



DC  
SUSTAINABLE ENERGY  
UTILITY

## **Third Quarter Report for Fiscal Year 2023**

April 1 – June 30, 2023



This report of the District of Columbia Sustainable Energy Utility covers the period from April 1 through June 30, 2023. This progress report contains information about the DCSEU’s activity to date in FY 2023. It also contains information on the Affordable Housing Retrofit Accelerator, HVAC Replacement, Train Green 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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## MESSAGE FROM THE DCSEU

The third quarter of fiscal year 2023 brought us into the spring and summer in the District – a season unfortunately filled with air quality alerts and increased climate change concerns across the United States. With the addition of uncertain economic times and a skilled labor shortage evident, the DCSEU team spent the third quarter focusing on key partnerships for a decarbonized future. Partnerships with residents, commercial and institutional partners, local vendors, community-based organizations, and government agencies are key to the DCSEU's success throughout the remainder of fiscal year 2023 and beyond.

This quarter, we actively engaged with all markets to build competency of DCSEU programs and continued to build the framework of what a decarbonized future looks like. DCSEU leadership and team members participated in public engagement events, including Advanced Energy Group's (AEG) DC Building Electrification Challenge panel, and Ward 6 Council Member Charles Allen's Committee on Transportation and the Environment Public Roundtable on creating green infrastructure and jobs in the District, where two Workforce Development graduates testified on their experience and career success since completing the program. We also partnered with the Anacostia Coordinating Council to present at Martha's Table, where residents engaged directly with the DCSEU on ways to access the benefits of clean and efficient energy upgrades in their homes.

As we prioritize preparing the workforce and educating the District's youngest citizens for a decarbonized future, the DCSEU continued to focus our efforts on awareness and development. This Earth Day, utilizing solar cooking as an example, the Solar for All team presented to Langley Elementary's fifth grade science class on not only the benefits for solar, but why the next generation should be thinking about the decarbonized future now. A few weeks later, we doubled back and served as judges for Langley's first annual science fair where students demonstrated their knowledge and ability to advance energy efficiency in the District. The DCSEU closed out the Winter/ Spring Cohort of the Workforce Development program graduating 17 District residents, many with jobs lined up upon completion. Then turned around and kicked off the Summer/Fall 2023 cohort a week later.

Our commitment to partnership, equity, and sustainability is vital to the DCSEU's success in the District and the work we are doing continues to earn recognition locally, nationally, and internationally with the U.S. Department of Energy and the U.S. Department of Health and Human Services choosing two Solar for All Community Solar sites as the basis for their Earth Day celebrations. And in June, we partnered with the Department of State and arranged for the Solar for All CREF at Fairfax Village to be highlighted by Indonesian news organization Kompas.TV.

As the DCSEU team continues to innovate and collaborate throughout the remainder of fiscal year 2023, we look forward to setting the framework on what an equitable decarbonized future can look like.

**Ernest Jolly**

*Managing Director, DCSEU*

## **QUARTERLY FEATURE: Commercial Solar Meets the Threshold**

Many building owners and operators in the District are faced with the necessity to create energy-efficient measures and meet DC's Building Energy Performance Standards (BEPS) compliance requirements. Decarbonization can often seem like a daunting task, but Washington Square proves, with the right partnerships and tools, not only can buildings meet the minimum threshold for BEPS, but also provide a quality space for living and working in their buildings. Decarbonization is also a goal of the DCSEU. Through this partnership and others similar to Washington Square, working towards a cleaner DC is achievable.

Washington Square, managed by Lerner Corporation, is a 720,000 square foot commercial office building located in the heart of downtown DC and directly above the Farragut North metro station. Before installing an on-site solar system, the property team had already achieved a number of sustainability goals including LEED Gold, ENERGY STAR, and Fitwel certifications.

In 2012, Lerner began working with the DCSEU to focus on energy efficiency measures with the Washington Square site becoming one of the first buildings in the District to go through the DCSEU's Pay for Performance program.

