

# Annual Report 2024

Innovating and adapting for a clean energy future



**DISTRICT OF  
COLUMBIA  
SUSTAINABLE  
ENERGY UTILITY**

★ ★ ★ DEPARTMENT  
OF ENERGY &  
ENVIRONMENT  
GOVERNMENT OF THE DISTRICT OF COLUMBIA

★ ★ ★ WE ARE  
WASHINGTON  
GOVERNMENT OF THE  
DISTRICT OF COLUMBIA  
**DC MURIEL BOWSER, MAYOR**



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The 2024 fiscal year (FY) data presented in this report are based on the DCSEU’s estimates of energy savings and green job hours. These data are subject to rigorous monitoring and verification by a third-party evaluation firm hired by the District Department of Energy & Environment.





# A MESSAGE FROM THE DCSEU

Fiscal Year 2024 marked more than 13 years since the District of Columbia’s Sustainable Energy Utility (DCSEU) was established. It remains an honor to work with the District Department of Energy and Environment (DOEE) on achieving the District’s clean energy and climate goals. Through our strong partnerships, nationally recognized programs, and focused services, we continue to set the bar on equitable decarbonization. It is incredibly rewarding to see residents, businesses, and communities thrive with fewer greenhouse gas (GHG) emissions and more economic opportunities.

This year, the DCSEU made significant progress towards achieving performance benchmarks. We exceeded our three-year cumulative minimum target for reducing energy consumption, setting us up to surpass our five-year cumulative benchmark. The team also invested more of its budget than ever in energy-efficiency programs to benefit low-income communities, nearly achieving our annual maximum benchmark. The DCSEU continued to focus on workforce development and training, graduating 41 District residents from the Workforce Development Program and providing 32 Train Green courses – the most ever – to Certified Business Enterprises (CBEs), CBE-eligible firms, and residents. We are proud to have exceeded our annual benchmark for green job creation for the third consecutive year.

However, these successes were not without their challenges. In the spring, the DCSEU faced a \$14.5 million budget reduction from Solar for All, the Affordable Housing Retrofit Accelerator (AHRA) program, and the Affordable Home Electrification program (AHEP), all of which aim to make clean energy more accessible to low-income residents. The DCSEU was determined to continue serving all residents, and we are proud of how we innovated and prioritized to ensure services reached the community members who need them most. Following those budgetary adjustments, the DCSEU

engaged with customers, contractors, and key stakeholders to maintain transparency and trust, as well as to share the implications on remaining Fiscal Year 2024 projects. We reassessed our strategies, transitioned customers and contractors to alternative DCSEU programs where possible, and determined where customers could be served in Fiscal Year 2025. Eventually, the District restored partial funding to these programs, allowing the DCSEU to move forward and close 61 AHEP projects, serve 17 properties through AHRA, and complete 58 single-family Solar for All installations. We appreciate the District’s commitment to these programs and trust in the DCSEU through this restored funding before the end of the fiscal year.

While working to overcome these challenges, the DCSEU encountered exciting new opportunities to amplify the impact of clean energy for residents and businesses through federal funding. The DOEE and DCSEU partnered and applied for funding through the Greenhouse Gas Reduction Fund (GGRF) under the Solar for All competition. In April, the Environmental Protection Agency announced that DC would receive \$62.50M to accelerate solar energy usage in the District. Since 2019, the DCSEU has installed solar on more than 650 rooftops of income-qualified single-family residents and supported the development of more than 230 community solar projects. We are excited to see this successful program benefit even more District residents and communities as these federal funds are deployed.

The DCSEU and DOEE also partnered on an application for the Inflation Reduction Act to fund the Home Energy Rebates Program. When awarded, this \$59.4M in funding will flow through the DCSEU’s AHEP and AHRA programs and deepen the impact of these programs through more efficient equipment and greater comfort for homeowners and renters, green jobs for DC residents, and the preservation of affordable housing across DC.

We pride ourselves on our programs, but we know our services cannot reach District residents without first building trust and awareness in the DCSEU. This year, we strengthened the DCSEU brand by successfully launching a new brand identity and website. This website makes our offerings even more accessible, a crucial step as we continue to reach new residents. In addition to a new design and structure, the website features user-friendly resources created with community residents in mind, such as digital rebate applications and a quiz to find relevant services. The updated brand also includes a new tagline that embodies our mission of making clean energy more affordable and accessible: “Redefining power in the District.”

- *The DCSEU Team*

As we look back on the year’s achievements and challenges, we recognize that every hurdle provided us with opportunities for growth, resilience, and innovation. Adapting to change is something the DCSEU has always done, from piloting a first-of-its-kind low-income decarbonization program to transitioning away from gas incentives in order to aggressively support electrification. The DCSEU remains committed to facing any future challenges head-on. We will continue dedicating the needed attention and resources to delivering high-value results despite headwinds. Our goal to shape a sustainable, healthy, and equitable future in the District is clearer than ever. Fiscal Year 2025: We’re ready for you.



# Fiscal Year 2024

## Data highlights



**1.08 million MTCO2e**

lifetime greenhouse gas emissions prevented – the equivalent of 69 million gallons of gasoline consumed.



**\$333 million**

in lifetime cost savings for DC residents and businesses.



**90 Green jobs**

created for District residents.



**\$8.7 million**

invested with Certified Business Enterprises (CBEs).



**\$5.9 million**

invested in low-income communities .



**900+ families**

provided access to the benefits of solar energy through Solar for All, which has the potential to cut electricity bills by 50%.



