



DC  
SUSTAINABLE ENERGY  
UTILITY



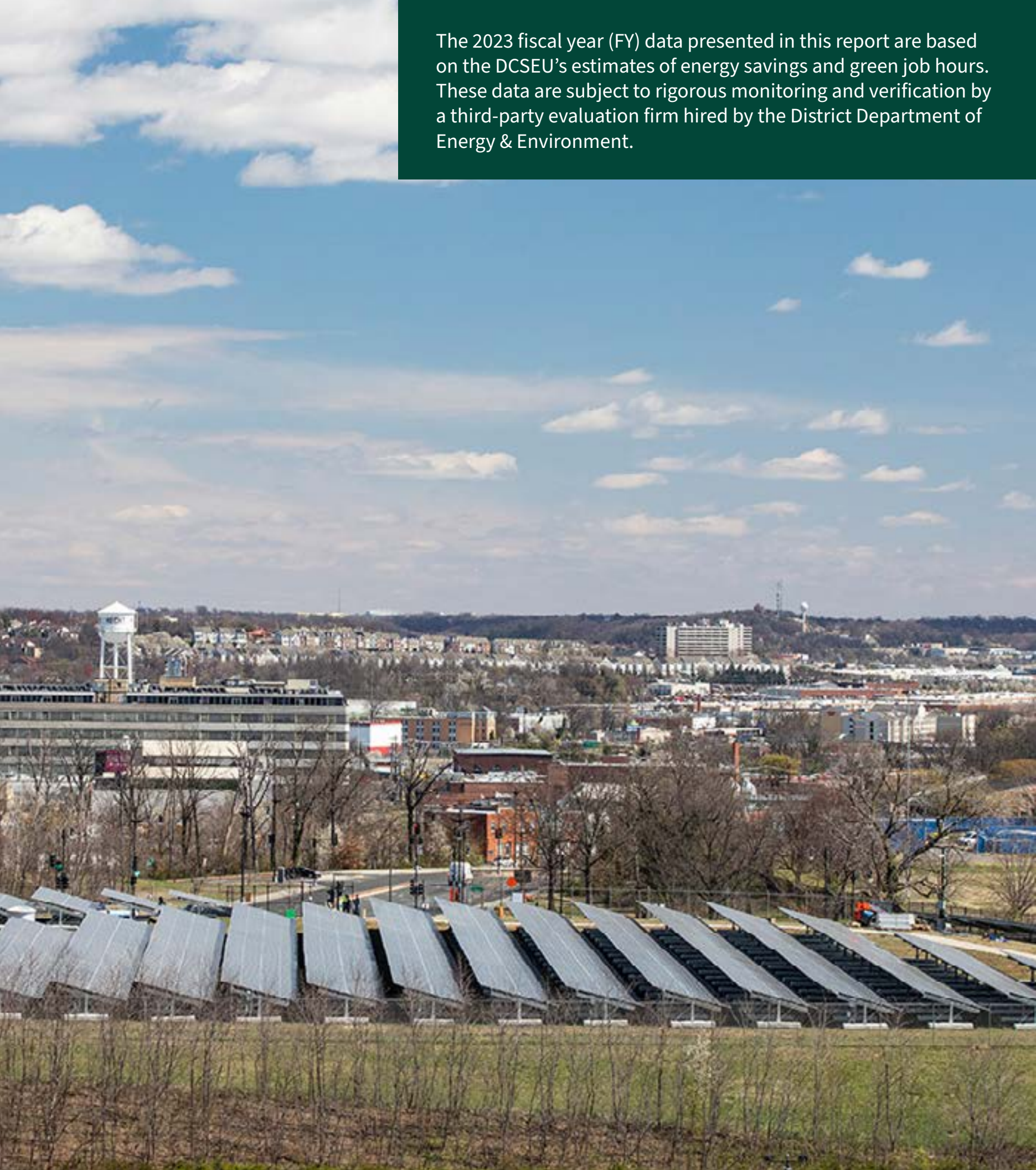
Annual Report **2023**

Partnering for a decarbonized future.

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The 2023 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

Looking back on Fiscal Year 2023, the DCSEU along with the District has experienced a great deal of recognition and achieved many successes. It's evident that through policy, partnership, and community-centered programs and services, much can be achieved to help the District take its next steps towards achieving its clean energy and climate goals and help all people and businesses who call the DC home benefit from the transition to a District powered by clean energy.

This year the U.S. Department of Energy's National Community Solar Partnership (NCSP) recognized the District's Solar for All program with one of just five Grand Prize Sunny Awards for equitable community solar development. The DCSEU was also recognized as 2023 ENERGY STAR Partner of the Year Award for Energy Efficiency Program Delivery from the U.S. Environmental Protection Agency and the U.S. Department of Energy for our contributions toward protecting the environment through superior energy achievements across the District. There was also recognition from the U.S. Green Building Council (USGBC) National Capitol Region, with the DCSEU receiving its 2023 Community Impact Award to honor people and partners who are advancing sustainability, resiliency, equity, health, and well-being in the National Capital Region. These successes don't belong only to the DCSEU but rather they belong to our commercial and residential customers for taking steps toward energy efficiency in their homes and businesses, our District agency partners, and trusted local contracting partners.

Achieving success for our organization is undoubtedly a commendable feat, but it is crucial to acknowledge that the journey to a

decarbonized and electrified District is not devoid of challenges, especially with some of the most aggressive clean energy and greenhouse gas (GHG) reduction goals in the nation. More stringent federal and local energy standards and codes are becoming the norm with changes like increased federal baselines on general service lamps going into effect at the beginning of 2023. The post-pandemic market is still affecting how businesses and residents engage with the built environment as a whole. According to a 2022 survey by the D.C. Policy Center, 137 of the District's 733 large office buildings — most of them downtown — had vacancy rates of more than 25 percent<sup>1</sup>. Along with fluctuating occupancy rates, supply chain delays, uncertain investment cycles for commercial property owners, increased interest rates, and high inflation continue to create hurdles in the post-pandemic market for the DCSEU to navigate with our customers and program implementation.

However, challenges are inherent in pursuit of any achievement, serving as opportunities for growth, resilience, and continuous improvement. The DCSEU remains committed to facing the challenge head-on and will continue to dedicate the needed attention and resources to delivering high-value results for the District. Ernest Jolly, the DCSEU's new Managing Director, transitioned into the role in January and is leading the organization's plans to address many of these market and economic hurdles through innovative offerings that help meet the District's goals and changing customer needs.

We will look to deepen partnerships with implementation contractors and other Certified Business Enterprises (CBEs) to continue generating more green jobs for

residents and providing opportunities for District businesses to increase their capacity. In 2023, the DCSEU generated more than 94 full-time equivalent (FTE) green jobs, surpassing the maximum benchmark, and spending more than \$10.1 million with CBEs. Our Workforce Development Program graduated 38 DC residents this year and Train Green provided 31 courses, the most ever, to CBE and CBE-eligible firms.

Our work will continue to make the benefits of clean energy more accessible to all District residents regardless of income. This year we invested more \$5 million to improve energy efficiency in low and moderate-income (LMI) communities and delivered enough renewable energy capacity through Solar for All that will cut electricity bills by 50% for more than 1,600 income-qualified families.

In the Affordable Housing Retrofit Accelerator's (AHRA) second year, many multifamily buildings were able to enter the implementation phase of the program and over 2,800 tenants were served with either energy efficiency upgrades to their buildings or the equipment was procured to be installed in FY 2024. This will continue to help owners comply with BEPS and preserve the District's affordable housing stock to the benefit of those who live there. Looking forward, AHRA is poised to continue its trajectory in FY 2024 through deeper collaboration with the DC Green Bank and a pipeline of 93 buildings.

From this year's work, District residents and business will experience lasting savings with over \$211 million in lifetime cost savings and prevent more than 617,000

metric tons of lifetime CO2 equivalent (MTCO2e) emissions. In order to continue to provide lasting savings amidst shifting market conditions, we will look for opportunities to demonstrate the District's leadership in clean energy, in meeting climate goals, and in ensuring equity in service delivery while navigating requests for additional programming without compromising legacy services, especially to those that need them the most.

As we look back on this year's successes and challenges, big and small, we recognize that by overcoming the challenges we faced, the DCSEU provided meaningful contributions to mitigate the effects climate change in our nation's capital. Success, in an uncertain environment, may look different tomorrow than it does today, but the DCSEU will remain up to the challenge in our role as a proactive force in shaping a greener, more sustainable future for the District.