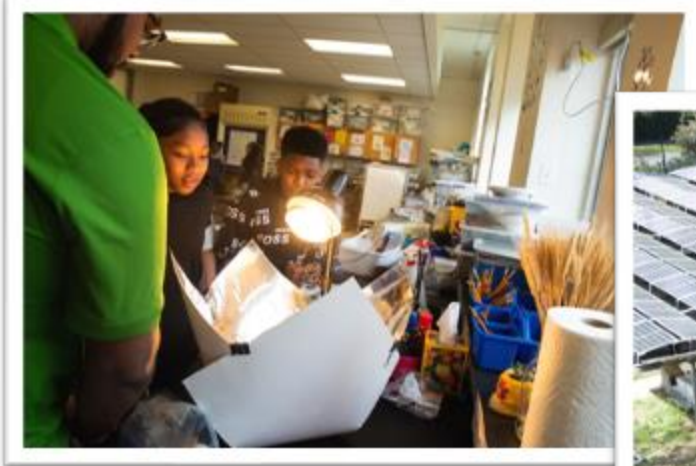
Thanks to a continued commitment from company leadership and incentive programs from the DCSEU, the property went from a 56 to 77 ENERGY STAR Score over 5 years. Through this partnership, Washington Square maximized energy efficiency opportunities and received DCSEU incentives for a commercial solar canopy, which helped reduce the payback period of the investment.

The 522kW rooftop solar system consists of 1,290 panels and generates over 650,000 kWh directly from the sun each year. This means that approximately 5% of the building's energy demand is offset by onsite clean energy, enough energy to power the equivalent of 60 homes. In working with Gregorio Sustainability and Universal Renewables, Lerner was able to double the size of the solar installation project and use 90% of the roof area by installing a unique rooftop solar canopy system. The solar canopy has the additional benefit of providing protection for the rooftop equipment and allowing for future roof replacements without disturbing the solar canopy. This project was brought fully online in February 2023.

"Working with the DCSEU helps us get the payback we need to push these projects forward," said Shawn Kyle Managing Director, Commercial Property Management at

Lerner. "These projects have favorable returns on investment and are critical in our efforts to meet BEPS and work towards carbon neutrality."

### DCSEU In the Community in Q3



**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 2023 Q3 Results (June 1, 2023- June 30, 2023)	FY 2023 Results (October 1, 2022 through June 30, 2023)	Cumulative Results (October 1, 2021 through June 30, 2023)	Year 2 Minimum Target (October 1, 2021 through September 30, 2023)	Year 2 Maximum Target (October 1, 2021 through September 30, 2023)	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
1	<b>Cumulative Performance Benchmarks</b>	Reduce electricity and natural gas consumption (combined energy savings)	MMBtu (source)	Cumulative	181,517	514,097	1,408,683	2,273,578	3,031,437	6,820,733	7,578,592	62%	21%
2		Greenhouse Gas Emissions reduction	Metric Tons CO <sub>2</sub> e (modified gross) <sup>1</sup>	Cumulative	10,652	29,451	83,243	157,300	209,734	471,901	524,334	53%	18%
3a		Increase Renewable Generating Capacity	kW capacity	Cumulative	15.7 kW	208.6 kW	869.6 kW	1,500 kW	2,000 kW	4,500 kW	5,000 kW	58%	19%

<sup>1</sup> 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.

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%	-	-	>= 50%	-	-	On Track / Exceeding
4		Deep Energy Retrofits	# of projects that lead to at least 30% site energy reduction	Cumulative	-	1	1	-	-	70	100	1%	1%

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

Item	Benchmark	Description	Metric Unit	Goal Type	FY 2023 Period Results (October 1, 2022 through June 30, 2023, 2023)	Annual Benchmark Minimum (October 1, 2022 through September 30, 2023)	Annual Benchmark Maximum (October 1, 2022 through September 30, 2023)	Annual Minimum Benchmark Progress	Annual Maximum Benchmark Progress
5	Annual Performance Benchmarks	Improve energy efficiency in low-income housing - spend	20% (min) 30% (max) of annual budget (varies annually)	Annual	\$2,851,153	\$4,140,262	\$6,210,392	68%	46%

<sup>2</sup>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.