**41 DC resident graduates**

from the DCSEU Workforce Development Program.

# Fiscal Year 2024

## At a glance: Progress against benchmarks

Table 1. Cumulative Benchmarks: Performance to date, measured against benchmarks and contract requirements

**PLEASE NOTE:** The values below should be considered preliminary estimates. VEIC’s Evaluation, Measurement, and Verification (EM&V) team performs monthly quality assurance on DCSEU custom engineering projects to ensure the accuracy of energy savings and GHG emissions reduction. This process has been in place since 2012 and can result in variances in the values presented in previous reports.

Item	Benchmark	Description	Metric Unit	Goal Type	FY 2022 Results	FY 2023 Results	FY 2024 Results	Cumulative Results (October 1, 2021 through September 30, 2024)	Year 3 Minimum Annual Target	Year 3 Maximum Annual Target	Five-Cumulative Benchmark Minimum (October 1, 2021 through September 30, 2026)	Five-Cumulative Benchmark Maximum (October 1, 2021 through September 30, 2026)	Annual Minimum Target Progress	Five-Cumulative Maximum Benchmark Progress
1	Cumulative Performance Benchmarks	Reduce energy consumption	Metric tons CO2e (modified gross)	Cumulative	53,792	46,873	74,062	174,727	155,590	183,517	256,924	367,035	112%	68%
3a		Increase renewable generating capacity	kW capacity	Cumulative	661 kW	469.6 kW	kW	2,578 kW (38,112 MMBTU source energy equiv.)	2,700 kW	3,000 kW	4,500 kW	5,000 kW	95%	57%
3b		Reduce energy consumption at >= 50% of renewable energy generating capacity across solar projects	Ratio of solar measure energy savings to non-solar measure energy savings (%)	Cumulative	-	-	-	>50% (38,112 MMBTU /2 = 19,056 MMBTU; current efficiency savings = 140,109	-	-	>= 50%	-	-	On track / exceeding
4		Deep energy retrofits	# of project that lead to at least 30%	Cumulative	-	-	-	6	-	-	42	60	14%	10%



# Fiscal Year 2024

At a glance: progress against benchmarks (continued)

Table 2. Annual Benchmarks: Performance to date, measured against benchmarks and contract requirements.

Item	Benchmark	Description	Metric Unit	Goal Type	FY 2024 Results	Annual Benchmark Minimum	Annual Benchmark Maximum	Annual Minimum Benchmark Progress	Annual Maximum Benchmark Progress
5	Annual Performance Benchmarks	Improve energy efficiency in low-income housing spend	20% (min) to 30% (max) of annual spending (varies annually)	Annual	5,954,177	\$4,160,000	\$6,240,000	143%	95.4%
6		Increase number of green collar jobs	Green job FTEs directly worked by DC residents, earning at least a living hourly wage	Annual	90.96	66	88	138%	103%
7		DCSEU general and administrative expenses	% of cost reimbursement ceiling (capped at 20%)	Annual	\$3,465,441	n/a	\$4,160,000	16.7%	-
8	Other Contract Requirements	Expenditures with Small Business Enterprises/ Certified Business Enterprises	35% of annual DCSEU operating budget subcontracted to SBEs/CBEs	Annual	\$8,740,181	\$11,744,880	-	26%	-

# Fiscal Year 2024

Initiative activity table

Table 3. DCSEU initiatives, by core sector

Core Area	Initiative Name	Description	Customer
Residential	Efficient Products	Deep discounts on LEDs with partnering retailers in DC; mail-in and online rebates for qualifying energy-efficient appliances, HVAC equipment, smart thermostats, and electric lawn equipment; Energy Conservation Kits for market-rate and income-qualified residents.	DC residents
	Affordable Homes Electrification Program (formerly HVAC Replacement Program)	Replace fossil-fuel heating and water heating systems for income-qualified residents in single-family homes with efficient electric heat pumps and heat pump water heaters at no cost to residents. Combine with Solar for All program.	Income-qualified DC residents in single-family homes
Low-Income Multifamily	Low-Income Multifamily Comprehensive	Custom technical and financial assistance for energy efficiency improvements for multifamily properties.	Property owners/managers of multifamily buildings, shelters, and clinics serving income-qualified DC residents
	Income Qualified Efficiency Fund	Custom technical and financial assistance for energy efficiency improvements in multifamily and other qualifying properties working with DCSEU-qualified contractors.	Property owners/managers of multifamily buildings, shelters, and clinics serving income-qualified DC residents
	Affordable Housing Retrofit Accelerator	Custom technical and financial assistance to owners and managers for energy efficiency improvement of qualifying multifamily buildings that do not meet the District's Building Energy Performance Standards (BEPS) working with the DC Green Bank and DCSEU-qualified auditors, contractors, and performance testers.	Property owners/managers of multifamily buildings serving income-qualified DC residents that do not meet BEPS
	Low-Income Energy Kits	No-cost energy kits with two air purifiers, an advanced power strip, a WiFi-enabled smart plug, and a low-flow showerhead.	Property owners/managers of multifamily buildings and food banks serving income-qualified DC residents
Renewable Energy	Commercial Solar	Incentives and financing to install solar PV systems offered as part of the C&I Custom program. (Only for existing projects; no new projects will receive incentives).	Commercial business owners
Commercial and Institutional	Business Energy Rebates	Rebates for energy-efficient lighting, heating, refrigeration, cooking, leaf blowers, and other qualifying equipment; includes enhanced rebate amounts for businesses with facilities under 10,000 sq. ft.	Business owners
	Commercial Direct Services	Direct installation of energy efficiency measures at primarily small and medium commercial facilities.	Business owners
	Instant Business Rebates	Discounted energy-efficient lighting through participating distributors.	Business owners
	Commercial & Institutional Custom	Technical assistance, account management, and financial incentives for energy efficiency projects.	Large commercial and institutional customers
	Pay for Performance (part of Custom program)	Technical assistance, account management, and incentives for energy efficiency projects. Measures energy savings using pre- and post-project metered data rather than calculation estimates. Allows incentives for behavioral, operational, and complex mixed-measure projects.	Large commercial and institutional energy users; qualified vendors

