



DC
SUSTAINABLE ENERGY
UTILITY

Second Quarter Report for Fiscal Year 2024

January 1 – March 31, 2024

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This report of the District of Columbia Sustainable Energy Utility covers the period from January 1 through March 31, 2024. This progress report contains information about the DCSEU's activity to date in FY 2024. It also contains information on the Affordable Housing Retrofit Accelerator, HVAC Replacement, Sustainable Energy Infrastructure and Capacity Building Pipeline, and Solar for All programs.

The data presented in this report is preliminary based on the DCSEU's estimates and is subject to change upon final verification. The data is subject to rigorous monitoring and verification by third-party evaluation and auditing firms hired by the District Department of Energy and Environment at the end of each fiscal year.



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A MESSAGE FROM THE DCSEU

January marked the start of the second quarter of fiscal year 2024 (FY 2024), which brought many changes to the DCSEU and its benchmarks. The District of Columbia's budget cuts have directly impacted the DCSEU, affecting initiatives such as Solar for All, the Affordable Housing Retrofit Accelerator (AHRA) program, and the Affordable Home Electrification program (AHEP). In March, the updates introduced in Contract Modification 17 (MOD17) took effect, yet in light of recent budget reductions within DC government, MOD18 is currently under review to accommodate a \$14.5 million decrease in the FY 2024 budget.

Following these budgetary adjustments, the DCSEU swiftly reassessed its strategies by engaging with customers, contractors, and key stakeholders to share the implications on remaining FY2024 projects, transitioning customers and contractors to alternative DCSEU programs, where possible, and fostering internal collaboration to fortify the pipeline for FY 2025 projects.

Despite these changes, the DCSEU has maintained our commitment to engaging with DC businesses and residents while expanding our outreach efforts. In February, a collaboration with Monumental Sports resulted in advertisements displayed at the Capital One Arena, yielding over 740,000 impressions at games and 98,000 online impressions from their newsletter campaign. Moreover, the DCSEU was prominently featured across 7 news outlets including the Washington Informer's article titled "Get Smart About Solar: Basics for Homeowners Considering Rooftop Panels."

As the DC government's budget continues to evolve in the forthcoming weeks, the DCSEU remains steadfast in delivering on our goals during this time of uncertainty. Amidst the significant changes of the past three months, the DCSEU is working through its partnership with DOEE and prioritizing the interests of building owners, residential customers, contractors, and job seekers as program adjustments are made. The team remains steadfast and positive in their commitment to advancing the collective efforts towards achieving DC's ambitious climate goals.



ERNEST JOLLY,
Managing Director

QUARTERLY FEATURE: PEOPLE & ENERGY

EFFICIENCY AT THE HEART OF NEW ROBERTS RESIDENCES



So Others Might Eat Roberts Residence, affordable housing complex, located in Ward 5.

So Others Might Eat (SOME) Roberts Residences is 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 with 75 units set aside for people below 30% of the Area Median Income (AMI) and all other units available only to people making less than 50% of the AMI. 75 units are also subsidized by the DC Housing Authority (DCHA) with 30-70% split for residents' rent with DCHA covering the larger portion.

Getting this project to fruition is a testament to SOME's tenacity as an organization and the collaboration between multiple District agencies, financing partners, construction and development partners, and other non-profits. Residents directly benefit from this with not only a place to call home, but also with great amenities like Wi-Fi enabled rooms, a gym, computer lab, rooftop terrace, library, and classroom space.

Even with all these moving parts, SOME remained committed to reducing energy

consumption throughout the building with DCSEU incentives for the new construction. The key components of this endeavor included the installation of a Variable Refrigerant Flow (VRF) heat pump system with LG mini-splits servicing the entire building, using ENERGY STAR-certified refrigerators in every unit, implementation of low-flow faucet aerators in kitchens and bathrooms for all units, and the inclusion of energy-efficient LED lighting throughout the building and all its units.