6		Increase number of green collar jobs	Green job FTE's directly worked by DC residents, earning at least a Living Wage - Hours	Annual	57.63	66	88	87%	66%
7		DCSEU General and Administrative Expenses	% of Cost Reimbursement Ceiling (capped at 20%)	Annual	\$2,139,897		\$4,140,262		52%
8	<b>Other Contract Requirements</b>	Expenditures with Small Business Enterprises/Certified Business Enterprises	35% of annual DCSEU operating budget subcontracted to SBEs/CBEs	Annual	\$2,418,482	\$24,855,397		10%	

## 1. Sector Highlights in the Core Areas

- **Low-Income Programs**
  - **Income-Qualified Efficiency Fund (IQEF)**
    - The DCSEU provided a total of \$168,229 in incentives for 3 projects resulting in first-year source energy savings of 3,272 MMBTU and 199 Metric Tons of CO<sub>2</sub> equivalent (MTCO<sub>2</sub>e) in first-year greenhouse gas emissions reduction the third quarter.
  - **Affordable Housing Retrofit Accelerator (AHRA)**
    - This quarter, the DCSEU provided \$1,080,279 in incentives through the AHRA program.
    - The DCSEU worked with auditors and building owners to complete building energy audits, provide audit reports and workbooks, and hold building owner meetings to review the audits and determine potential measures to implement in the buildings. In the third quarter, 25 audits completed the final audit task and completed workbooks.
    - The DCSEU worked internally and with DOEE on new and revised Incentive Agreement templates for the Implementation Phase of the program.
    - The DCSEU continued to solicit and review proposals from building owners and contractors for AHRA implementation work.
  - **Low-Income Comprehensive**
    - The DCSEU provided \$191,523 in incentives in the Low-Income Comprehensive program in the third quarter resulting in 9,133 MMBTU in first-year source energy savings and 532 MTCO<sub>2</sub>e in first-year greenhouse gas emissions reduction.
  - **HVAC Replacement Program**
    - During the third quarter, the DCSEU completed 12 projects totaling \$151,800 in incentives to provide income-qualified customers access to efficient electric heat pumps and heat pump water heaters.
    - The DCSEU continued to engage customers for the HVAC Replacement program through other income-qualified programs (both DCSEU and non-DCSEU), especially through the Solar for All program and participated in community outreach events to promote the program.

- **Residential Efficient Products program**
  - The Efficient Products program allocated \$58,805 in rebates during the third quarter that served more than 340 program participants through downstream prescriptive appliance, HVAC rebates, electric lawn mower rebates.
    - Appliance Rebates: 220 participants
      - Electric Lawn Equipment Rebates: 64 rebates
    - HVAC Rebates: 121 participants
  - This resulted in 1,181 MMBTU in first-year source energy savings and 74 MTCO<sub>2</sub>e in first-year greenhouse gas emissions reduction.
  
- **Business Energy Rebates (BER) and Instant Business Rebates programs**
  - The DCSEU provided rebates totaling \$95,193 through the Business Energy Rebates (BER) program in the third quarter representing 16,221 MMBTU in first-year source energy savings and 912 MTCO<sub>2</sub>e first-year greenhouse gas emissions reduction. The DCSEU served 13 program participants.
  - Instant Business Rebates totaling \$124,856 were provided to 11 participating distributors in the third quarter, serving more than 185 program participants and resulting in 18,675 MMBTU in first-year source energy savings and 1,084 MTCO<sub>2</sub>e in first-year greenhouse gas emissions reduction.
  
- **Commercial Direct Services program**
  - The DCSEU provided \$17,615 in incentives for three projects working with direct subcontractors and customers resulting in 516 MMBTU in first-year source energy savings and 30 MTCO<sub>2</sub>e in first-year greenhouse gas emissions reduction.
  