# 2024 in review

## Budgeted to actual expenditures

DCSEU FY 2024 BUDGET					ACTUALS		
Sector	Program/Initiatives	Incentive Budget	Non-Incentive Budget	Total Budget	Incentive Spend	Non-Incentive Spend	Total Actual
C&I	Business Energy Rebates (BER)	\$350,000	\$65,000	\$415,000	\$275,176	\$67,282	\$342,458
C&I	Commercial Midstream	\$875,000	\$55,000	\$930,000	\$744,955	\$57,160	\$802,115
C&I	Commercial Custom	\$4,439,049	\$1,430,000	\$5,869,049	\$4,434,895	\$1,712,567	\$6,147,462
C&I	Commercial Direct Install	\$74,215	\$41,018	\$115,233	\$159,372	\$41,298	\$200,670
LIMF	Income Qualified Efficiency Fund	\$2,990,736	\$435,000	\$3,425,736	\$3,103,572	\$424,796	\$3,528,368
LIMF	Low-Income Multifamily Comprehensive	\$515,000	\$235,000	\$750,000	\$589,982	\$235,517	\$825,499
RES	Residential Efficient Products	\$145,000	\$133,000	\$278,000	\$211,164	\$145,601	\$356,765
RES	Residential Midstream	\$1,000	\$4,066	\$5,066	\$240	\$3,871	\$4,111
RES	Energy Kits and Food Banks (LI)	\$700,000	\$118,000	\$818,000	\$768,500	\$18,965	\$787,465
WFD	Workforce Development	\$50,000	\$4,251	\$54,251	\$50,000	\$4,485	\$54,485
RE	Commercial Solar	\$-	\$991,665	\$991,665	\$-	\$1,240,932	\$1,240,932
RE	Low-Income Solar	\$310,000	\$35,000	\$345,000	\$134,500	\$18,884	\$153,384
INN	Innovation - Market Rate	\$350,000	\$43,000	\$393,000	\$253,359	\$68,956	\$322,315
PS	Program Support	\$-	\$2,250,000	\$2,250,000	\$-	\$2,494,519	\$2,494,519
G&A	General and Administrative Support	\$-	\$4,160,000	\$4,160,000	\$-	\$3,465,438	\$3,465,438
TOTAL		\$10,800,000	\$10,000,000	\$20,800,000	\$10,725,715	\$10,000,271	\$20,725,986

# 2024 in review

## Budgeted to actual expenditures (continued)

### Solar for All

Initial FY 2024 budget:.....\$5,460,000  
Actual budget:.....\$1,342,000  
Actuals:.....\$2,453,589  
58 single-family solar PV systems installed  
19 CREFs installed  
3.5 MW in total solar capacity through Solar for All

### Affordable Home Electrification Program

Initial FY 2024 budget:.....\$5,070,000  
Actual budget:.....\$2,270,000  
Actuals:.....\$2,153,739  
81 income-qualified families served  
99 efficient electric heat pumps installed (outdoor units)  
61 efficient electric heat pump water heaters installed  
37 efficient induction stoves installed  
36 induction-safe cookware distributed  
9 efficient electric resistance stoves installed

### Train Green SEICBP

Budgeted.....\$400,000  
Actuals.....\$390,741  
Courses provided.....23  
184 course registrants are DC residents, 121 are affiliated with a CBE or CBE-eligible DC business

### Affordable Housing Retrofit Accelerator

Initial FY 2024 budget:.....\$7,400,000  
Actual budget:.....\$4,058,000  
Actuals:.....\$3,902,129

# Expanding access to clean energy.

5,000+

income-qualified participants served with free energy kits through nonprofits, food banks, and qualified affordable multifamily buildings.

\$16.6 million

in lifetime cost savings in income-qualified multifamily housing, clinics, and shelters.

68,000  
metric tons

of lifetime greenhouse gas emissions (MTCO<sub>2e</sub>) prevented through all low-income projects, which is equal to 7.65 million gallons of gasoline consumed<sup>1</sup>.



*In FY 2024, the DCSEU continued to bring the benefits of clean energy to low- to moderate-income communities despite budget reductions.*

Since 2016, the DCSEU has provided income-qualified District residents with free energy efficiency kits through partnerships with the District of Columbia Public Schools, local food banks, community-based organizations (CBOs), the Low-Income Home Energy Assistance Program (LIHEAP), and other District programs. In the last year, the DCSEU distributed kits to more than 5,000 income-qualified participants, which will help bring cost savings to residents with the highest energy burdens in the District.

In prior years, a key offering from the DCSEU was our HVAC Replacement Program, which we have evolved into the Affordable Home Electrification Program (AHEP). We began the year by establishing informative workshops to educate interested customers around the AHEP program and how it can benefit their single-family homes. Despite the District’s budget adjustment – which brought the program’s incentive budget down to \$2.3M – we were able to close 61 projects and service 81 homes, with all contractors achieving CBE or Small Business Enterprise (SBE) status before the end of the fiscal year.