"For over a decade, DCSEU has been a vital partner to SOME, aiding in the production and sustainability of our affordable housing portfolio," said Jarrod Brennet SVP, Chief Housing Development Officer at SOME, Inc. "We have always found the DCSEU staff to be attentive and a pleasure to work alongside. For the 139-unit Roberts Residents building at 1515 North Capitol Street NE, the team was extremely accommodating and flexible in working around our tight timelines and availability 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."

The implementation of these measures will bring just over 300,000 kWh in annual electricity savings from the heat pump system, LED lighting, and ENERGY STAR Refrigerators, which is equal to the average annual electricity consumption of about 28 American households. They will also achieve 167 MMbtu in annual fuel savings and just under 500,000 gallons in annual water savings from all the low-flow fixtures installed. Along with these substantial future energy and water savings, come significant cost savings. From the installation of these measures alone, Roberts Residences will save just under

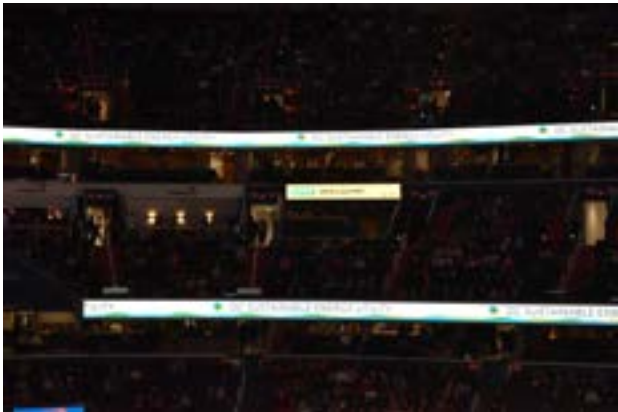
QUARTERLY FEATURE: PEOPLE & ENERGY EFFICIENCY AT THE HEART OF NEW ROBERTS RESIDENCES



From left to right: Jarrod Brennet SVP, Chief Housing Development Officer at SOME, Inc.; Yvonne Coles, DC Manager, Account Management at DCSEU; and Donald Fulp, Senior Housing Development Project Manager at SOME, Inc.

\$46,951 in annual electricity cost savings and just over \$13,500 in annual water cost savings. The reduced energy and water consumption positively contributes to the broader sustainability goals of the District along with bolstering its affordable housing stock. Additionally, these upgrades enhance the living conditions for residents, making their units more comfortable and efficient while minimizing their environmental impact. These benefits are all in alignment with the mission of SOME to provide “whole person care” while showing that affordable housing communities can take significant steps toward environmental responsibility, reducing energy costs for residents, and creating a brighter, more sustainable future for all.

IMPACT ACROSS THE COMMUNITY



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 2024 Q2 Results (January 1, 2024 through March 31, 2024)	FY 2024 Results (October 1, 2023 through March 31, 2024)	Cumulative Results (October 1, 2021 through March 31, 2024)	Year 3 Minimum Target (October 1, 2021 through September 30, 2024)	Year 3 Maximum Target (October 1, 2021 through September 30, 2024)	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 Minimum Benchmark Progress
2		Reduce Energy Consumption	Metric Tons CO ₂ e (modified gross) ⁴	Cumulative	13,229	14,770	115,435	155,590	183,517	256,924	367,035	74%	63%
3a		Increase Renewable Generating Capacity	kW capacity	Cumulative	608.8 kW	643.1 kW	1773.7 kW (27,120.1 MMBTU Source Energy Equiv)	2,700 kW	3,000 kW	4,500 kW	5,000 kW	66%	39%
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% (Target = 27,120.1 / 2 = 13,560 MMBTU; current efficiency savings = 90,085.6 MMBTU)	-	-	>= 50%	-	-	On Track / Exceeding
4		Deep Energy Retrofits	# of projects that lead to at least 30% site energy reduction	Cumulative	-	-	5	-	-	42	60	12%	18%

⁴ Please note: the DCSEU’s Greenhouse Gas Emissions reduction estimates in previous monthly and quarterly reports in FY 2022 were provided in “net” values. The DCSEU is evaluated on “modified gross” values and has updated its reporting to reflect this as of the April 2022 report.