ERNEST JOLLY,  
Managing Director

<sup>1</sup> Source: <https://www.washingtonpost.com/dc-md-va/2023/01/27/downtown-dc-office-buildings-remote-workers/>

# Fiscal Year 2023 Highlights

 617,000 MTCO2e

lifetime greenhouse gas emissions prevented – the equivalent of 69 million gallons of gasoline consumed<sup>2</sup>

 \$211 million

in lifetime cost savings for DC residents and businesses

 94 Green Jobs

created for District residents

 \$10.1 million

invested with CBEs

 \$5 million

invested in low-income communities

 1,717 families provided

with roof top solar through Solar for All to cut electricity bills by 50%

 38 DC resident graduates

from the DCSEU Workforce Development Program

<sup>2</sup> Source: <https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>

# Fiscal Year 2023 Award Highlights



U.S. Department of Energy's National Community Solar Partnership (NCSP) 2023 Grand Prize Sunny Award for Equitable Community Solar

**PROGRAMS RECOGNIZED**

**Solar for All**



U.S. Environmental Protection Agency and the U.S. Department of Energy 2023 ENERGY STAR Partner of the Year Award for Energy Efficiency Program Delivery

**PROGRAMS RECOGNIZED**

**All Commercial & Residential Energy Efficiency Programs**



U.S. Green Building Council (USGBC) National Capitol Region 2023 Community Impact Award

**PROGRAMS RECOGNIZED**

**All DCSEU Programs**

# Fiscal Year 2023

## At a Glance: Progress against Benchmarks

Table 1. Cumulative Benchmarks. FY 2023 performance, 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	FY 2022 Results	FY 2023 Results	Cumulative Results (through 9/30/2023)	Year 2 Minimum Annual Target	Year 2 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)	Five-Cumulative Minimum Benchmark Progress	Five-Cumulative Maximum Benchmark Progress
1	Cumulative Performance Benchmarks	Reduce electricity and natural gas consumption (combined energy savings)	MMBtu (source)	894,586	822,767	1,717,353	2,273,578	3,032,437	6,820,733	7,578,592	25%	23%
2		Greenhouse Gas Emissions reduction	Metric Tons CO2e (modified gross) <sup>1</sup>	53,792	47,430	101,222	157,300	209,734	471,901	524,334	21%	19%
3a		Increase Renewable Generating Capacity	kW capacity	661	469.6	1,130.6 (Source energy equivalent = 17,086 MMBTU)	1,500 kW	2,000 kW	4,500 kW	5,000 kW	25%	23%
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 (%)	-	-	76,484 MMBTU	8,543 MMBTU	-	-	>= 50% of installed kW capacity Source Energy Savings Equivalent	-	-
4		Deep Energy Retrofits	# of projects that lead to at least 30% site energy reduction	-	1	1	-	-	70	100	1%	1%

The DCSEU has four cumulative Performance Benchmarks with minimum and maximum performance attainment targets. While minimum and maximum annual targets exist, the Performance Benchmarks are five-year cumulative targets. The DCSEU also has three annual Performance Benchmarks and a contractual requirement for spending with CBEs.

### CUMULATIVE PERFORMANCE BENCHMARKS

The DCSEU faced various challenges in achieving energy savings and greenhouse gas reduction in FY 2023. A combination of factors, including changes to federal lighting standards and energy codes, inflation and cost increases on labor and materials, supply chain delays, commercial building vacancy and occupancy rates, and overall market uncertainty, impacted the DCSEU’s ability to serve customers and achieve energy and GHG savings. The DCSEU continues to monitor the market while working internally and with the District Department of Energy & Environment (DOEE) and the DCSEU Advisory Board to respond to the challenges and find ways to serve customers and drive clean energy projects forward in the District.

#### Combined Source Energy Savings

The DCSEU has a combined source energy savings five-year cumulative performance benchmark based on annual reductions in electricity and natural gas consumption. The DCSEU achieved 822,767 MMBTU in combined source energy savings in FY 2023. This includes the DCSEU’s core SETF programs as well as savings derived from the Affordable Housing Retrofit Accelerator Program. The DCSEU has netted 1,717,353 MMBTU in source energy savings through the end of FY 2023, achieving 25% of its minimum five-year cumulative performance benchmark target and 123% of its maximum five-year cumulative performance benchmark target.

#### Greenhouse Gas Emissions Reduction

The DCSEU has a five-year cumulative performance benchmark for greenhouse gas (GHG) reduction based on annual reductions in greenhouse gas emissions. In FY 2023, the DCSEU achieved 47,430 MTCO2e in greenhouse gas emissions reductions. This includes the DCSEU’s core SETF programs as well as reductions derived from the Affordable Housing Retrofit Accelerator Program. The DCSEU has achieved 101,222 MTCO2e through the end of FY 2023, achieving 21% of its minimum five-year cumulative performance benchmark target and X19 of its maximum five-year cumulative performance benchmark target.

#### Renewable Energy and Energy Efficiency

The DCSEU has a five-year cumulative performance benchmark that combines renewable energy generating capacity and energy efficiency. This goal is designed to encourage the installation of renewable energy while reducing energy consumption in the same buildings where solar is installed. The DCSEU must achieve a minimum of 4,500 kW and a maximum of 5,000 kW in renewable energy generating capacity installed by the end of FY 2026. The DCSEU must also reduce energy consumption greater than or equal to 50 percent of the renewable energy generating capacity across projects incorporating renewable energy at the end of FY 2026. In FY 2023, the DCSEU supported 469.6 kW of renewable energy projects, which is expected to generate 17,086 MMBTU. Through the end of FY 2023, the DCSEU has achieved 1,130.6 kW on renewable energy projects and has achieved 76,484 MMBTU in energy savings in the same buildings where solar has been incentivized by the DCSEU, significantly exceeding the 50 percent ratio.

#### Deep Energy Retrofits

The DCSEU has a five-year cumulative performance benchmark where it must achieve at least 30 percent energy savings in a minimum of 70 buildings and a maximum of 100 buildings by the end of FY 2026. The DCSEU has supported one building in achieving this reduction to date. Projects achieving 30 percent energy savings are expected to span multiple years due to the fact that identifying, assessing, and completing projects of this scale takes a significant amount of time.

# Fiscal Year 2023

## At a Glance: Progress against Benchmarks

Table 2. Annual Benchmarks and Contractual Requirements. Performance to date, measured against benchmarks and contract requirements.<sup>2</sup>

Item	Benchmark	Description	Metric Unit	FY 2023 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)	\$5,031,094	\$4,140,262	\$6,210,392	122%	81%
6		Increase number of green collar jobs	Green job FTE's directly worked by DC residents, earning at least a Living Wage - Hours	94.12	66	88	143%	107%
7		DCSEU General and Administrative Expenses	% of Cost Reimbursement Ceiling (capped at 20%)	\$3,319,431		\$4,140,262		Achieved 16%
8	Other Contract Requirements	Expenditures with Small Business Enterprises/Certified Business Enterprises	35% of annual DCSEU operating budget subcontracted to SBes/CBEs	\$10,149,388	\$14,419,265		70%	

# ANNUAL PERFORMANCE BENCHMARKS AND CONTRACTUAL REQUIREMENTS

## Low-Income Spending

The DCSEU has minimum and maximum annual performance benchmark targets for spending in low-income communities. In FY 2023, the DCSEU spent \$5,031,094 on energy efficiency projects in low-income communities. This exceeds the DCSEU’s minimum annual performance benchmark target of \$4,140,262 and while falling below the \$46,210,392 annual performance benchmark maximum target for low-income spending

## Green Jobs

The DCSEU must create a minimum of 66 and maximum of 88 full-time equivalent jobs (FTEs) annually. One FTE is defined as 1,950 hours worked by a DC resident or \$200,000 in DCSEU incentive spending. In FY 2023, the DCSEU created 94.12 FTEs, exceeding the maximum annual target of 88 FTEs. All DCSEU jobs and contractor positions, both internal and external, are offered at or above the District’s Living Wage.

## General and Administrative Expense

General and administrative (G&A) spending at the DCSEU must not exceed 20 percent annually. In FY 2023, the DCSEU’s G&A spending limit was \$4,140,262. G&A spending in FY 2023 was \$3,319,431, or 16 percent, achieving the annual performance benchmark at 4 percent less than the cap.

## Spending with Certified Business Enterprises

The DCSEU must spend at least 35 percent of its contractual dollars with Certified Business Enterprises (CBEs). In FY 2023, the DCSEU spent \$10,149,388 with CBEs. The DCSEU’s FY 2023 contractual requirement for CBE spending based on its total actual spending of \$41,197,900 was \$14,419,265.