Another core DCSEU program that benefits underserved District residents is our Affordable Housing Retrofit Accelerator (AHRA) program, which offers technical and financial assistance to owners and managers of qualifying affordable multifamily buildings that do not meet the District’s Building Energy Performance Standards (BEPS). The AHRA program was also impacted by budget reductions, bringing the budget down to \$4.1 million. Despite this reduction, the DCSEU exceeded the 12 projects completed in Fiscal Year 2023, completing 22 implementation projects at 17 properties benefiting 2783 tenant units. The DCSEU also executed its first load study this year. We expect many properties will need similar studies to reach BEPS compliance or the energy reductions required for federal funding, so this project will help us develop a robust model for performing these studies at scale to serve additional properties in the future.

Through the Income Qualified Efficiency Fund (IQEF), the DCSEU supported lighting and electrical HVAC projects that improve buildings and neighborhoods for low- to moderate-income residents. We provided technical assistance, direct contractor services, and just under \$3.1 million in incentives for 18 projects at multifamily properties. Over 90% of these incentives were delivered through CBEs, a signal that our local partnerships and contractor network are stronger than ever.

Our Low-Income Comprehensive Program also benefits underserved communities. This year, DCSEU Account Managers and Engineers provided no-cost technical assistance and more than \$589,000 in incentives to help property owners and managers complete 16 projects.

Looking forward to Fiscal Year 2025, the DCSEU will continue to evolve these programs as resident needs and budget resources change. We are committed to continuing this vital work, strengthening our relationships with CBEs, and delivering high-impact services to low-and moderate-income residents across the District. Every project brings us closer to a more affordable, sustainable, and resilient DC.

<sup>1</sup> Source: <https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>





## Celebrating energy efficiency upgrades at Paradise at Parkside

On April 26, 2024, representatives from District government and the DC business community gathered to celebrate the energy efficient upgrades at Paradise at Parkside, a 653-unit affordable housing complex located in the Kenilworth-Mayfair neighborhood in Ward 7.

Paradise at Parkside underwent extensive energy efficiency enhancements, including switching units from gas heating with electric cooling to high-efficiency mini-split heat pump systems, improved lighting, and installing 24 Community Renewable Energy Facilities (CREFs) across 15 buildings that serve over 500 income-qualified households across the District. These improvements were made possible through Solar for All, a Department of Energy and Environment (DOEE) program, and the DCSEU's custom incentives from the Income Qualified Efficiency Fund (IQEF) and Affordable Housing Retrofit Accelerator (AHRA) programs. They also required deep collaboration and partnership with the CT Group and Telesis Corporation, New Columbia Solar, and John G. Webster.

During this event, 100 residents received free DCSEU home energy conservation kits, which included two

efficient air purifiers, an advanced power strip, and a WiFi-enabled smart plug to further improve their energy savings. Later in July, the team returned and distributed an additional 150 kits. Not only will this \$35,000 investment bring over 150,000 kWh in electricity savings to the Parkside community, but it also helped raise awareness of other energy efficiency programs the DCSEU runs.

During the event, the DOEE encouraged residents to participate in another program under Solar for All by giving away \$25 gift cards to those who signed up. This cross-program outreach helped raise awareness of the community solar program, which allows residents to sign up for electricity bills credits.

Residents of Paradise at Parkside are already experiencing the tangible benefits of this collaborative energy efficiency initiative through reduced energy bills, improved air quality, and more comfortable home temperatures.



## Putting people and energy efficiency first at Roberts Residences

The DCSEU was honored to work with So Others Might Eat's (SOME) Roberts Residences, a notable addition to the District's affordable housing community. Located in Ward 5, the 139-unit, 15-story building gracefully fulfills its mission to provide quality housing and support services for single adults. 75 of its units are set aside for people earning below 30% of the Area Median Income (AMI) and all other units are only available to people making less than 50% of the AMI. 75 units are also subsidized by the DC Housing Authority (DCHA), with DCHA covering 70% of the rent for those units.

This new residency is a testament to SOME's tenacity as an organization and the collaboration between multiple District agencies, financing partners, construction and development partners, and nonprofits – and the work is already paying off. Not only do residents benefit from having this place to call home, but they also receive great amenities like WiFi-enabled rooms, a gym, a computer lab, a rooftop terrace, a library, and a classroom space. During construction, SOME was committed to reducing energy consumption throughout the building, which was made possible through DCSEU incentives. The residencies now include a Variable Refrigerant Flow (VRF) heat pump system with LG mini-splits to service the entire building, as well as ENERGY STAR®-certified refrigerators, low-flow faucet aerators, and energy-efficient LED lighting in every unit.

The DCSEU has partnered with SOME on various projects for over a decade. SOME's Chief Housing Development Officer Jarrod Brennet spoke about the impact of the

DCSEU's involvement, saying, "We have always found the DCSEU staff to be attentive and a pleasure to work alongside. For the 139-unit Roberts Residents building, the team was extremely accommodating and flexible in working around our tight timelines, and they are always available to review and verify our project thoroughly. By offsetting the costs of energy efficient design choices, DCSEU's funds enable us to create sustainable properties that will return dividends to the organization and our residents for decades to come."