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

Item	Benchmark	Description	Metric Unit	Goal Type	FY 2024 Period Results (October 1, 2023 through March 31, 2024)	Cumulative Results (October 1, 2021 through March 31, 2024)	Annual Benchmark Minimum (October 1, 2023 through September 30, 2024)	Annual Benchmark Maximum (October 1, 2023 through September 30, 2024)	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	\$747,443	\$1,138,691	\$4,160,000	\$6,240,000	27%	18%
6		Increase number of green collar jobs	Green job FTE's directly worked by DC residents, earning at least a Living Wage - Hours	Annual	22.72	35.59	66	88	54%	40%
7		DCSEU General and Administrative Expenses	% of Cost Reimbursement Ceiling (capped at 20%)	Annual	\$840,290	\$1,393,102		\$4,160,000		33%
8	Other Contract Requirements	Expenditures with Small Business Enterprises/ Certified Business Enterprises	35% of annual DCSEU operating budget subcontracted to SBEs/CBEs	Annual	\$409,384.29	\$580,683.30	\$16,593,609.20		3.5%	

² The DCSEU provides services under a performance-based contract that contains a broad array of performance benchmarks and other contract requirements. These benchmarks are derived from goals established in the District's Clean and Affordable Energy Act of 2008. The DCSEU contract contains additional minimum contract requirements, beyond the contract performance goals.

SECTOR HIGHLIGHTS IN THE CORE AREAS

Low-Income Programs

- **Income-Qualified Efficiency Fund (IQEF)**
 - The IQEF program transitioned 5 projects from the Affordable Housing Retrofit Accelerator (AHRA) and were impacted by the budget adjustments and will serve them through IQEF this year.
 - By end of March, more than \$1.72 million of the \$2.8 million FY 2024 budget has been allocated with 65% of budget going to District to CBEs.
 - The DCSEU continues to move projects forward in the pipeline securing work orders and incentive agreements.
- **Affordable Housing Retrofit Accelerator (AHRA)**
 - Through the end of the second quarter, the DCSEU has worked on 1 audit and 1 direct install project, and 4 custom projects totaling \$1.494 million in incentives with 4,380 MMBTU in first-year source energy savings and 224 MTCO₂e in annual emissions reduced (please note these savings are not currently included in Table 1. Performance Benchmarks as part of the Reduction in Energy Consumption results)
 - The DCSEU finalized relationships between the DC Green Bank for the FY24 AHRA program year, with DCGB providing low-interest loans with favorable terms as optional for meeting customer portion of project costs.
 - The DCSEU continued issuing new bid opportunities and reviewing proposals for implementation work.
 - The DCSEU continued working with property owners to enroll in AHRA and enter the audit process.
 - On March 20, Philip Haddix, the DCSEU's AHRA Portfolio Manager, spoke at the Emerald Cities Collaborative's DC Contractor Incubator on a session about Building Energy Performance Standards (BEPS) with about 40 members of the business community in attendance.
- **Low-Income Comprehensive**
 - The DCSEU closed 1 project that included 100 residential units. The total incentives delivered were \$16,000 with 797 MMBTU in first-year source energy savings and 45 MTCO₂e in annual emissions reduced.
- **Affordable Home Electrification Program (AHEP)**
 - The DCSEU issued incentive payments for the completion of 4 AHEP projects totaling \$87k. This included the installation of electrification measures and the inspection of the work for Quality Assurance and Quality Control (QAQC).
 - The DCSEU continued updating the AHEP PDIP, pursuing Third Party DOB Inspection to complete projects more quickly and more efficiently for customers, and created a combined AHEP & SFA Program application process and updated AHEP Milestone reporting tools based on feedback from DOEE
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on feedback from DOEE

- The DCSEU is currently collecting and reviewing customer income verification documentation to continue building AHEP customer pipeline.
- The DCSEU continued collaboration efforts with local community-based organizations and community leaders to establish AHEP Program visibility and awareness.
- The AHEP survey was launched to FY 2022 and FY 2023 customers. We will be receiving customer feedback on equipment, program, and contractor satisfaction.