- **Account Management and Engineering**
  - The Account Management and Engineering teams served 22 program participants through the Commercial Custom program providing \$1,061,476 in incentives in the second quarter. This resulted in 132,375 MMBTU in first-year source energy savings and 7,824 MTCO<sub>2</sub>e in first-year greenhouse gas emissions reduction.
  - The DCSEU supported AHRA by generating new applications and joining staff and customers in building owner meetings.
  - During the third quarter, the DCSEU generated 58 new customer opportunities (leads) and converted more than 20 opportunities to projects, including projects with large customers including government, property management, and commercial real estate customers.
  - The team continued to engage customers on the Audit Incentive Offer promotion, including several hotel owners.
  - Recent customer outreach activities and commercial energy audit incentives have stimulated the market as indicated by consecutive months of increased pipeline activity in the third quarter.
  - Staff created an AHRA customer engagement guide for Account Managers, which includes talking points, template language, and links to key documents and resources.

- **Workforce Development and Training**
  - **Workforce Development program**
    - On May 17, the DCSEU held its Winter/Spring Cohort graduation. This was the first in-person graduation ceremony since 2020 and included a staff representative from Councilmember Charles Allen's office.
    - On May 22, the Summer/ Fall Cohort kicked off at the DCSEU office.
    - The DCSEU held weekly meetings and numerous trainings in the third quarter, including:
      - 4/5: Weekly extern professional development training; LinkedIn presentation.
      - 4/5: WFD 101 presented to DCSEU PMO team.
      - 4/12: WFD Annual Alumni Day
      - 4/24 & 4/28: LEED GA course
      - 4/26 Externs prepare/rehearse in-person for their graduation presentations.
      - 5/17 Winter/ Spring Cohort Graduation.
      - 5/22 Summer/ Fall Cohort Kickoff
      - 6/7 WFD Weekly Extern Pro Dev training " Green Buildings 101" presented by Sustainable Design Consulting
      - 6/14 WFD Weekly Extern Pro Dev training " LEED GA Process" presented by Mark Bryan
      - 6/21 WFD Weekly Extern Pro Dev Training" Energy Efficiency/Sustainability & Lighting Presentation presented by Patti Boyd and Andrew Miller
      - 6/28 WFD Weekly Extern Pro Dev Training " WFD Strengthening Relationships & Market Transformation
  - **Train Green Sustainable Energy Infrastructure and Capacity Building Pipeline (SEICBP) program**
    - The team attended USGBC MD, NCR, and VA: Government Decarbonization Summit to keep current with federal funding opportunities and maintain connections with local and federal agency staff.
    - The DCSEU, began assisting Market Me, selected by the Department of Small and Local Business Development (DSLBD) in delivering marketing assistance to a subset of CBEs the DCSEU works work with to provide pro-bono technical assistance.
    - Collaborated with DSLBD in developing CBE Green Rally matchmaking event to engage local CBEs with DCSEU programs and opportunities; promoted event to DCSEU contact and CBE participants.
    - Successfully hosted the following courses:
      - Green Building 101
      - Overview of Green Building Rating Systems
      - Introduction to Healthy Buildings
      - Introduction to Decarbonization
      - BPI Building Analyst (single family)