Roberts Residences' heat pump system, LED lighting, and ENERGY STAR refrigerators will deliver more than 300,000 kWh in annual electricity savings, which equals the average annual electricity consumption of roughly 28 American households. All the low-flow faucets will also provide 167 MMBtu in annual fuel savings and just under 500,000 gallons in annual water savings. These substantial future energy and water savings come with significant cost savings. With the installation of these various energy-efficiency measures, Roberts Residences will save just under \$46,951 on annual electricity costs and just over \$13,500 in annual water costs. There are lifestyle perks to these upgrades, as well, such as more comfortable and efficient units.

SOME's Roberts Residences will also benefit the District as a whole, helping it reach its ambitious sustainability goals while bolstering the affordable housing stock. This new community is proof that affordable housing communities can take significant steps towards creating a brighter, more sustainable future for all.



# Empowering District households to make energy- efficient choices.

1200

participants served.

\$211,000

in rebates for residential  
customers.

\$1.1 million

in lifetime cost savings for  
customers.

357  
metric tons

of annual greenhouse gas  
emissions (MTCO<sub>2</sub>e) prevented,  
which is equal to 400,171  
gallons of gasoline consumed.

145  
heat pumps

and heat pump water heaters  
installed.



*In FY 2024, the DCSEU continued to support District residents in making energy-efficient changes through a variety of easy-to-access incentives and programs.*

When people think of sustainability, energy efficiency is rarely top of mind for those who don’t work in the clean energy space. The DCSEU has continued to shine a light on this crucial cornerstone of the climate movement through residential rebates on energy-efficient products.

In Fiscal Year 2024, the DCSEU served 1,200 District residents by providing \$211,000 in rebates on everything from electric lawn mowers and smart thermostats to heat pump water heaters and ENERGY STAR refrigerators. Together, these energy-efficient measures prevented 357 metric tons of annual greenhouse gas emissions, which is the equivalent of over 400,000 gallons of gasoline consumed. Residents not only gained new efficient appliances and equipment at a lower price, but they also have lower utility bills and more comfortable spaces – all while contributing to a healthier DC. In total, these home upgrades will provide \$1.1 million in lifetime savings for program participants.

The DCSEU continued to evolve the rebates program to make it easier for residents to find incentives that fit their needs. In partnership with the DOEE, the Department of Buildings, and Rewiring America, the DCSEU developed a District of Columbia-specific calculator that lists available federal and District offerings. Residents simply need to enter their zip code, income, household size, utility provider, and list whether they rent or own their home. Then the tool will automatically pull all relevant federal, District, and utility incentives – all in one place.

By designing this tool, the DCSEU and partners created a resource for communities to connect with DCSEU programs and opt for more energy-efficient appliances. Incentives do not help to make energy-efficient appliances more affordable for residents if they cannot find rebates, so this tool helps expand access and remove one barrier to electrification. In this way, it promotes a more equitable and sustainable District powered by clean energy.

The team also worked to raise awareness of our residential incentives programs through community outreach. In Fiscal Year 2024, the DCSEU set up a table and provided information to residents during the Public Service Commission’s “Winter Ready DC” series, which focused on small steps people can take to weatherize their homes and save money in the future. The event focused on Wards 5, 6, and 7 and included free home weatherization items at public libraries across the District.

By attending, the DCSEU got to connect with many community members who were already thinking about managing their utility bills during peak seasons. These face-to-face meetings helped the DCSEU understand resident needs and concerns. The team also gained visibility and reinforced the DCSEU’s commitment to serving the District. Residents we spoke with gained a better understanding of how we can partner to make their decisions and upgrades easier (and more affordable).





## The Woodfins: A practical and environmental decision

Tommy and Virginia Woodfin, retirees residing in Ward 5, recently made the decision to transition from a gas-powered lawn mower to an electric model. With the help of a DCSEU rebate, the couple embraced the greener technology and haven't looked back.

For Tommy, the switch was motivated by his frustrations with maintaining a gas-powered mower. "Every year, you'd have to deal with stale gas, change the spark plugs, and clean it out. It was a hassle," he shared. In contrast, the battery-powered electric mower was a simpler design, lighter weight, and more affordable to fuel. Tommy emphasized the ease of use, stating, "It's lighter, no strain to lift, and just as effective for our yard."

Virginia, a native Washingtonian, saw the transition as a way to protect the environment and her husband's health. "Those gas fumes aren't good for the air or for the person operating the mower," she noted. Their electric mower eliminates those harmful emissions, promoting cleaner air and a healthier community.

The DCSEU Efficient Products Rebate Program played a crucial role in making the transition affordable for the couple, who live on a fixed income. Virginia discovered the \$100 rebate through email notifications about a special offer. She praised the simple application process,

which required only a receipt submission and minimal paperwork. Then the rebate was processed within a month.

"It was a very easy process, and I was grateful to receive that rebate. We're retired and being seniors on a fixed income, rebates like these are helpful," Virginia said, expressing gratitude for initiatives that support seniors in making energy-conscious upgrades.

The Woodfins' sustainability journey extends beyond their lawn mower. They've already installed solar panels, reducing their reliance on traditional energy sources. Looking ahead, they're exploring options for upgrading their home's electrical fixtures and considering energy-efficient technologies like induction cooktops.

For Tommy and Virginia, programs like DCSEU not only make sustainable choices more accessible but also improve the overall quality of life for DC residents. "The more people know about these programs, the better it is for the city and the environment," Virginia concluded.

The Woodfins' story highlights how practical choices, bolstered by accessible programs, can contribute to a greener and healthier future.



# Bringing affordable solar power to all eight wards.

3.5  
megawatts

of renewable energy  
generating capacity installed,  
enough to cut electricity bills  
by 50% for 915 households.