Residential Efficient Products program

- The Efficient Products program allocated \$36,780 in rebates representing 913 MMBTU in first-year source energy savings and 49 MTCO₂e in annual emissions reduced during the second quarter that served more than 250 program participants through downstream prescriptive appliance, HVAC rebates, and electric lawn mower rebates.
 - Retail Lighting: 250 participants
 - Appliance Rebates: 168 participants
 - Electric Lawn Mower Rebates: 20 participants
 - HVAC Rebates: 85 participants

Business Energy Rebates (BER) and Instant Business Rebates programs

- The DCSEU provided rebates totaling more than \$266,000 through the Business Energy Rebates (BER) and Instant Business Rebates programs in the second quarter representing 35,872 MMBTU in first-year source energy savings and 2,054 MTCO₂e. The DCSEU served 47 program participants.

Commercial Audit Incentive

- The DCSEU provided \$58,915 in incentives for 5 projects to assist customers with completing ASHRAE Level II Commercial energy audits. The DCSEU meets with each customer and their auditor to review the audit and determine next steps for supporting potential energy savings measures identified during the audit with DCSEU financial incentives and technical support.

Account Management and Engineering

- The Account Management and Engineering teams served 23 program participants through the Commercial Custom program providing \$731,721 in incentives in the second quarter. This resulted in 200,819 MMBTU in first-year source energy savings and 10,049 MTCO₂e in annual emissions reduced.
- The DCSEU closed a new hotel project, on Capitol Hill, including HVAC, HVAC controls, and lighting measures, with over 315 MWH and 204 MMBTU in estimated energy savings.
- The DCSEU closed a new multi-family project, including HVAC, water conservation measures, and ENERGY STAR appliances, achieving approximately 1,680 MWH and 8,550 MMBTU in estimated energy savings above code.
- The DCSEU closed a project in Northeast DC incentivizing VFDs to improve HVAC systems with an estimated energy savings of 105 MWH.
- The DCSEU hosted the Condo and Co-op Roundtable to present resources in support of BEPS from DOEE, DC Green Bank, Building Innovation Hub, and the DCSEU.

Workforce Development and Training

- **Workforce Development program**

- In the second quarter, the DCSEU's Workforce Development (WFD) program kicked off the Winter/Spring cohort. The DCSEU holds meetings with externs on a weekly basis and covered the following topics in the second quarter:
 - 1/22-DCEU WFD FY2024 Winter Cohort began with 27 externs and 10 mentors participating.
 - 2/7- WFD Weekly Extern Professional Development Session "Strengthening Relationships & Market Transformation presentation by WFD Director Crystal McDonald
 - 2/14- WFD Weekly Extern Professional Development Session "Solar for All" presentation by James Clarke & Solar Team
 - 2/21- WFD Weekly Extern Professional Development Session 'LEED GA PROCESS" by Mark Bryan
 - 2/28- WFD Weekly Extern Professional Development Session "Lighting " Presentation by Andrew Miller
 - 3/6 - WFD Weekly Extern Professional Dev Session (Financial Literacy, Leroy Wade, CPA, MS) facilitated.
 - 3/13 - WFD Weekly Extern Professional Dev Session Kalen Roach & Kayla Swanson presented the "LinkedIn Workshop" for the externs.
 - 3/20 - WFD Weekly Extern Professional Dev Session Patti Boyd presented an "Energy Efficiency" presentation.
 - 3/27 -WFD Weekly Extern Professional Dev Session, Lisa Neal of Corestaff Staffing Services presented " "Keeping the job, Resume & Cover Letter" Session.