# 2023 in Review

## Initiative Activity Table

Table 2. DCSEU initiatives, by core area

Core Area	Initiative Name	Descripton	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, & electric lawn equipment; Energy Conservation Kits for market-rate and income-qualified residents	DC residents
Low-Income Multifamily	HVAC Replacement	Transitioning income-qualified single-family residents’ homes from fossil fuel heating and water heating to electric heat pumps and heat pump water heaters	Income-qualified DC residents
	Affordable Housing Retrofit Accelerator	Custom technical and financial assistance for energy efficiency improvements for qualifying multifamily properties in partnership with DOEE and the DC Green Bank	Property owners/managers of affordable multifamily buildings that did not meet the District’s Building Energy Performance Standards (BEPS)
	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
	Low-Income Prescriptive Rebates	ebates for energy-efficient lighting, heating, and cooling for income-qualified properties	Property owners/managers of multifamily buildings, shelters, and clinics serving income-qualified DC residents; contractors

Core Area	Initiative Name	Descripton	Customer
Renewable Energy	Commercial and Multifamily Solar	Incentives to install solar PV systems to commercial and multifamily (market-rate and affordable) customers	Commercial and multifamily 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 and 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

# 2023 in Review

## Budgeted to Actual Expenditures

DCSEU FY 2022 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)	\$355,148	\$150,000	\$505,148	\$389,386	\$134,528	\$523,914
C&I	Commercial Midstream	\$617,215	\$100,000	\$717,215	\$760,585	\$85,034	\$845,619
C&I	Commercial Custom	\$4,421,302	\$2,133,000	\$6,554,302	\$4,548,540	\$1,714,780	\$6,263,320
C&I	Commercial Direct Install	\$286,662	\$80,000	\$366,662	\$85,940	\$82,694	\$168,634
LIMF	Income Qualified Efficiency Fund	\$2,711,354	\$552,381	\$3,263,735	\$2,803,388	\$438,994	\$3,242,382
LIMF	Low-Income Multifamily Comprehensive	\$382,223	\$105,000	\$487,223	\$549,666	\$201,141	\$750,807
LIMF	Low-Income Multifamily BER	\$3,319	\$500	\$3,819	\$7,000	\$4,029	\$11,029
RES	Residential Efficient Products	\$291,226	\$238,000	\$529,226	\$279,309	\$326,887	\$606,196
RES	Residential Midstream	\$10,741	\$1,000	\$11,741	\$8,116	\$656	\$8,772
RES	Energy Kits and Food Banks (LI)	\$550,983	\$875,660	\$557,155	\$550,984	\$6,172	\$557,156
WFD	Workforce Development	\$-	\$875,660	\$875,660	\$-	\$1,086,669	\$1,086,669
RE	Commercial Solar	\$144,827	\$12,000	\$156,827	\$52,972	\$17,002	\$69,974
RE	Low Income Solar	\$125,000	\$8,000	\$133,000	\$81,300	\$8,978	\$90,278
INN	Innovation - Market Rate	\$-	\$-	\$-	\$30,000	\$5,951	\$35,951
PS	Program Support	\$-	\$2,399,333	\$2,399,333	\$-	\$2,942,107	\$2,942,107
G&A	General and Administrative Support	\$-	\$4,140,262	\$4,140,262	\$-	\$3,404,300	\$3,404,300
TOTAL		\$ 9,900,000	\$10,801,308	\$20,701,308	\$10,147,185	\$10,459,922	\$20,607,107

### Solar for All

**Budgeted:**.....\$12,150,985  
**Actuals<sup>3</sup>:**.....\$7,665,485  
**176** single-family solar PV systems installed  
**28** CREFs installed  
**6.34** MW in total solar capacity through Solar for All

### HVAC Replacement

**Budgeted**.....\$864,007  
**Actuals**.....\$858,061  
**34** income-qualified families served  
**30** efficient electric heat pumps installed  
**25** efficient electric heat pump water heaters installed  
**21** electric heavy ups completed

### Train Green SEICBP

**Budgeted**.....\$403,983  
**Actuals**.....\$401,629  
**Courses Provided**.....32  
**145** course registrants are DC residents, 142 are affiliated with a CBE or CBE-eligible DC business

### Affordable Housing Retrofit Accelerator

The DCSEU received funding from three sources in support of the Affordable Housing Retrofit Accelerator in FY 2022. The federal ARPA funds are part of a three-year program and a portion of these funds has been carried over to FY 2023.

**Budgeted:**.....\$35,195,136  
**Actuals:**.....\$11,515,258

<sup>3</sup> Due to project delays as a result of supply chain and other market factors, the DCSEU carried over funds to complete community solar projects in progress in FY 2023.

# Making Clean Energy More Affordable and More Accessible

*For Vulnerable Communities*



**176,837**

LED bulbs provided through DCPS, Non-profits, and food banks

**\$11.1 million**

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

**32,000 metric tons**

of greenhouse gas emissions (MTCO<sub>2</sub>e) prevented.

*In FY 2023, The DCSEU continued to yield positive outcomes for LMI communities as offerings change and key programs enter their sophomore year.*



Since 2016, the DCSEU has provided income-qualified District residents with energy-efficient LED lighting kits, bulbs, and home energy conservation kits through partnerships with District of Columbia Public Schools (DCPS), local food banks, community-based organizations (CBOs), the Low-Income Home Energy Assistance Program (LIHEAP), and other District programs serving income-qualified residents. , Due in part to the successful delivery of programs like these, almost all screw-based LED bulbs became the national standard at the end of the first quarter of FY23, marking the last year that the DCSEU was able to provide kits with LED bulbs.

In this last year, just over 12,000 efficient LED lighting kits and home energy conservation kits were distributed to income-qualified residents through DCPS and community-based non-profits, or directly to their doorsteps. Additionally, over 46,000 bulbs were

provided to Capital Area Foodbank for distribution directly to residents. In total, that's \$1.8 million in lifetime energy cost savings for families with the highest energy burdens in the District.

As some programs began to wind down this year, the HVAC Replacement Program entered its sophomore year and ramped up. In 2023 the HVAC Replacement Program more than doubled the number of households whose HVAC systems were efficiently electrified in FY 2022. For income-qualified single-family homeowners and renters that means replacing gas heating and water heating systems, and in some cases gas stoves, with efficient electric heat pumps, heat pump water heaters, and electric ranges at no cost. This year brought even more collaboration with the Solar for All program providing the benefits of rooftop and community solar to participants in the HVAC Replacement program. The two teams

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developed a combined income verification process for residents; 4 HVAC Replacement Program participants received rooftop solar at no cost, helping to keep their energy bills in check. Looking forward to FY 2024, the HVAC Replacement program will be funded to electrify as many as 4 times the District homes served in FY 2023 and will begin offering induction stoves as well.

The Affordable Housing Retrofit Accelerator (AHRA) also picked up steam in its sophomore year, continuing to provide owners and managers of affordable multifamily housing with the tools they need to upgrade their buildings and meet the District’s Building Energy Performance Standards (BEPS). By the end of FY 2023, 60 ASHRAE Level II audits were completed, and we worked with contractors to procure or implement energy efficiency measures including chillers, boiler controls, building automation systems, heat pumps, smart thermostats, lighting, pipe insulation, retro-commissioning, low-flow water fixtures, and radiator enclosures at 17 multifamily affordable housing properties with more than 2,800 tenants. Each measure brings District property owners and managers closer to compliance with DC’s Building Energy Performance Standards (BEPS).

The DCSEU, through the Income Qualified Efficiency Fund (IQEF) provided technical assistance, direct contractor services, and \$1.25 million in incentives for 11 projects at multifamily properties across DC. Over 62% of these incentives were delivered through CBEs. IQEF was also highlighted at the ACEEE Energy Efficiency as a Resource 2023 Conference for leadership in program design, implementation, and evaluation. Through the Low-Income Comprehensive program, DCSEU Account Managers and Engineers provided no-cost technical assistance and more than \$549,000 in incentives helping property owners and managers complete 21 projects and achieve more than \$6.2 million in lifetime cost savings.





# CASE STUDY: DC Safe

## A Sustainable Shelter for Survivors

DC SAFE, the District’s sole 24/7 crisis intervention agency for domestic violence survivors has been a place of refuge for thousands of residents since 2006. Driven by a mission to ensure the safety and self-determination of survivors through emergency services, court advocacy, and system reform, DC SAFE stands as a vital pillar of support for those in need. The DCSEU first began a partnership with the non-profit in 2019 through a joint fundraising campaign, “The Power to Save Lives,” raise funds to provide energy-saving appliances to their new SAFE Space Crisis Shelter.

Now, with the ribbon-cutting ceremony held on July 20, 2023, SAFE Space has opened its doors to survivors in need. The modern shelter holds 30 well-equipped units, each complete with its own kitchen, bathroom, and living area. Designed to house up to 750 survivors and their families each year, this facility stands alone in the District as a 24/7 refuge that can offer immediate placement within an hour of a domestic violence incident. It also triples the capacity of its previous location and delivers on-site support service, family-friendly recreational facilities, heightened security, and access to public transportation, all while maintaining environmental sustainability. “Energy efficiency is really important to use because we are a non-profit organization and have to be good stewards of our resources,” says Natalia Otero, Co-Founder and Executive Director of DC SAFE.

The organization began the project around 6 years ago with the purchase of a new lot in NE DC. However, they recognized an urgency to build quickly with COVID-19 lockdowns causing an increase in domestic abuse incidents in the District. The DCSEU was able to provide assistance with the planning and building process, offering consultations and energy audit walkthroughs to optimize sustainable solutions for the shelter. “It was really helpful to have the guidance because we’ve never done this before. So, it was important to make those decisions up front,” Otero says of the guidance received. Through the process, the DCSEU also provided more than \$55,000 in incentives for lighting, HVAC, refrigeration, and faucet aerators.

Otero notes, “Social change is not for the short-of- patience or -perseverance... and it can only be innovative and adaptive if it is backed up by a collective action. This incredible building is a testament to that.” With these energy-efficient measures in place, the new SAFE Space Crisis Shelter is projected to conserve more than 145,000 kWh and 36 MMBtu annually. As the shelter embraces sustainability, it simultaneously reaffirms its mission to provide essential support to survivors within the District.



“  
Energy efficiency is really important to use because we are a non-profit organization and we have to be good stewards of our resources.”