58

solar PV systems installed  
on income-qualified single-  
family homes.

24

roof repairs provided to  
allow customers to receive  
single-family solar PV.

5

heavy-ups performed to  
increase electric capacity in  
single-family homes.

3

battery systems installed on  
income-qualified single-family  
homes through a pilot initiative.

19

CREF (community solar)  
installations.



*In FY 2024, the Solar for All program maintained momentum despite budget cuts and prepared to deploy Greenhouse Gas Reduction Fund (GGRF) dollars in FY 2025 in partnership with DOEE and other GGRF partners.*

The DCSEU began Fiscal Year 2024 energized and laser focused on delivering services to low- and moderate-income residents through Solar for All. The team was also preparing to deploy a portion of the \$62.5M from the Environmental Protection Agency (EPA) in the coming years as part of the Greenhouse Gas Reduction Fund.

The Solar for All program started the year with a total incentive budget of \$5.46 million. However, due to the District’s budgetary shortfall in the spring, this budget was significantly impacted and reduced to \$911,466. Though the budget adjustment was challenging, the DCSEU was determined to continue furthering the Solar for All mission of harnessing the power of the sun to lower electricity bills for low- and moderate-income residents. The summer’s Local Budget Act, restored a portion of the incentive budget to \$1.3M, which made pursuing this mission easier.

After budget reductions, the DCSEU communicated with community partners and residents who expressed interest in the Solar for All program, ensuring we maintained transparency and trust. From there, the team prioritized furthering projects that were already in progress so that residents could begin taking advantage of solar benefits.

In Fiscal Year 2024, the DCSEU completed 58 single-family Solar for All projects, including carryover projects from the prior fiscal year. This is a major achievement, especially given the short timeframe in which the DCSEU and its contractors had to work. Our relationships with local contractors continue to power the important work of delivering savings and lifestyle benefits to the District communities most burdened by energy costs.

The DCSEU completed 19 CREF (community solar) projects that were originally carried over from previous fiscal years. The DCSEU also completed the remaining battery storage projects of the seven that started last year as part of the Solar for All pilot, which tested the feasibility of integrating the technology and explored the benefits it might bring to underserved communities.

Despite challenges, the DCSEU team is proud to have installed 3.5 megawatts of renewable energy generating capacity with the potential to cut electricity bills by half for over 900 households. We look forward to continuing amplifying these energy and financial savings, as well as boosting community energy resilience, in the upcoming fiscal year.

Looking ahead to Fiscal Year 2025, the DCSEU is confident its strong partnership with the District Department of Energy and Environment (DOEE) and its innovative Solar for All programming will pave the way for many more income-qualifying households to benefit from affordable solar energy. Looking at what we have achieved despite the challenges this year, we are excited to see these benefits come to fruition for District residents with the help of Greenhouse Gas Reduction Fund dollars.





## Victor Ramos: From sustainable work to sustainable living

Victor Ramos' journey exemplifies the transformative power of mentorship, education, and sustainable living. Starting as an electrical engineering graduate in 2020, Victor relocated to DC in 2021, where he discovered the DCSEU's Workforce Development Program. This opportunity marked the beginning of a career defined by growth, gratitude, and green energy.

Victor's time in the Workforce Development Program provided him with invaluable guidance and mentorship, particularly from one DCSEU Manager, Gleniss Brown Wade, whom he and many other program graduates affectionately refer to as "Mrs. Wade." Through this program, Victor joined Greenscape Energy. He recalls its inclusive culture, describing Greenspace as a family environment where leadership played a hands-on role in his professional growth. This mentorship equipped him with the skills and confidence to transition into a project manager role at a utility company.

In addition to professional achievements, Victor's journey led him to homeownership. He is the first in his family to buy a house, and he's dedicated to making it a sustainable home. Although he faced challenges like outdated air conditioning and gas heating systems, Victor undertook extensive renovations to make his Ward 7 home as energy-efficient and gas-free as possible. As an income-qualified DC homeowner, he was able to get no-cost energy and electrification services through Solar for All (SFA) and the DCSEU's Affordable Home Electrification Program (AHEP).

Victor received 36 solar panels and a 10 kW Solar Edge battery system through Solar for All and the Home Battery

Pilot. With the support of AHEP, he transitioned his old gas water heater and furnace to an efficient heat pump water heater and electric heat pump. His home also received an electric panel upgrade – known as a heavy-up – to increase its electric capacity to support this new equipment. These upgrades not only resolved his home's energy issues, but also significantly lowered his utility bills despite his higher-than-normal energy use from working remotely and hosting relatives.

"There have been family members that come to stay with me for a little bit because I am the first one in my family to buy a house and they want to celebrate that with me. That's a blessing," said Ramos. "So, I would say my usage is a little higher now, but my bill is just my administrative fees from PEPCO and it's only about \$5. Almost 100% of my bill has been offset by the panels and battery."

Victor is particularly enthusiastic about his home battery system features. Its user-friendly interface allows him to monitor energy production and consumption in real time. Notifications and weather alerts help him optimize his energy use, while proactive customer support ensures system reliability.

"The app is amazing because I'm able to see how many kilowatt hours my solar panels are producing, how many kilowatt hours it is sending to the electrical grid, and how many kilowatt hours it is sending to my house."

Going from a Workforce Development Program graduate to District homeowner, Victor's story shows that with District green jobs and clean energy programs there's a pathway to creating a healthy home.