- **Train Green Sustainable Energy Infrastructure and Capacity Building Pipeline (SEICBP) program**

- The Train Green team met with District of Columbia's Department of Employment Services (DOES) and the DC Infrastructure Academy (DCIA) staff to plan future collaboration and identify upcoming opportunities to engage DCIA students in May.
- Introduced Train Green and WFD program to audience at Co-op and Condo Roundtable.
- The DCSEU hosted second event in Heat Pump Training Series, "Mythbusting Cold Climate Heatpumps and Changing Refrigerant Technology" at Daikin's Sustainability and Innovation Center for 25 attendees. Train Green team continues to work with LG, Daikin and Mitsubishi on planning future events.
- The DCSEU continued contract negotiations and outreach on insurance requirements with instructors.
- Successfully tested virtual reality HVAC training technology for Interplay, which offers NATE certification through VR course work and exams.

Marketing, Public Relations, Community Outreach, and Public Affairs

- Throughout the second quarter, the marketing and communications team continued work on the DCSEU website rebuild and rebrand transition. By the end of the quarter, 3 major deliverables were finalized internally. A fully coded DCSEU home page along with a second batch of key site pages were delivered and finalized in February and March. This includes pages like the 'About Us', 'Careers', 'Contact Us', 'Programs & Services', 'Event', 'Reports', and customer audience pages. Also, the DCSEU Brand Book was delivered and finalized internally as the first deliverable for the DCSEU rebrand that is happening alongside the site rebuild. A brand book, also known as brand style guidelines, is a comprehensive document that outlines specific guidelines for maintaining consistent brand identity across all external and internal communications. It serves as the DNA blueprint of a brand, ensuring that everyone involved in representing the brand adheres to a unified visual and verbal identity.
- Blogs, newsletters, and engaging content were also a priority over the quarter with the marketing and communications team producing 3 blogs, 2 email newsletters, 17 eblasts, and 111 posts on social media. See highlights below.
 - Blog: 2024 IRA Clean Energy Tax Credits Blog
 - Blog: Preparing for the Future of the Green Workforce with Energy Shrink
 - Newsletter: February Energy Saver
- The DCSEU marketing and communications team successfully completed a "Sustainable Energy for All 8 Wards" Campaign with Monumental Sports at Capital One Arena and on the Washington Wizards and Capitals websites for the Month of February. The DCSEU brand and its advertisements appeared at 16 events scheduled at the arena on the LED fascia boards and the in-arena television network - 5 Wizards games, 5 Capitals games, 4 Georgetown games and 2. All in-arena advertising generated over 740,000 impressions throughout the month while newsletter and website advertising generated over 89,000 impressions.
- Public relations remained a priority for the DCSEU with 7 major media mentions across the quarter that highlighted Solar for All, the Affordable Housing Retrofit Accelerator, and the Affordable Home Electrification programs as well as the DCSEU in general. See the highlighted stories below.
 - CNET: Best Solar Panel Installation Companies in Washington, DC
 - Washington Informer: Get Smart About Solar for Homeowners Considering Rooftop Panels
 - GWU's Planet Forward: Paradise at Parkside's Community Solar and Electrification

Transformation

- The marketing team supported the following program launches and updates: Instant Business Rebates for HVAC equipment launched on the DCSEU website in January, allowing contractors and property owners to purchase mini-split heat pumps and heat pump water heaters from local distributors and receive a discount at the point-of-purchase for projects in DC. supported with an initial campaign. The launch included counter card and advertising in Bisnow DC newsletters to property owners that generated over 66,000 impressions and 90 clicks.
- The marketing team supported email communications about both Solar for All CREF and Single-Family RFPs and the respective info sessions in January.
- The Affordable Home Electrification Program Survey was launched in late February with email survey distributions to FY 2022 and FY 2023 customers. The survey going forward will be distributed in two parts, a 3-month survey and a 7-month survey. The first will be distributed 3 months after project completion gauging contractor, DCSEU staff, program, and equipment satisfaction. The second will be distributed 7 months after project completion and only include follow up questions about equipment satisfaction gauging customer experience with their new equipment over time.
- Enhanced HVAC, lighting, motor, and bulk appliance rebates for affordable multifamily properties were decommissioned off the website at the end of the quarter along with the program. Along with the decommission, standard bulk appliance (ENERGY STAR refrigerators, washers, dryers, and dehumidifiers) rebates were launched on the DCSEU site for all commercial, multifamily, and institutional properties in DC.