Natalia Otero, Co-Founder and Executive Director of DC SAFE



# CASE STUDY: Paradise at Parkside

## When Electrification Meets Affordable Communities

Paradise at Parkside, an affordable housing complex in the Kenilworth-Mayfair neighborhood managed by CT Group and owned by Telesis Corporation, embarked on a journey to enhance energy efficiency within the property. Their ambitious goals included renovating units with energy-efficient HVAC systems, implementing lighting projects, and installing solar arrays. The relationship with the DCSEU began in 2012 with incentives to install compact fluorescent lighting, faucet aerators, and low-flow showerheads in their units. These initial steps laid the groundwork for more ambitious initiatives and improvements in the future.

In 2020 and 2021, Paradise at Parkside achieved a significant milestone by installing 24 Community Renewable Energy Facilities (CREFs) with the DCSEU, about 1.8 MW of total capacity across 15 buildings in Ward 7. This project was a part of the Department of Energy & Environment’s (DOEE) Solar for All Community Solar program, providing approximately 514 income-qualified households across the District -- 99 of which are households within the complex -- with access to solar energy and the promise of reduced energy bills over the next 15 years.

Furthering their commitment to energy efficiency and electrification, Paradise at Parkside embarked on extensive HVAC enhancements and

electrification upgrades in 2021. Their goal was to replace their buildings’ Magic Packs, an all-in-one gas heating and electric cooling system, with energy-efficient electric heat pumps. With 653 units to upgrade, they converted the first 80 units on their own. These heat pumps both heat and cool but are far more efficient and eliminate the use of natural gas. Through multiple phases of the DCSEU’s custom incentives, Income Qualified Energy Fund (IQEF), Affordable Housing Retrofit Accelerator (AHRA) program, and work with DCSEU-approved contractor John G. Webster, they successfully integrated heat pumps into approximately 343 additional units and completed an energy audit in 2022. Heat pumps for the remaining 198 units were purchased with funds from AHRA with installation by John G. Webster planned for fiscal year 2024.

Fred Killian, representing CT Group, highlights the project’s multifaceted benefits, stating, “We’re doing two things. We’re providing better, less expensive heating and cooling for the residents, but also replacing units completely and cutting down our repair costs and replacement costs.”

Residents of Paradise at Parkside have experienced the tangible benefits of these energy-efficient upgrades. Chandra Williams, a long-term resident of over 18 years, rejoices in her significantly reduced utility bills, which dropped from \$140 to around

\$26. She also notes the improved air quality, remarking, “It’s beautiful. You can really tell the difference.”

Tyketa Barnett, who has been a resident since 2015 and received a new HVAC unit last year, shares her enhanced-comfort experience. Occupying a two-story unit, she enjoys a more consistent bill, as opposed to the previous fluctuation. She says that it takes less energy to heat and cool her home, and the air circulates more efficiently, ensuring the

entire unit stays comfortably conditioned. Fred Killian from CT Group expresses gratitude for the pivotal role played by the DCSEU, stating, “DCSEU being able to step in with technical assistance and incentives over the years has been super helpful.” The efforts and upgrades made by Paradise at Parkside stand as a testament to the positive impact of collaborative energy efficiency, electrification, and renewable energy initiatives, benefiting both residents and property management alike.

“

*It’s beautiful. You can really tell the difference.”*

Chandra Williams - Resident





# CASE STUDY: Cathy Howard Interview

## No-Cost Electrification for Native River Terrace Resident

It's record heat during a late summer's afternoon in the Ward 7 River Terrace neighborhood. The sun is shining bright on Cathy Howard's home. Luckily, Ms. Howard can take advantage of the extra sunshine because she has a rooftop solar system on her home. A DC native, Ms. Howard has taken advantage of the DCSEU's Solar for All and HVAC Replacement programs to make her home more comfortable and her energy bills lower for years to come.

Solar for All, a program of the District of Columbia's Department of Energy and Environment, seeks to provide the benefits of solar electricity – including reducing energy bills by half – to 100,000 low-income households by 2032.

Ms. Howard was referred to the program by her cousin, who had noticed a significant change in his utility bills after participating in the program himself. After finishing the application process, Greenscape Energy completed the installation in August 2022. With a year's worth of solar benefits under her belt, Ms. Howard exclaimed, "It's a big difference in the bills. It's helped tremendously!"

After a positive experience with Solar for All, Ms. Howard also qualified for the HVAC Replacement Program, which helps residents make the switch

from natural gas and electrify their home heating and water heating systems. This program helps residents reduce emissions, increase comfort and air quality in their home, and, when combined with Solar for All benefits, keeps energy bills in check.

Since many River Terrace homes consist of brick construction with little to no insulation, the HVAC replacement upgrades were not only a huge help but were necessary to keep Ms. Howard's home comfortable throughout the seasons. "I'm cooler in the summer and warmer in the winter!"

“  
*It's a big difference in the bills.  
It has helped tremendously.*”

Cathy Howard - Resident

# CASE STUDY: Cerise Turner Interview

## Empowering Ms. Senior DC through Affordable Electrification

In early 2003, long-time Ward 4 resident and retiree Cerise Turner was approached by Solar Solution, a DCSEU approved solar installer for Solar for All, to receive rooftop solar at no cost. As she began the process of enrollment, the installer informed her of the HVAC Replacement Program that could assist her with replacing her gas water heater. Concerns about potential breakdowns of the 30-year-old water heater and increased utility costs were a challenge that motivated her to move forward with both programs.

Through the HVAC Replacement program, her installer, Greenscape Energy, provided her home with a "heavy-up," increasing the amperage of the electrical service to her home in preparation for the installation of a 50-gallon heat pump water heater. Solar Solution – through Solar for All – then installed solar panels and provided her with a brand-new roof, further enhancing her home's energy efficiency.

Now her home's HVAC system is gas-free, has an energy-efficient heat pump water heater, and her roof sports solar panels to help keep any increased electricity costs at bay. For Ms. Turner, cost matters. Saving on utilities reduces her financial burden, enabling her to reserve money in case an emergency should arise. "Living on social security, energy bills factor greatly. When I was paying the full price, I had to budget, and the budget was much tighter, and some things you must do without, but

now I have more money in my pocket that I can do more things with," said Turner.

While initially focused on the financial benefits, she also recognizes the broader environmental impact of electrifying her home. By reducing harmful emissions, improving her home's indoor air quality, and lowering her carbon footprint, she contributes to a cleaner environment.

As Ms. Senior District of Columbia 2023, a big part of Ms. Turner's platform is to help DC Seniors achieve technology literacy and avoid scams, frauds, and financial exploitation online. Ms. Turner found the application process to be straightforward and senior-friendly. Her message is clear to all eligible DC residents: "Don't delay; take advantage of these free programs."

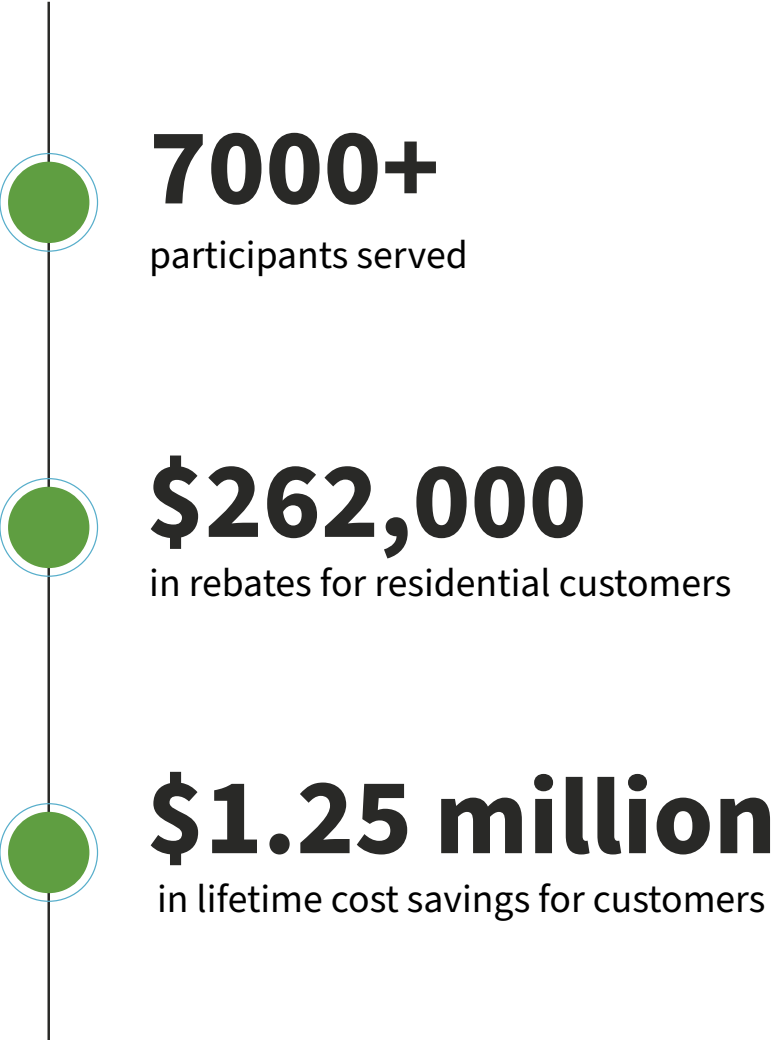
Through her electrification journey with the DCSEU, Ms. Turner continues to play a part in creating a more sustainable future for the District, not only improving her own quality of life, but demonstrating that electrification is a possibility for all DC residents.