- Introduction to ESG and Buildings
  - Resilient remodeling
  - LEED GA Exam Prep
  - Fundamentals of Energy Efficient Building Operations
  - BPI Multifamily Building Analyst Training
  - Introduction to Heat Pumps
  - Building Operator Certification Level 1
  - Passive Design and Energy Modeling for Architects
  - Commercial Energy Audit Certification (Commercial/Multi-Family)
  - LEED AP BD+C
  - LEED AP O + M
  - Heat Pump Design Applications
  - BPI Infiltration & Duct Leakage
- **Marketing, Public Relations, Community Outreach, and Public Affairs**
    - During the third quarter, the DCSEU Marketing and Communications team continued work on the new DCSEU website and updated brand identity.
    - The team continued its work to promote the DCSEU’s Audit Incentive over the third quarter through BISNOW, LinkedIn, and Google Ads with just under 1 million impressions across the 3 outlets.
    - Two Energy Saver Newsletters were sent in April and June to just over 8,900 recipients featuring Inflation Reduction Act available 2022 tax credits and enhanced DCSEU electric lawn mower rebates respectively.
    - The team supported the Solar for All RFP relaunch, Multifamily Roundtable session, and several Train Green course announcements with 15 email blasts and additional social media posts.
    - During the third quarter, the DCSEU received earned media in the following media outlets:
      - **March 29 Washington Informer:** [“DCSEU Program Connects Job Seekers to Green Industry”](#)
      - **April 5 Washington Informer:** [“A Q&A with Public Service Commissioner Ted Trabue”](#)
      - **April 15 CNET:** [“Free Solar Panels: Here’s What the Fine Print Means”](#)
      - **June 8 Business Insider:** [“More US cities and towns are slapping limits — or even bans — on gas-powered garden tools like leaf blowers to fight pollution and noise”](#)
      - **June 16 Yahoo Finance:** [“Groundswell Celebrates New Community Solar Array and District Milestone”](#)
      - **June 23 Hoodline:** [“Palo Alto Gas-Powered Leaf Blower Crackdown”](#)

- **Outreach and Events Highlights:**
  - **April 5 Green Building Advisory Council Meeting** Presented commercial and multi-family incentive programs to the council.
  - **April 5 Bi-Monthly GBAC Meeting:** The DCSEU presented current program offerings and training opportunities to approximately 30 local green building professionals and DC agency staff.
  - **April 12 Workforce Development Program Annual Alumni Day:** Alumni Day occurs annually. Four to six (4 - 6) Alumni from previous cohorts return to share their experiences while in the program. They share where they are currently employed as well through their stories and experiences during the program and post-graduation as to help motivate current externs.
  - **April 20 Wesley Housing's Ribbon Cutting Ceremony at The Hampshires** The DCSEU team attended the ribbon cutting ceremony for the property will receive DCSEU incentives for energy efficiency measures and renewable energy.
  - **April 20 Earth Day Solar Site Tour with United States Secretary of Energy** The DCSEU and our partners met with U.S. Secretary of Energy Jennifer Granholm to give her and her team a tour of the Brentwood Solar CREF site. The U.S. Department of Energy used this event as a backdrop to honor 5 winners of the Sunny Awards for Equity Community Solar. The District's Solar for All program was one of the award recipients.
  - **April 21 Earth Day Solar Site Tour with United States Health and Human Services Secretary** The DCSEU and our partners toured Children's National Research and Innovation Center, a host site for a Solar CREF, with U.S. Secretary of Health and Human Services Xavier Becerra. The event also included a panel discussion which DCSEU Managing Director Ernest Jolly sat on along with VEIC COO Lou Hutchinson.
  - **April 26 USGBC MD, NCR, and VA: Government Decarbonization Summit** Community Impact staff attended USGBC MD, NCR, and VA: Government Decarbonization Summit to connect with 10 local building agency staff from DOEE, Montgomery County, Arlington, Fairfax and Alexandria, as well as DOE representatives to share updates on DCSEU programs.
  - **April 28 Earth Day Solar Demo at Langley Elementary** The DCSEU marketing and solar for all teams presented a solar demo for two 5th grade science students at Langley Elementary. The demo included a presentation and the students got the chance to try smores made from a DIY solar cooker.
  - **April 29 DC OPC Youth Climate Summit** The DCSEU program and AM team members tabled at OPC Youth Climate Summit at Catholic University of America to engage approximately 50 high school and college age students in local WFD and training opportunities with DCSEU.
  - **April 29, 30 Backyard Bubble Demo with Clean Air Partners** The DCSEU partnered with Clean Air Partners for two events at local Ace Hardware stores to promote electric lawn equipment during Air Quality Awareness Week. The DCSEU joined DOEE at both events.
  - **May 8 National Association Workforce Development Professionals (NAWDP) 2023 Annual Conference New Orleans, LA** The Workforce Development team