- The marketing team supported the promotions, communications, and moderation of the March 7th roundtable discussion for cooperative and condominium owners and board members, property managers, contractors, residents, and other building decision makers resulting in 50 attendees and over 90 registrants. The event was supported by the Building Innovation Hub, DOEE, and DC Green bank to provide BEPS update dates and ways for cooperatives and condominiums to upgrade efficiently and reduce energy use.

Outreach and Events Highlights:

- **January 10: FY 2024 Solar for All Single-Family RFP Info Session** The DCSEU hosted a webinar introducing the FY24 RFP for the CREF program. Program staff and DOEE leadership presented program basics and changes to the program in FY24 to a large group of potential contractors. The session had 24 attendees and 37 registrants.
- **January 11: Festival Center - Reimagine Your Space: Open House** The DCSEU tabled and spoke about program offerings for houses of worship in DC and beneficial electrification. Including programs available to congregations of houses of worship.
- **January 17: PSC Winter Ready DC: Woodridge Library** The DCSEU tabled at PSC Winter Ready Woodridge Library weatherization kit distribution and shared information with residents about residential rebates, Solar for All rooftop solar, Affordable Home Electrification, and Workforce Development Programs.
- **January 18: CIADC BEPS Panel Discussion** Patti Boyd presented to a mixed crowd of 25 attendees alongside 5 other panelists from DOEE, Honeydew and others to discuss challenges and opportunities for condo and co-op owners to comply with BEPS.
- **January 18: Dantes Partners New Construction Low-Income Ribbon-Cutting Ceremony, 7th St NW** The DCSEU Attended the ribbon-cutting event for Dantes Partners newly constructed low income multi-family building on 7th Street NW.
- **January 22: FY 2024 Winter/Spring Workforce Development Program Cohort Kickoff/Orientation** The DCSEU FY2024 WFD Program kickoff for externs of the Winter/Spring Cohort.
- **January 24: FY 2024 Solar for All CREF RFP Info Session** The DCSEU hosted a webinar introducing the FY24 RFP for the CREF program. Program staff and DOEE leadership presented program basics and changes to the program in FY24 to a large group of potential contractors. The session had 23 attendees and 34 registrants.
- **January 25: Green Career Pathways - Fauneroy Center and Ward 7 Resilience Hub** The DCSEU joined Greenscape Energy, ServeDC, and the National Marine Sanctuary Foundation to table and present information at the Fauneroy Center about green workforce development opportunities as well as opportunities with the DCSEU.
- **February 8: Building Innovation Hub -Seeing Green: Financing Better Buildings** Patti Boyd, DCSEU Director of Technology & Innovation, attended the Hub's event focused on how to finance high-performing building improvements.
- **February 10: Washington Interfaith Network (WIN DC) & Beyond Gas DC Event- Capitol View Library** Affordable Home Electrification Program Manager, Nineeka Dukes, shared information about the Affordable Home Electrification program with DC residents at Capitol View Library in Ward 7. Program flyers and guides were distributed to the attendees.
- **February 19: Washington Informer "Avoiding Solar Scams"** Ernest Jolly, DCSEU Managing Director and James Clarke, DCSEU Solar for All Portfolio Manager participated in an interview with the Washington Informer, advising consumers on how to protect themselves against potential scams and perform due diligence when pursuing Solar.
- **February 21: MIT - Department of Urban Studies and Planning Mater's Candidate Interview** James Clarke, DCSEU Solar for All Portfolio Manager, and Josh Wink, DCSEU Solar for All Community Renewable Energy Facility Program Manager participated in an interview conducted by a Michigan Institute of Technology Master's Candidate in City Planning on the design and implementation of the award winning DC, Solar for All Program which touched on challenges, lessons learned and tips for