“  
*Don't delay; take advantage of  
these free programs.*”

Cerise Turner - Resident

# Providing Energy-Efficient Choices at District Doorsteps

For Residents



*In FY 2023, the DCSEU continued to fulfill our commitment to residents in the District by providing a variety of enhanced incentives, rebates, and programs for lighting, appliances, HVAC equipment, and lawn care.*



Since 2012, the DCSEU has partnered with local retailers to provide discounted energy-efficient bulbs and fixtures at the point of purchase. From CFLs to LEDs, this program, and others like it across the nation have helped transform the market and make the most efficient choice the easiest choice for people looking for the best options to light their homes while reducing energy costs. After January 1, 2023, the federal standards effectively banned the sale of incandescent light bulbs in favor of more efficient LEDs. This was always the goal and at the end of the first quarter of FY 2023, the DCSEU retail lighting program was concluded. In the last year of the program, we began an advertising campaign informing District residents that the discounts were coming to an end. The result: first quarter FY 2023 discounts on more than 36,000 LED bulbs and fixtures.

After more than a year of providing rebates for electric lawn care equipment, one significant change involved offering enhanced rebates for lawn care during the spring and summer months. Recognizing the increased demand for lawn care applications during the spring and summer, the DCSEU increased electric push lawn mower rebates from \$75 to \$100, and electric riding lawn mower rebates from \$500 to \$600. These changes were aimed at making rebates more attractive and accessible to residents at the time when they would need them most.

The DCSEU continued to provide rebates on efficient appliances and HVAC equipment in FY 2023. Across its appliance, HVAC, and electric lawn equipment programming, the DCSEU provided \$194,000 in rebates distributed over 1,294 applications. In total, we incentivized more than 1,650 measures. This reflects

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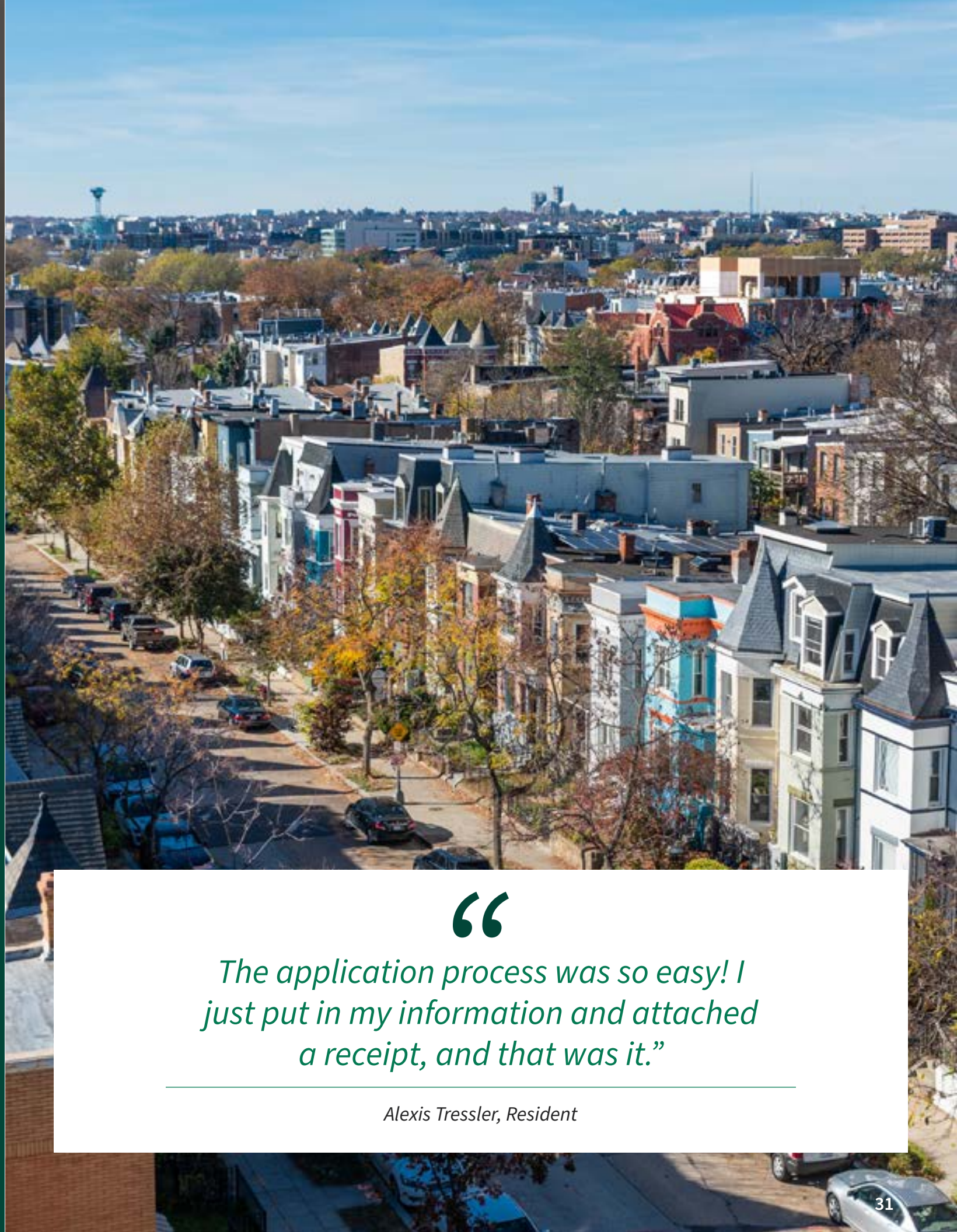
our commitment to supporting our customers and promoting energy efficiency in the community.

In addition to these changes, the DCSEU sponsored the Clean Air Partners, a public-private partnership formed by the Metropolitan Washington Council of Government (MwCOG) and the Baltimore Metropolitan Council 2023 Air Quality Awareness Week campaign. The campaign reached out to DC residents with important messages about the small steps we can all take to help improve air quality. This effort culminated with two “Backyard Bubble” events at local ACE Hardware stores in Brookland and Petworth, providing a valuable opportunity to engage with our customers directly. These events not only promoted enhanced rebates for lawn care but also collected valuable feedback regarding residents’ experience with DCSEU programs. Speaking face to face with residents and understanding their needs and concerns at the residential level provides invaluable information, reinforcing our commitment to enhancing our programs and serving the District.

*“This is not the first time I interacted with DCSEU for an energy-efficiency rebate for an appliance over the years, and I find the program excellent for the environment, terrific for DC residents and easy for consumers to utilize! Thank you!”*

*FY 2023 Efficient Products  
Program Participant*





# CASE STUDY: Alexis Tressler

## New Home, New Efficient Opportunities

Alexis Tressler, a resident of the DMV area for nearly two decades, recently achieved a new milestone with her husband: after six years of living in the District they decided to purchase a new home in Ward 6.

Once they began the moving process, Alexis proactively sought programs in the District that focused on enhancing their new home’s energy efficiency. Discovering the DCSEU’s residential rebate programs, she seized the opportunity to receive rebates and incentives for essential upgrades, including a Smart Thermostat and an ENERGY STAR clothes washer.

With a goal to make their home as efficient as possible, Alexis prioritized installing the most energy-efficient products while also emphasizing home automation. She stressed the importance of being mindful of power usage, noting, “You want to be the most efficient with the power use in your home. So we try to have anything we can automated just for ease and efficiency.”

A key component in Alexis’s journey towards efficiency is the implementation of a smart thermostat. She highlighted the convenience of having a safeguard in place, allowing her to adjust and set the temperature remotely through her phone. This automation contributes to a worry-free approach to energy management, especially when leaving her home.

Navigating the rebate application process through the DCSEU proved to be a seamless experience for Alexis. Reflecting on the process, she remarked, “The application process was so easy! I just put in my information and attached a receipt, and that was it.”

For Alexis, the choice to make energy-efficient decisions aligns with her commitment to reducing emissions. She has consistently taken steps to enhance her energy efficiency and sees it as the preferred choice. “For me, it felt like there wasn’t really another choice I was interested in making.”

Encouraging others to consider energy-efficient choices, Alexis views it as the “better choice” that everyone should contemplate. She emphasizes that making better choices, financially feasible and accommodating for one’s home, should be the norm.

Looking ahead, Alexis intends to continue her journey towards energy efficiency. “With these houses there are probably endless opportunities of things you can do to make them more energy efficient,” says Alexis. As Alexis and her husband continue to settle into their new home, they’re looking at solar panels as the next step in creating a sustainable and comfortable environment for their family.

“

*The application process was so easy! I just put in my information and attached a receipt, and that was it.”*

Alexis Tressler, Resident

# Harnessing Solar Power for All 8 Wards

## Solar for All (Single Family & CREF)

**6.34 MW**

of renewable energy generating capacity installed (enough to cut electricity bills by 50% for 1,541 household)

**176 Solar PV Systems**

installed on income-qualified single-family homes.