## Project feature: Cloisters apartments CREFs

**Site:** Cloisters Apartments

**Partners:**

- Horning
- New Columbia Solar

**Project dates:** 2023-2024

**Location:** Ward 5

**Number of solar arrays:** 19

**Total system capacity:** 1.18 MW

**Total Solar for All incentive:** \$1.12 million in incentives

**Households served:** 338 low-to-moderate income households across the District will save up to \$500 a year off their electricity bills

**Electricity cost savings for residents:** Up to \$2.53 million in electricity bill savings over 15 years

“This project is very near and dear to me,” said James Clarke, Solar Program Portfolio Manager. “As a native Washingtonian and a recent addition to the DCSEU team, it was the first Community Renewable Energy Facility project I championed. It’s incredibly rewarding to see this project come to life, benefiting over 325 households and bringing clean, affordable energy to our community.”

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*Photo caption: James Clarke, Solar Program Portfolio Manager and Josh Wink, Solar Program Manager*



# Preparing businesses for a clean energy future.

**\$8.7 million**

in lifetime cost savings for  
District CBE businesses.

**\$5.9 million**

in incentives provided  
to District businesses,  
supporting \$148 million in  
clean energy projects.

**\$310 million**

in lifetime customer cost savings.

**69,000  
metric tons**

of annual greenhouse gas  
emissions (MTCO<sub>2</sub>e) prevented,  
the equivalent of 76 million  
pounds of coal burned.



*The DCSEU worked with businesses to meet post-pandemic challenges and financial uncertainty head-on through innovation, education, and hands-on support.*

Even in Fiscal Year 2024, businesses, institutions, and property owners were still experiencing the impacts of post-pandemic market conditions. A persistent challenge for building owners was fluctuating interest rates, which reached 5.00% at the end of the fiscal year. These rates were higher than prior years, which made it difficult for property managers and businesses to make investment decisions about their buildings. However, many businesses know they are running out of time to make these decisions. Complying with the District’s Building Energy Performance Standards (BEPS) was at the forefront of building owners’ minds, and the DCSEU was committed to helping them both reach compliance and benefit from energy efficiency.

One way that the DCSEU supported commercial and institutional customers was through continued incentives programs. The DCSEU’s rebate programs are designed to bring down the cost of lighting, HVAC systems, refrigeration equipment, lawn care, and motors, but they are also flexible enough that customers can submit for custom rebates that meet their specific business needs. This year, the DCSEU provided \$5.8 million in incentives to DC businesses. Combined, DCSEU efforts for commercial and institutional customers will prevent 69,000 metric tons of greenhouse gas emissions, while generating \$310 million in lifetime cost savings for businesses. Outside of these financial and environmental perks, customers will also benefit from healthier air and more comfortable spaces.

Looking ahead, the DCSEU anticipates an increase in demand for technical assistance and equipment incentives to improve building performance to meet the District’s Building Energy Performance Standards (BEPS). In preparation, the DCSEU hosted several forums this year to inform, assist, and foster peer exchange to commercial market sectors facing challenges in energy efficiency, renewable energy, and building regulation compliance.

One standout forum was the Cooperative and Condo Roundtable, which the DCSEU hosted in March 2024 alongside partners from the Building Innovation Hub, the DC Green Bank, and the Department of Energy and Environment. During this discussion, the team shared crucial information around the BEPS timelines for different building sizes and how the DCSEU and other partners can support businesses during their efficiency transitions. The DCSEU, the Building Innovation Hub, and the DC Green Bank hosted a similar roundtable in June 2024 for houses of worship, alongside partners from Interfaith Power and Light DMV.

Though these roundtables do not always result in completed projects, they are a great way to foster community relationships, raise awareness among different markets, and create a pipeline of future opportunities. They also provide the DCSEU with a chance to serve commercial and institutional customers through education, which can be just as vital to their decarbonization efforts as financial incentives.

# Advancing opportunities in the expanding green economy.

90

green jobs created for  
District residents.

\$8.7 million

spent with 20 CBEs  
(including through Solar  
for All).

41

graduates from the Workforce  
Development Program.

97

national credentials earned  
through Train Green courses.



*Train Green’s courses evolved alongside a rapidly expanding market of secure green jobs, opening opportunities for District residents.*

In order to reach the District’s bold climate goals, there first needs to be a strong clean energy workforce to support efforts. The DCSEU’s Workforce Development Program has consistently provided a gateway for unemployed and underemployed residents to access the green economy. This fiscal year, the DCSEU graduated 41 students and achieved a 93% employment placement rate for graduates with DCSEU mentor organizations. The DCSEU also brought two former externs in to join our team. Program graduates are residents from all eight wards who have been able to transition into stable jobs in a cutting-edge industry.

Since 2014, the DCSEU has partnered with local companies and organizations through the Workforce Development Program. Many of these organizations are CBEs who mentor District residents and provide on-the-job training. The DCSEU supports these externships by providing two cohorts with at least a DC living wage, as well as weekly trainings and certifications. This year, Workforce Development Program externs heard from influential leaders during their graduations, who showed graduates how native Washingtonians can evolve and impact the clean energy economy. Speakers included Eric J. Jones, MSF – AOBA’s Vice President of Government Affairs – and Antonio “Tony” Harrison – Project Manager at Greenscape Energy.

This year, the DCSEU also continued evolving its Train Green program by creating a Design and New Construction pathway focusing on sustainable construction techniques, including green building materials, residential and commercial net-zero design, local green building codes, and environmentally friendly construction processes.