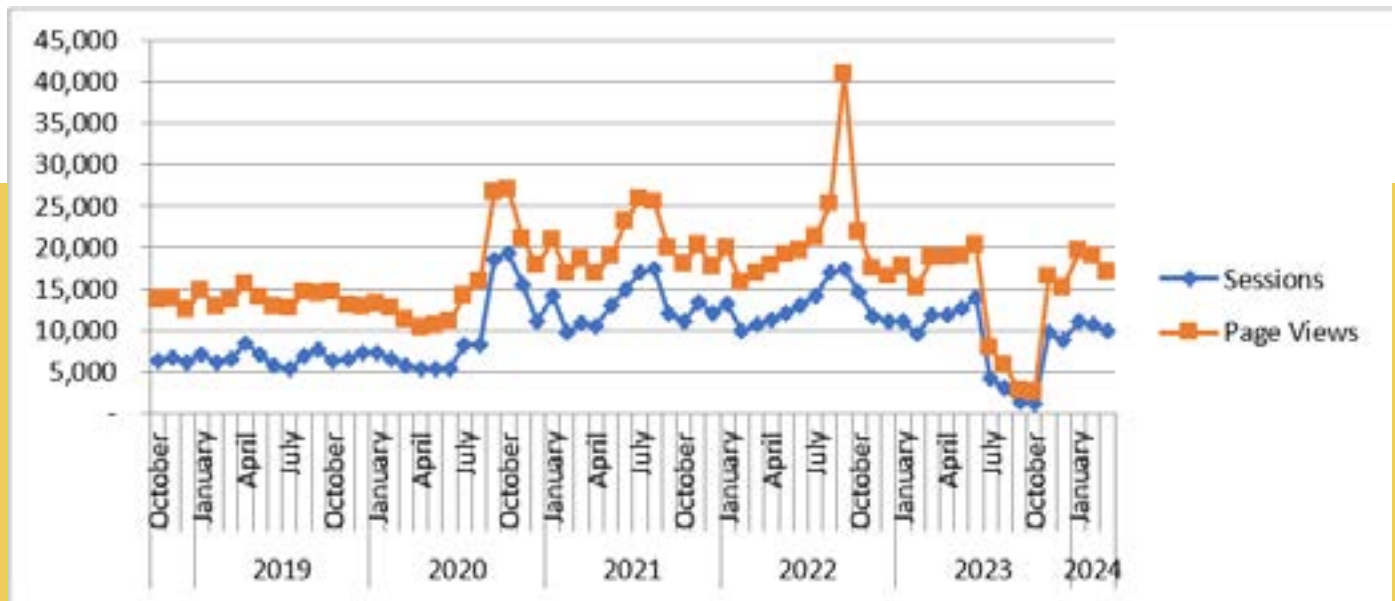
designing similar solar programs, and how to best position them for success.