**59 Roof Repairs**

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

**4 Battery Systems**

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

**28 CREF**

(community Solar) installations

*In FY 2023, the Solar for All program continues to lead the nation in getting the benefits of solar to communities that need it most.*



This year the U.S. Department of Energy (US DOE) announced over \$8 billion dollars in funding to “expand access to cheaper, cleaner energy for American families and deploy solar power to underrepresented communities”<sup>4</sup> across the nation. Along with that announcement, the District’s Solar for All Program was recognized as one of the 5 recipients of the 2023 US DOE Sunny Award for Equitable Community Solar. Within days of the announcement, two of its Community Renewable Energy Facilities (CREFs) were visited by U.S. Secretary of Energy Jennifer Granholm and U.S Secretary of Health and Human Services Xavier Becerra. The District’s Solar for All program continues to be a model for the nation, and this year the DCSEU continues to find innovative ways to reduce the electricity bills of low- and moderate-income residents by tapping the power of the sun.

The Solar for All program was able to install 176 solar PV systems on the roofs of income qualified DC residents at no cost in partnership with 7 local installers, 5 of which were Certified Business Enterprises (CBEs). That is the most homes completed in the history of the program, totaling approximately 1.59 MW in solar capacity installed and \$1.76 million in electricity bill savings for these income-qualified families over the next 20 years. After establishing roof repairs with the District Department of Energy &

Environment (DOEE) in FY 2022, the DCSEU continued helping residents eliminate barriers to participation, with 59 homes receiving roof repairs. 4 residences were also selected to participate in a home battery pilot that tested feasibility within the program while exploring the benefits to vulnerable communities. These are the kinds of innovations the DCSEU is committed to exploring in order to help bring the benefits of solar energy to 100,000 low- to moderate-income District families by 2032.

The DCSEU worked with 5 local Community Renewable Energy Facility (CREF) developers this year, 4 of which were District Certified Business Enterprises (CBEs), to complete 28 CREFs this year, 14 rolling over from FY 2022 and 14 from FY 2023. That is approximately 4.78 MW in solar capacity and \$10.25 million in electricity bill savings over the next 15 years now available to income-qualified residents who live in multifamily buildings or can’t install solar on their roofs. Combined with the rooftop systems installed, that’s a total of 6.37 MW of solar capacity, cutting electric bills for more than 1,600 income-qualified DC households in half – upwards of 7,600 MWh/yr generated. If replacing natural gas generation<sup>5</sup>, these systems would avoid up to 3,730 tons of CO<sub>2</sub>e emissions per year. Twenty additional CREF projects will rollover into FY 2024, 6 from FY 2022 and 14 from FY 2023.

<sup>4</sup> Source: Biden-Harris Administration Announces New Investments to Support and Accelerate Community Solar Across America | Department of Energy



## CASE STUDY: Brentwood Reservoir

### Partnering for a Cleaner/Greener Future

At the heart of Ward 5, the Brentwood Reservoir, owned by DC Water, has been a vital water source since 1959. Beneath its reinforced concrete structure lies a reservoir capable of holding over 25 million gallons of water, serving the city's needs. With the completion of one of the largest solar projects in the District, now the reservoir will now provide residents with more than water.

The project is a result of an innovative partnership between DC Water, DCSEU, NHT Ingenuity Power (a joint venture of National Housing Trust and Urban Ingenuity), NEO Energy, Working Power, and Sunlight General Capital. Bracken Hendricks, co-founder and Managing Partner of Urban Ingenuity highlights the project for "leading the way in making community solar an engine of economic opportunity as it builds healthier neighborhoods and climate resilience." Priya Jayachandran, CEO of the National Housing Trust, emphasizes that this

project "embodies NHT's commitment to equitable clean energy solutions that share financial, environmental, and health benefits with all DC residents."

In December 2022, representatives from District government, the business community, and students from KIPP DC College Preparatory STEM program gathered on-site to see the progress. Students took a tour of the solar facility and had the opportunity to speak with leaders involved in the project's construction. "We're grateful for our students to get hands-on knowledge of the green economy. As we prepare them to become tomorrow's leaders, it's vital they understand how to protect our planet and leave their mark," shared KIPP DC College Preparatory principal Stephanie Young.

The site also served as a backdrop for an Earth Day celebration in April, when representatives

“

*Ensuring every community has access to the benefits from affordable clean energy resources like solar is key to President Biden's vision of an equitable clean energy future.”*

*Jennifer M. Granholm - U.S. Secretary of Energy*

from the U.S. Department of Energy were present to recognize the inaugural 2022 Sunny Award Grand Prize winners for Equitable Community Solar. The District's Solar for All program was also recognized, one of 5 recipients receiving a prize for Best Practices in Community Solar. U.S. Secretary of Energy Jennifer M. Granholm gave remarks at the event, stating, "Ensuring every community has access to the benefits from affordable clean energy resources like solar is key to President Biden's vision of an equitable clean energy future."

This 1.8MW solar installation uses approximately 4000 solar panels, both on the reservoir cap and the

southern-facing slope. The system is projected to generate over 2.5 million kWh annually once online, providing bill credits to over 500 income-qualified families and reducing their bills in half through Solar for All. "With the addition of this solar facility, residents in Ward 5 join the more than 8,000 District households that receive solar benefits through the Solar for All program," said Tommy Wells, former Department of Energy and Environment (DOEE) Director and current Director of the DC Mayor's Office of Policy and Legislative Affairs.

<sup>5</sup> [U.S. Energy Information Administration - EIA - Independent Statistics and Analysis](#)





## CASE STUDY: Sargent Memorial

### House of Worship Utilizes Their Parking Lot to Care for DC Residents

Sargent Memorial Presbyterian Church has been a presence in Ward 7, serving their community for over 95 years. Founded as St. Andrews Mission, the church's history traces back to 1908 where they worshiped in Fairmont Heights, MD. After relocating to the District in 1922, today the church continues to evolve its mission, embracing a new way to serve District residents through the installation of a transformative solar array in its parking lot.

The installation developed in partnership with Groundswell, Urban Ingenuity, Office of the People's Counsel (OPC), SunLight General Capital, SunCatch Energy and Working Power, and the DCSEU. "Sargent Memorial solar shows what real climate leadership looks like by demonstrating that clean energy can build wealth and broaden opportunity," said Bracken Hendricks, co-founder of Working Power and Urban Ingenuity. Hendricks also states that the project is also an inaugural investment of the Working Power Impact Fund, which generates dedicated income for community groups to fund their social and economic justice work nationally.

These organizations came together to celebrate the new installment with a ribbon cutting ceremony that took place on June 16th where they were joined by Rev. Juan Guthrie, the pastor of Sargent Memorial. "We are called by Christ to care for one another. Through this solar array, our congregation

[at Sargent Memorial] is able to share God's gifts with our neighbors in the surrounding community," Rev. Guthrie states.

This endeavor serves as a powerful testament to the potential of faith-based organizations to foster positive change by reducing greenhouse gas emissions and providing tangible support to local residents. The 256 kWdc solar array will serve 73 income-qualified households in the District by reducing their utility bills and providing energy savings of approximately \$547,000 over the 15-year life of the project. The installation is a part of Solar for All, a Department of Energy & Environment (DOEE) program to support Mayor Muriel Bowser's initiative to provide 100,000 low-to-moderate income families with the clean energy in the District.



“

*Sargent Memorial solar shows what real climate leadership looks like by demonstrating that clean energy can build wealth and broaden opportunity.”*

*Bracken Hendricks, Co-Founder of Working Power and Urban Ingenuity*

# Working with Businesses to Make Clean Energy the Easiest Choice

## Businesses Highlights

**\$162 million**

in lifetime cost savings for businesses

**\$5.7 million**

in incentives provided to DC businesses supporting \$44.6 million in clean energy projects (7511, 7512, 7513, 7520)

**1,338 projects**

completed in C&I market

**450,000 metric tons**

of greenhouse gas emissions (MTCO<sub>2</sub>e) prevented

*Even though pandemic market conditions and unpredictable investment cycles continue to plague commercial and institutional (C&I) properties into FY 2023, the DCSEU is adapting to the challenge, responsive to these historic conditions with flexibility and innovation.*



Amidst challenges like increased interest rates, which after historic lows for decades, have reached 5.33 percent at the end of FY 2023, property owners and managers still have many financial decisions to make in their buildings. Making large capital improvements above code can be tough. In year 3 of the District's Building Energy Performance Standards (BEPS) Period 1, all non-compliant buildings above 50,000 square feet must have selected a compliance pathway. Along with continued technical support from DCSEU Account Managers and 4 "roundtable" sessions throughout the year to help universities, hospitals and health care facilities, multifamily buildings, and commercial real estate properties plan for their next upgrade, the DCSEU launched the Commercial Energy Audit offer in the second quarter of FY 2023. Buildings above 50,000 square feet not meeting BEPS could receive up to \$15,000 off a qualifying American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) Level II energy audit to better help them identify cost and practicality for multiple energy conservation measures specific to the facility. Eight commercial audits were incentivized by the DCSEU, helping these property owners and managers better plan for upgrades and ways to increase their ENERGY STAR score to comply with BEPS. The offer will continue

into FY 2024 with an additional 37 audits the DCSEU may support..