The Train Green team also created a new Heat Pump Training Series by engaging HVAC manufacturers to provide free education for DC’s Certified Business Enterprise (CBE) contracting base. Representatives from LG Electronics hosted two “Introduction to Heat Pumps” sessions and Daikin provided a tour of their Sustainability and Innovation Center. Both the intro course and tour provided CBEs a wholistic view into what it takes to transition homes and communities away from gas HVAC systems, from both the technology and product design standpoints.

Fiscal Year 2024’s Train Green attendance was a testament to the success and relevance of these changes; attendance reached 88% across all courses, surpassing all previous years. Attendees also earned nearly 100 national credentials through Train Green courses, which they can use to propel their green careers forward.

Since 2011, the DCSEU has invested over \$59 million in CBEs and local businesses – an investment we deepened this fiscal year. Creating access to job opportunities, certifications, and trainings for District residents is at the core of the DCSEU mission. We continued this commitment by utilizing CBEs at every turn, from bringing local CBEs in as direct service contractors to conductour residential projects to working with CBEs for our marketing and office needs. Because when we fuel DCs green job growth, we fuel our green future.





## Hear from two Workforce Development Program externs

*“The DCSEU program not only provided me with technical knowledge in areas like solar energy and electric vehicle charging stations, but also equipped me with professional skills through development workshops. This comprehensive approach made me feel confident and prepared to move forward in the green sector. Additionally, I had the opportunity to earn certifications, such as the Green Building and OSHA 10 and 30, and prepare for LEED GA credentials. These have already enhanced my employability in the field and given me a competitive edge.”*

**- Karlene Angol, FY 2024 Workforce Development Program winter cohort graduate**



*“Through my journey with DCSEU, I gained exposure to a wide range of career paths within the green economy. I was already committed to pursuing a career in this field, but the program further deepened my understanding and solidified my passion. By acquiring new technical skills, certifications, and practical training, I’m now even more motivated to help DC achieve its net-zero goals. The program demonstrated how multi-layered services can support both residents and businesses, and it reaffirmed my dedication to making a meaningful impact in the clean energy workforce.”*

**- Ana Sanchez, FY 2024 Workforce Development Program winter cohort graduate**



# Making clean energy benefits visible to the DC community.

*In the run up to the launch of the new DCSEU brand identity and website at the end of Fiscal Year 2024, it was important to keep our programs and services visible and available to District residents and businesses. Below are some highlights of the year’s results.*

### Social media

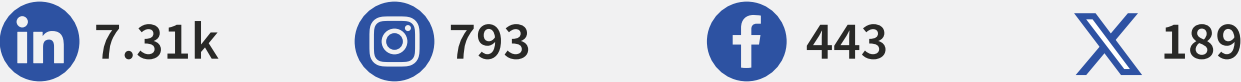
Followers:



Impressions:



Engagements:



### New brand. New site. Same commitment to the District.

At the end of Fiscal Year 2024, the DCSEU launched its new brand identity and website. As the DCSEU – in partnership with the DOEE – prepares for new funding to serve more District families and businesses, the new website is a first step towards expanding our services. In addition to a new design and structure, the website includes valuable resources created specifically for community residents:

1. “Find your program” quiz: A user-friendly, four-click tool designed to help visitors quickly and easily find the DCSEU program or service best suited to their needs.
2. Impact stories: This feature highlights the real-world impact of DCSEU programs and celebrates the people and businesses who make it all happen.
3. Resource library: Designed to make energy-saving programs and clean energy information more accessible to community members.

### Media mentions

- The DCSEU was mentioned 69 times, including in publications like the Washington Informer, El Tiempo Latino, CNET, Agence France Presse (AFP), Yahoo News, MSN, Washington City Paper, and Planet Forward.

### Community events

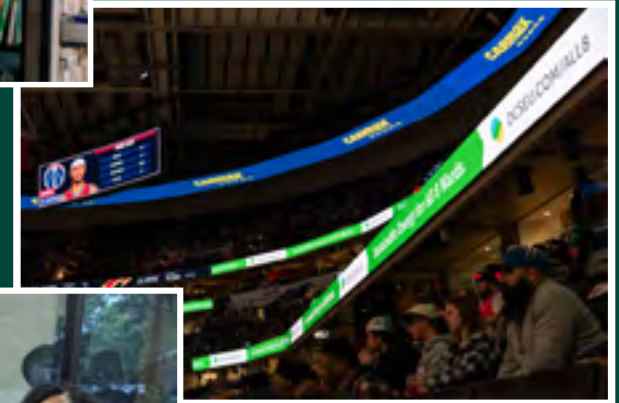
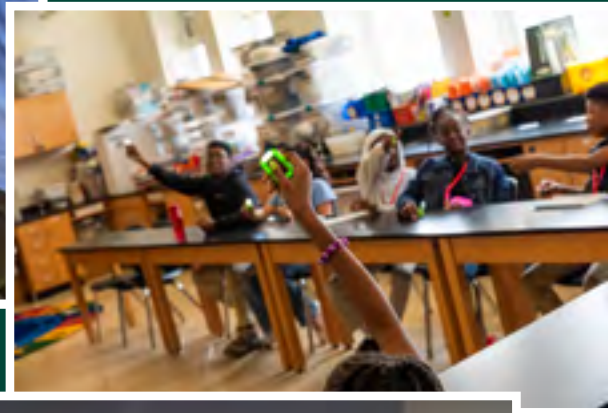
- The DCSEU hosted and attended 98 community events.



# Investing in the communities we serve











**DISTRICT OF  
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**GOVERNMENT OF THE  
DISTRICT OF COLUMBIA  
MURIEL BOWSER, MAYOR**