ Pepco Bill



Rise Bakery

Mike Koritko owner of Rise Baker was a Great Streets award winner in 2019. The grant money he received from Great Streets along with the DCSEU rebate, Mike installed a higher efficient AC unit and tankless water heater. The new AC unit allowed Mike to keep his staff cooler after having dealt with temperatures of over 80 degrees while also reducing his electric bill by 20%.

"Saving money on my electric bill, which is definitely my greatest bill, and getting incentives to do it, is like a no-brainer."

- Mike Koritko

Other Programs and Offerings

DCSEU Programs

- ▶ Low Income
- ▶ Pay for Performance (P4P)
- ▶ Market Rate Rebates
- ▶ Residential Programs
- ▶ Training Opportunities



DCSEU Useful Links

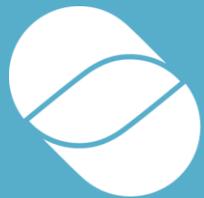
- <https://www.dcseu.com/>
- <https://www.dcseu.com/commercial-and-multifamily/lighting>
- <https://www.dcseu.com/commercial-and-multifamily/lighting-instant>
- <https://www.dcseu.com/Media/Default/docs/business/energystar-awb-smallbusiness.pdf>
- <https://www.dcseu.com/Media/Default/docs/business/general-business-rebate-flyer.pdf>
- <https://www.dcseu.com/Media/Default/docs/business/expanded-prescriptive-rebate-sales-cheatsheet.pdf>
- <https://www.dcseu.com/commercial-and-multifamily/start-a-project>
- <https://www.dcseu.com/contractors/cbe-capacity-trainings-certifications>
- <https://www.dcseu.com/commercial-and-multifamily/income-qualified-efficiency-fund>

The Sustainable Energy Partnership

The Sustainable Energy Partnership consists of a team of seasoned, local collaborative organizations, and individuals that collectively brings together national leadership in energy efficiency, renewable energy, program planning and implementation, and local community networks.

The logo for the Virginia Energy Institute (veic) is displayed in a bold, lowercase, orange sans-serif font.

Questions: Q & A



DC
SUSTAINABLE ENERGY
UTILITY



DC
SUSTAINABLE ENERGY
UTILITY

Andrew Kunkel, *Account Manager (SMB)*

E akunkel@dcseu.com

P (202) 479-2222

D (202) 677-4819

Rick Fleury, *Trade Ally Manager*

E rfleury@dcsue.com

P (202) 479-2222

D (202) 677-4836

80 M Street SE, Suite 310

Washington, DC 20013

DCSEU.com

 facebook.com/dcseu

 twitter.com/dcseu