For both our downstream Business Energy Rebates and midstream Instant Lighting rebates offered via DCSEU participating distributors, changes to federal lighting standards meant a drastic change to our lighting offerings. We recognized the impact this had on customers seeking lighting rebates, so, in addition to offering enhanced rebates for small businesses and income-qualified facilities, we increased the rebates for linear replacement lamps and 2- and 4-pin based bulbs, 3 of the most highly submitted measures within these programs. DCSEU participating distributors are also now able to use a new qualified product management tool for easier submissions and more control with access to historical data on their submissions helping them better forecast into the future. Through downstream rebates the DCSEU continued to offer rebates on refrigeration, food service, motors, HVAC, and electric lawn care equipment with plans in FY 2024 to launch a midstream instant HVAC rebate offer. In total, the DCSEU provided more than \$5.7 million in rebates and incentives to more than 1,300 participants through its C&I programs in FY 2023



# CASE STUDY: Festival Center

## Empowering the Community Through Energy Efficiency

For over 30 years, the Festival Center has served as a hub for activists, artists, nonprofits, people of faith and non-faith backgrounds, and justice-seeking organizations. In June 2023, the Festival Center opened its doors to its newly renovated building located in Adams Morgan. The building includes 43 rentable office spaces, a 1,540 square foot commercial training kitchen, a 500 square foot conference room, 800 square foot coworking space, and 30 parking spaces.

With 75% of all carbon emissions in the District coming from buildings, the Festival Center focused its renovation efforts on long-term sustainability. Many of the building’s occupants offer direct service to residents, from legal aid to music lessons; making these upgrades is part of the organization’s commitment to providing a safe and comfortable environment for the greatest community impact.

This project began back in 2020 when Executive Director Bill Mefford joined the organization with a goal of aligning the Festival Center’s vision with a sustainable building that would also serve as a coworking space for community organizations. After meeting with community partners and developing a clear vision for the building, Usource Construction, a District CBE that focuses on high-impact community-oriented projects, came on to bring this vision to life.

During the design phase of this project, Usource and the Festival Center began a relationship with the DCSEU to offer technical assistance with rebates, incentives, and other cost-saving measures that would support the project.

“Meeting with (DCSEU Senior Account Manager) Cory Chimka at the beginning of this and hearing

“  
*When our tenants and visitors hear and see the presence of DCSEU in what has been produced they know that this space is not just function, and not just pretty, it is made with tremendous skill and knowledge.”*

Bill Mefford - Executive Director, Festival Center

his encouragement and insight gave us a sense of legitimacy. And when our tenants and visitors hear and see the presence of DCSEU in what has been produced, they know that this space is not just functional, and not just pretty, it is made with tremendous skill and knowledge. I think this is huge,” said Mefford.

Their efforts to incorporate energy efficiency throughout the building’s lighting and HVAC systems all the way down to their choice of refrigerators led them to meet the threshold to receive an incentivized solar awning, which the organization hosted a ribbon cutting event for along with New Columbia Solar on August 10, 2023. In total, the DCSEU provided over \$10,500 in incentives for the completion of the building renovation.

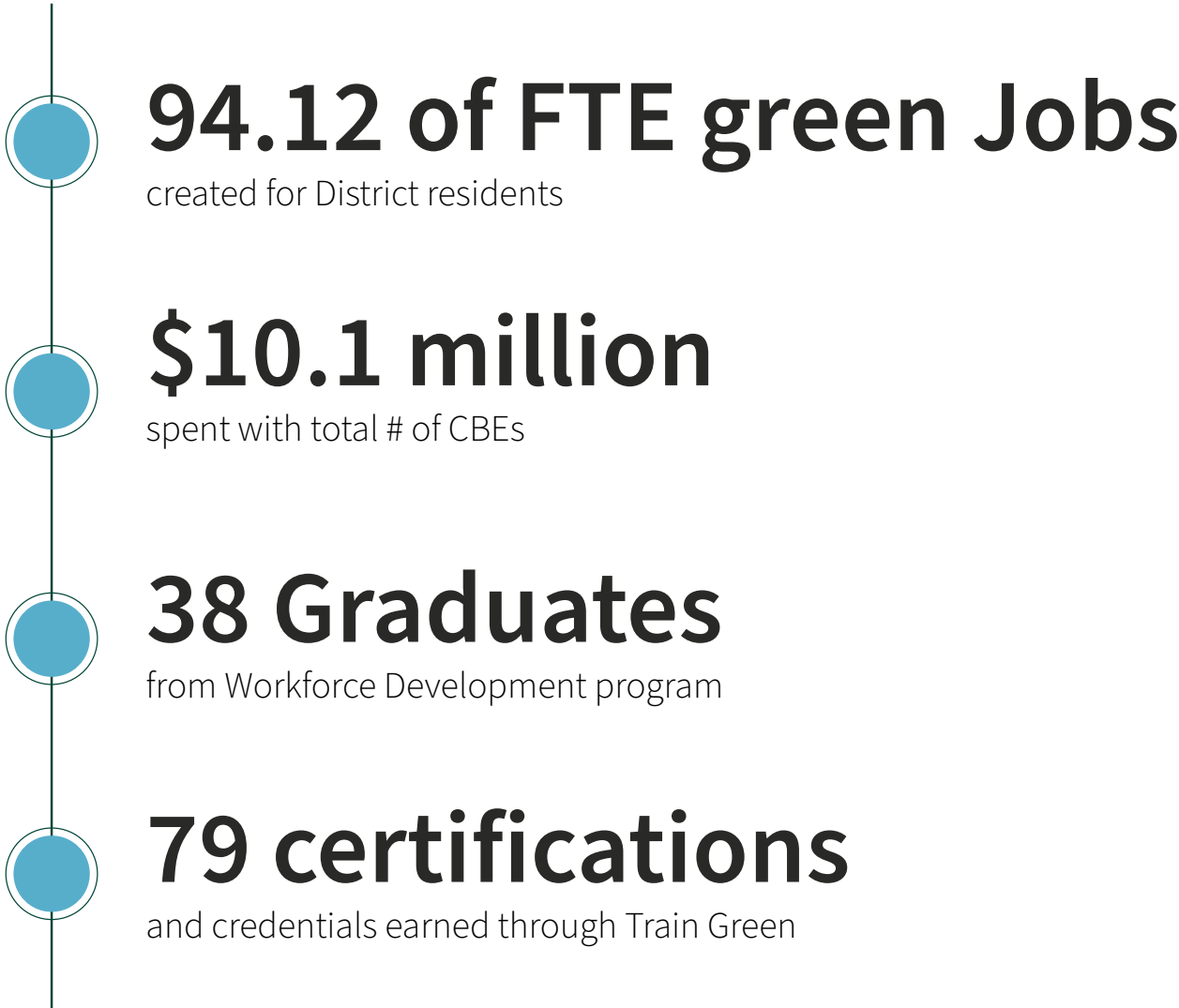
The solar system will generate roughly 56,800 kWh of energy annually, equivalent to 5 average American households’ energy use per year. This, along with upgrades to the building HVAC and lighting systems, will help them save an additional 52,027 kWh of energy annually, amounting to \$8,522 in annual energy cost savings.

With renovations that also include a discounted co-working space, a free library (the biggest social justice library in DC), and the Center for Spiritual Formation, the Festival Center is set to further energy efficiency initiatives into their mission as a faith-based organization.



# Partnering for a Future Green Workforce Today

## Green Job Highlights



*A rapidly expanding market brings with it a vibrant economy full of promising professional opportunities.*



Creating access to the job opportunities, certifications, and trainings that tomorrow’s local clean energy workforce needs remains at the forefront of the DCSEU’s mission. This year we worked to continue centering that mission by utilizing District Certified Business Enterprises (CBEs) in every facet of our organization, from local CBEs working as direct service contractors in our programs for our customers to working with CBE’s for our marketing and offices needs. Our close work with the District Department of Small and Local Business Development (DSLBD) on the second CBE Green Industry Rally was a highlight during which 8 staff members (representing each of the DCSEU programs and services) provided one-on-one meeting sessions with some of the over 70 CBEs in attendance. These vendors were provided with guides to our upcoming FY 2024 Request for Qualifications (RFQ) and each planned Scope of Work (SOW) that outlined the services needed for the bulk of the DCSEU’s programming. DSLBD CBE Green Grant

awardees were also in attendance providing back-office support to CBEs interested in working with the DCSEU. Throughout the year we work closely with some of the Green Grant awardees in interviews and open forums to assist them in providing that support.

FY 2023 saw the Train Green Sustainable Energy Infrastructure Capacity Building and Pipeline Program (Train Green SEICBP) enter its fourth year of providing training, credentials, and certifications in energy efficiency and renewable energy design, construction, inspection, and maintenance to CBEs and CBE-Eligible firms at no cost. Building off the successful implementation of the Course Levels and Pathways in FY 2022 that allowed for participants to find courses that align with their topic interest and skill level, the DCSEU developed a supplement to help participants plan for courses in FY 2023 and offered 32 total courses this year – the most in the program’s history. There were 215 individuals who registered for one

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or more courses and 143 of those individuals were associated with a CBE or CBE-eligible firm. There was a total of 539 instances of registrations with 443 of those attending the course to completion, which equates to an 82 percent attendance rate across this year's program. 79 credentials or certifications were also earned.