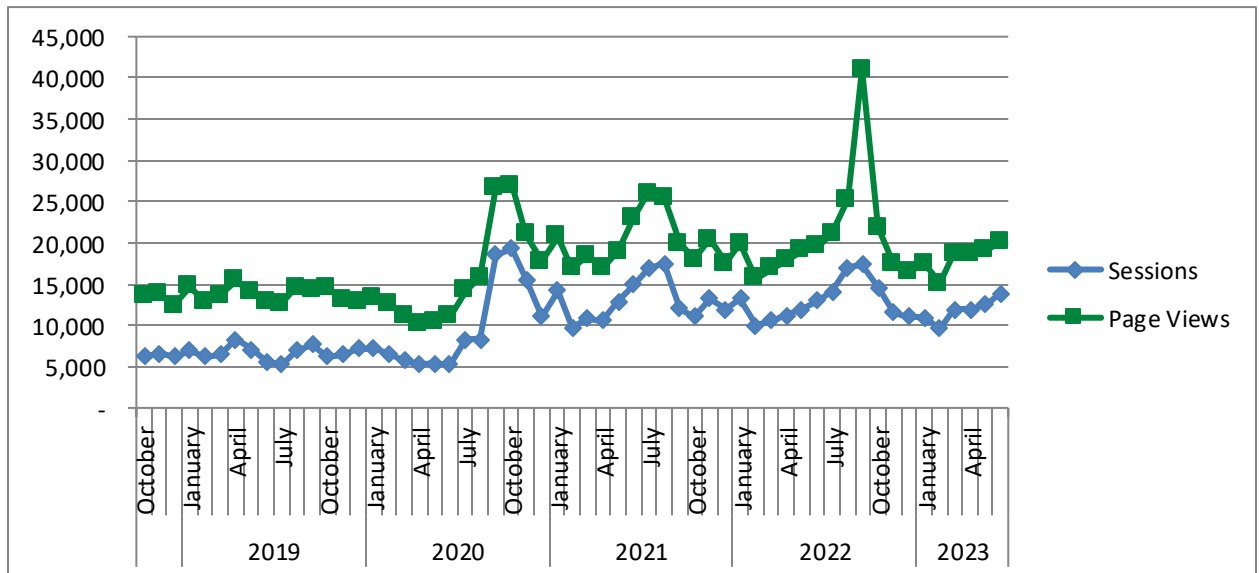
attended several WFD workshops during the 3-day conference. The theme for the conference was: "Unmasking the Potential". Topics included: Collective Impact Approach, How to Effectively Communicate and Engage with Youth, the 3 Rs Working with Returning Citizens, Older Workers: The Answer to worker shortage, using your voice Motivate as well as the Region 3 meeting (DC, DE, MD, PA VA and WV). It was an amazing conference! Great presenters from across the country.

- **May 11 USGBC NCR: Powering the Future - DC Solar Regulations and Implementation** The DCSEU team presented DCSEU solar programming at NCR event to approximately 30 attendees from commercial real estate community.
- **May 16 DCIA Hiring Fair** Hosted a table at the DCIA hiring fair to share DCSEU workforce development and training opportunities to approximately 50 local job seekers.
- **May 16 Better Buildings Workforce Accelerator Workshop: Program Design and Evaluation** Participated in DOE workshop to share DCSEU's approach to workforce program design with approximately 5 DOE staff and 40 attendees from around the country.
- **May 17 Advanced Energy Group Electrification Action Challenge** Managing Director Ernest Jolly sat on the Building Electric Commitments Panel along with fellow leaders in the District's clean energy transition.
- **May 24 Green Buildings: An Innovative Path to NetZero** Shared DCSEU programs with local contractors, advocates and DC agency staff with approximately 50 building industry professionals at the British Embassy event hosted by the Building Innovation Hub.
- **May 24 Langley Elementary STEM Fair** 6 DCSEU staff members served as judges for the Langley Elementary inaugural STEM fair. Student Pre-K through 5<sup>th</sup> grade participated in the fair where they presented science projects and their results to the judges.
- **May 24 Groundswell DC Solar for ALL Live Q&A** DCSEU Marketing Manager Kalen Roach served as a panelist along with Groundswell team members to discuss ways residents can save on their electricity bills in the District.
- **June 7 Green Building Advisory Council Meeting** The Account Management Team and Patti Boyd shared the latest on DCSEU audit program, AHRA and Train Green offerings to typical audience of 25 local agency and NGO staff.
- **June 8 Bisnow Event: Office to Residential Conversions** Three DCSEU staff engaged about 100 attendees of a CRE, construction and financing at the Office to Residential Conversions event.
- **June 14 DCSEU Multifamily Roundtable** The DCSEU hosted a roundtable with the Building Innovation Hub for multifamily owners on BEPS-related