- **February 21: February River Terrace Civic Association Monthly Meeting** Affordable Home Electrification Program Manager, Nineeka Dukes, shared information about the Affordable Home Electrification program at the River Terrace Education Campus in Ward 7. Program flyers and guides were distributed to the attendees.
- **February 24: Latin American Montessori Bilingual (LAMB) Community Fair** The DCSEU table at the second annual LAMB Enrollment and Community Fair in Ward 4. Solar for All, Affordable Home Electrification, Workforce Development, and residential rebates (Efficient Products) information was shared with attendees in both English and Spanish.
- **February 26: February Deanwood Citizen's Association Monthly Meeting** Affordable Home Electrification Program Manager, Nineeka Dukes, shared information about the Affordable Home Electrification program and Efficient Products program virtually to 26 participants on the Deanwood Citizen's Association Monthly Call. The presentation was shared with the association after the call.
- **February 29: DC Council Hearing- Energy & Transportation Committee** The DCSEU Managing Director, Ernest Jolly, presented to DC Council's Energy and Transportation Committee, supporting DOEE's oversight hearing.
- **March 5 Solar for All 2024 Task Force Kickoff Meeting** The DCSEU SFA Portfolio Manager and CREF Program Manager participated in the SFA Task force meeting at DOEE headquarters alongside reps from CFE, IBEW, IPL, GHHI and Groundswell, to plan for rapid implementation of GGRF funding.
- **March 5 Bisnow DC Office Repositioning Summit** DCSEU Account Management and Program Management staff tabled and attended the summit, with over 350 registrants, engaging the commercial real estate sector to discuss DC's plans for attracting and retaining the private sector and explore opportunities to convert office buildings to residential and other building types.
- **March 7 Co-op & Condo Roundtable** The DCSEU hosted a roundtable discussion for 50 co-operative and condominium owners and board members, property managers, contractors, residents, and other building decision makers with the Building Innovation Hub, DOEE, and DC Green bank to provide BEPS update dates and ways to upgrade efficiently and reduce energy use across their buildings.
- **March 11 March Northeast Boundary Civic Association Monthly Meeting** DCSEU Affordable Home Electrification Program Manager gave a presentation about the benefits of the program and residential rebates to 20 attendees of the March Northeast Boundary Civic Association Monthly Meeting.
- **March 12 DC Department of Buildings (DOB) Collaboration Meeting** DCSEU Joined the Directors of DOB and DCSEU to introduce staff, programs, and collaborative opportunities.
- **March 12 Train Green Heat Pump Training Series – Cold Climate Heat Pump Myth-busting Hosted 2nd Event in heat Pump Training Series**, Myth-busting Cold Climate Heat Pumps and Changing Refrigerant Technology at Daikin's Sustainability and Innovation Center for 25 attendees.
- **March 14 MLK Library DC Government Agencies Resource Fair** DCSEU staff joined DC Public Library's Government Agencies Resource Fair In celebration of Civic Learning Week so that residents can learn about various DC agencies' work, programs and initiatives, and other resources.
- **March 20 Emerald Cities Collaborative: 2024 DC Contractor Incubator** DCSEU Affordable Housing Retrofit Accelerator Program Manager presented information about program opportunities for contractors to local contractors at one of the reoccurring sessions of the Emerald Cities Collaborative's DC Contractor Incubator. This series is made to provide small minority construction businesses (MBE) with a comprehensive long-term program of training, support, and business opportunities.
- **March 29 PSC Amplified Energy DC: Powering Small Businesses with Everyday Resources** DCSEU staff tabled at an event hosted by the PSC at Howard University for DC small businesses and engaged ~50 attendees in providing incentive information for small businesses in attendance.
- **March 29 East River Strengthening Collaborative (ERSC) Benning Community Center Event** DCSEU Affordable Home Electrification Program Manager tabled at the East River Strengthening

Collaborative's Family Day event at the Benning Community Center in Ward 7 sharing information about Solar for All, Affordable Home Electrification, and Workforce Development, as well as distributing free LED bulbs.

ACTIVITY SUPPORTING DCSEU INITIATIVES

Figure 1. DCSEU website traffic, including sessions and page views, by month, from FY 2019 to March 31, 2024.



 LinkedIn:
2,088 Followers

 Facebook:
1,100 Followers

 Instagram:
840 Followers

 Twitter:
2,082 Followers

Table 6. DCSEU initiatives, by 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
	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
	Low-Income Prescriptive Rebates	Rebates 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	Description	Customer
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 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

SOLAR FOR ALL

Below are updates from the first quarter for the Community Renewable Energy Facility (CREF) program team:

- The team provided \$140,684.44 in incentives for milestones completed in the second quarter.

Below are updates from the first quarter for the Single-Family program team:

- The team provided \$106,908.50 in incentives for milestones completed in the second quarter.
- The 2 remaining Battery Storage Pilot projects were closed out from FY 2023.



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