This year, the program had its first CBE instructor, Energy Shrink, and a greater effort was made to make courses more accessible to all participants. 3 courses were offered in Spanish, 2 of which were Spanish-language only, and American Sign Language (ASL) interpretive services were provided across 3 courses through a CBE translation services company. One of the two participants who needed the ASL services were able to go on to get their LEED certification.

Since 2014, through the Workforce Development Program the DCSEU has partnered with local companies and organizations, many of which are CBEs to mentor and provide on-the-job training to District residents. Through these externships, the DCSEU provides 2 cohorts of externs with a DC living wage and weekly trainings and certifications. This year, 13 organizations, 6 of which were CBEs, participated as mentor organizations and 38 externs graduated from the program with 35 securing full-time employment upon graduation, bringing the total number of DC residents graduating from the program to over 220.

***“Thank you very much for the opportunity. The training courses are very informative and have up-to-date information that helps CBEs grow and keep up with the industry. Thank you very much Mark and DCSEU team”***

*FY 2023 Train Green Participant*



# CASE STUDY: Workforce Development

## The Past Meets the Future

On Wednesday, April 12, 2023, five former externs from the DCSEU’s Workforce Development program joined the current cohort for Alumni Day, a time for past externs to share their stories of success and how their externships and weekly development meetings at the DCSEU have prepared them to succeed in the workforce. Alumni Day typically happens in the last month of the five-month program as our current externs prepare to graduate and are at the peak of their job search. Meet two former Workforce Development externs who are on the move in the green industry:

Debra Lyles was a salesperson from the beginning. When she was very young, she went door to door selling Burpee seeds. After college at Howard University, she owned and operated several successful businesses including a construction company and a company that operated electronic surveillance for BWI Airport. Her life seemed to come to a screeching halt when she was diagnosed with stage four pancreatic cancer. Thanks to great doctors and her own fighting spirit she is now cancer free. Grateful for a renewed appreciation for life, she felt she needed to reinvent herself. She got her MBA but was at a crossroads on the direction of her future. She joined the Workforce Development

cohort in 2019 and graduated in 2020. She worked as an extern for WDC Solar and found her home there. Today she is the VP of Business Development. One of her favorite sayings is from Stephen Covey, the author of the bestselling book 7 Habits of Highly Successful People. “Begin with the end in mind,” she told the externs. “Have a goal, then work to get there.”

It was just 7 months ago that Anzel Nichols was sitting in the same seats as the current externs. Before he came to the program he was at a low point, looking for new opportunities. It was a brush with death that inspired him to once again appreciate life and live it to the fullest. But first, he had to get over the fear that now plagued him from seeing danger up close. He used positive self-talk and affirmations to start moving forward again. Still, things didn’t happen quickly or easily. Anzel came to the DCSEU’s Workforce Development program and externed at Citizen Energy. He learned networking and received a promotion. At his current role as Administrative Assistant at VEIC, he feels like he is on his way to a great life and career.

These are just two examples of former Workforce Development externs who have gone on to

thrive in their careers. Since 2011, the Workforce Development program has helped more than 220 District residents earn full-time roles in the green industry. In 2024, two more cohorts of externs will embark on their journey in this program. With the impact of the program spreading across the District, including Program Manager Gleniss V. Brown Wade being featured in the National Association of

Workforce Development Newsletter and a recent feature in the Washington Informer, this program continues to make a lasting impact on District residents while bridging the gap for contractors and organizations in the green industry that are facing challenges hiring qualified candidates in this growing field.

“

*Begin with the end in mind. Have a goal, then work to get there.”*

*Stephen Covey, author of the bestselling book 7 Habits of Highly Successful People*





## CASE STUDY: Frank Borris Interview

### From Education to Action

When 23-year-old DC-native and Ward 4 resident Frank Borris graduated from college with a degree in bioengineering earlier this year, he set out to pursue a career in the green industry. A search through Indeed led him to the DCSEU's Workforce Development Program where Borris spent five months as an extern with DC Green Bank.

"My main appeal to this program was that they were accepting individuals of all backgrounds, especially new graduates," said Borris.

As the Community Access and Engagement Extern at DC Green Bank, Borris promoted a variety of workforce development programs offered around the District. The DC Green Bank funds efficiency and renewable energy projects across the District while working to expand the green workforce, ensuring that more projects can get done and DC can reduce its carbon footprint.

"We are excited to partner with DCSEU's Workforce Development Program and to have hosted Frank. This program aligns with our commitment to inclusive prosperity by creating a pathway to good clean jobs in the renewable energy sector. Together, we're building the green workforce of the future," said Laura Maretich, DC Green Bank Communications & Marketing Coordinator.

Due to COVID-19 and prior pandemic restrictions, Borris completed his previous internships remotely.

However, the Workforce Development program gave him an opportunity to work in the office for the first time. Borris reflected on this opportunity, saying, "Just to be able to come into the office and build up etiquette, establish relationships with coworkers, and hold myself accountable were my biggest takeaways."

Now that Borris has completed the Workforce Development Program, he plans to head back to school and further his studies in bioengineering with a sustainability background in his pocket.

With trainings under his belt such as Green Buildings 101, LEED GA courses, and LinkedIn Branding workshops, Borris advises future program participants to take advantage of every opportunity the program offers. He states, "This program has a wealth of opportunity to give whether it's job placement or resume building in addition to trainings and credentials that can advance anyone's career."

“

*My main appeal to this program was that they were accepting individuals of all backgrounds, especially new graduates.”*

*Frank Borris - Resident*



## CASE STUDY: Energy Shrink

### Preparing for the Future of the Green Workforce

The future of buildings in the District includes deep energy reductions, decarbonization, high-performance buildings, and people with the tools, knowledge, and training needed to make that happen. Energy Shrink, a DC-based Certified Business Enterprise (CBE) operating in the Metro DC area, is a consulting firm started in 2015 by Smita Chandra Thomas. Its focus: the decarbonization of the built environment.

The firm is no stranger to the DCSEU. After Smita heard about the Train Green Sustainable Energy Infrastructure Capacity Building and Pipeline Program (SEICBP) from the Department of Small and Local Business Development (DSLBD), and the program's goals to help CBE and CBE-Eligible firms

and their staffs build their capacity to service the clean energy sector of the District, she attended an instructor RFP info session in 2021.

"I was very curious about it [Train Green] and the courses offered at that time, but I felt we should be teaching them, not taking them because this is our space" Thomas said.

After a few cycles of awareness about the program, including 1-on-1 meetings with DCSEU staff, Energy Shrink applied and became a Train Green instructor in 2023. They offered 5 training sessions – two on Passive Design and Energy Modeling for Architects (English/Spanish) and three on Resilient Remodeling.

It was through the passive design course that Energy Shrink would find a new project manager, Christie Poinboeuf. Christie was so inspired by the course that she reached out to Smita for an informational interview about the work Energy Shrink does, leading to a project manager position with them. With over 25 years of management consulting experience, Christie previously advised U.S. Department of Energy Federal and National Laboratory officials on their sustainability programs.

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*We really need an army of qualified people who can go around fixing up our buildings.”*

*Smita Chandra Thomas - Founder of Energy Shrink*

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“As a long-time District resident, I wanted to become involved with DC’s green economy. The DSCEU provided me with diverse, local training opportunities and a place to network with experts like Smita.” said Christie. She went on to take several Train Green offerings, and one of them resulted in a LEED Green Associate certification.

Energy Shrink sits at the nexus between presenting trainings and providing their own clients with services like energy benchmarking and assessments for BEPS compliance. Energy Shrink’s larger projects focus on techno-economic analysis for market transformation programs and policy advisory

services. Smita pointed out that from this vantage point she is witnessing the market’s reaction to increased demand in those services with an increased need for people with Certified Energy Manager (CEM®) and Building Performance Institute (BPI) certifications.

“We really need an army of qualified people who can go around fixing up our buildings” said Smita. Such practical certifications – along with Continuing Education Credits (CEUs) and high incentives for property owners looking to find efficiencies – are the key ingredients to Energy Shrink’s proposed recipe for the District’s clean energy future.



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*As a long-time District resident, I wanted to become involved with DC’s green economy. The DSCEU provided me with diverse, local training opportunities and a place to network with experts like Smita.*

*Christie Poimboeuf - Project Manager, Energy Shrink*

# Making Visible Impact to Deliver Lasting Value

Remaining visible in the communities we serve as well as online is key to keeping our programs and services accessible to all DC residents and businesses. This year, the DCSEU continued our efforts to be accessible to all. Below are highlights of some of these results.

## Social Media

### Followers:



### Impressions:



### Engagements:



## Media Mentions

- More than 180 media mentions including in the Washington Informer, Business Insider, NBC4, Hill Rag, Philadelphia Inquirer, WHUR 96.3, WUSA-9 CBS, and the U.S. Department of Energy and Environmental Protection Agency press releases.

## Community Events

- 84 Community & DCSEU Hosted Events

# Investing in the Communities We Serve



# Investing in the Communities We Serve





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