capital improvement challenges and solutions unique to multifamily buildings, DCSEU incentive and audit offerings, workforce development and training opportunities to 30 attendees.

- June 14 Clean Energy Jobs & Workforce Accelerator Program Workshop**  
 The DCSEU participated in stakeholder input session on the Clean Energy Jobs & Workforce Accelerator, a potential new workforce program aimed at ensuring historic investments in clean energy result in high-quality, accessible careers.
- June 14 Ribbon Cutting Ceremony for NHP Foundation Project**  
 The DCSEU participated in ribbon cutting ceremony for NHP Foundation's new development at 17 Mississippi Ave SE and Sycamore & Oak's community event.
- June 27 Bisnow State of the Market**  
 Hosted exhibit table at Biznow annual event discussion of market conditions with a focus on revitalizing downtown amidst remote working schedules and record vacancy. Engaged approximately 125 attendees on commercial incentive programs, energy audit incentive and workforce development opportunities.

Figure 1. DCSEU website traffic, including sessions and page views, by month, from FY 2019 to June 30, 2023.



• Facebook

1,000 Followers



- LinkedIn **1,795 Followers**
- Twitter **2,072 Followers**
- Instagram **725 Followers**

**Table 6. DCSEU initiatives, by sector**

Core area	Initiative name	Description	Customer
<b>Residential</b>	Efficient Products	Mail-in and online rebates for qualifying energy-efficient appliances, HVAC equipment, smart thermostats, and electric lawn equipment	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
<b>Low-Income Multifamily</b>	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
<b>Renewable Energy</b>	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

Core area	Initiative name	Description	Customer
<b>Commercial and Institutional</b>	Business Energy Rebates	Rebates for energy-efficient lighting, heating, refrigeration, cooking, 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

## 2. Solar for All

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

- As of the end of the third quarter, the DCSEU provided a total of \$1,608,439 in incentives across CREF and Single-Family programs in FY 2023.

- Of the rolled-over FY 2022 CREF projects, 38 have achieved Milestone 3 and 27 have achieved Milestone 4 through the end of June.
- In the third quarter, the DCSEU completed a second RFP for FY 2023 CREF considering 7 additional CREF projects for award.
- The DCSEU continued working with Pepco, DCRA, and Subcontractors on achieving key milestone requirements and troubleshooting issues.
- The team participated in State Department Indonesian News Event at Fairfax Village .
- Met with Executive director of the Chesapeake Solar & Storage Association (CHESSA) on 6/22 to discuss their upcoming conference and the DCSEU's potential participation .

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

- More than 120 income qualified customers have signed up to participate in the SfA Single-family program.
- The DCSEU met with DOEE on Battery Pilot. The projects will be 10kW projects to be installed on approximately 8 homes; 1 has been selected to date to move forward.
- The DCSEU launched a second RFP to identify additional contractors and projects for the Single-Family program in FY 2023. A total of 175 Single Family Homes, the most ever to be attempted, are slated for FY 2023 following the RFP (allocating 50 additional homes).