

NEW RESOURCES FOR NEW CHALLENGES



DC
SUSTAINABLE ENERGY
UTILITY

Annual Report 2022

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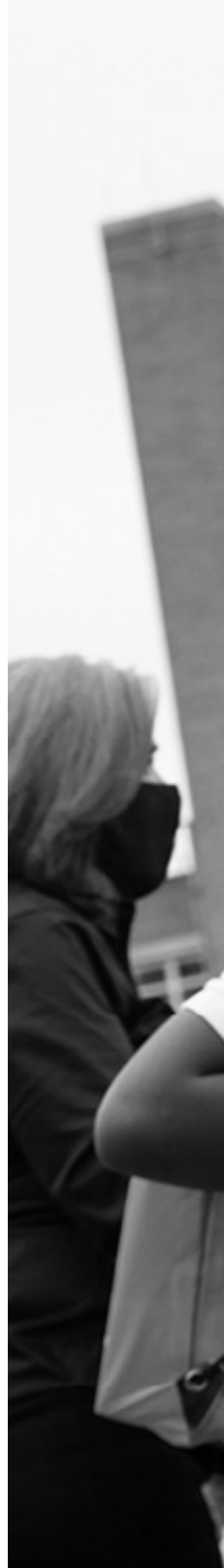
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RENEW

RETHINK

REPOWER

REIMAGINE

RECONNECT





The 2022 fiscal year (FY) data presented in this report are based on the DCSEU's estimates. These data are subject to rigorous monitoring and verification by a third-party evaluation firm hired by the District Department of Energy & Environment.

A MESSAGE FROM THE DCSEU

Fiscal Year (FY) 2022 marked more than eleven years that the District of Columbia's Sustainable Energy Utility (DCSEU) has been in existence.

Thanks to groundbreaking policies from District leaders, and to the trust placed in us by the Department of Energy and Environment (DOEE), we have built the DCSEU into not only a trusted community partner, but a model for other cities and states to follow on how to make clean energy more affordable, more accessible, and more equitable for residents and businesses.

In the American Council for an Energy-Efficient Economy's (ACEEE's) State Scorecard rankings, a yearly ranking of energy efficiency policy and program efforts by states, the District has moved from number 30 in 2013 to number 8 in 2020. In ACEEE's 2021 City Clean Energy Scorecard, the District was ranked number 3 out of more than 100 cities, just behind Seattle and San Francisco. Our collective efforts are being recognized, the benefits we are creating are being felt by residents and businesses, and we are honored to be able to do this work.

This year also presented a new contract cycle, demanding new goals, and numerous changes, challenges, and opportunities in the market. Increased baselines for lighting measures and more stringent building energy codes are evidence of the DCSEU's work to transform the market, but also limit our ability

to achieve additional energy savings and greenhouse gas (GHG) emissions reductions that go beyond construction code. The two-and-a-half-year pandemic continued to disrupt supply chains, drive sharp increases in inflation and costs, affect building occupancy behaviors, and create hesitancy in the market to invest in clean energy projects.

An evolving policy environment in the District has created mandates for electrification and decarbonization, which presents challenges for traditional energy efficiency programming but also creates opportunities for innovation. New players are poised to enter the market, with Pepco and Washington Gas proposing new energy efficiency and demand response programs, which creates opportunities for closer collaboration and accelerating progress on the District's clean energy and climate goals. Finally, Ted Trabue, the DCSEU's Managing Director since its inception ten years ago, stepped down in July.

Given the obstacles we've faced, we are all the more proud of the progress made and benefits delivered in 2022. We continued to forge pathways to good paying, green careers for District residents, generating more than 94 full-time equivalent (FTE) green jobs this year, exceeding our maximum benchmark. Through our Workforce Development program, we also helped 35

graduates secure full-time opportunities, joining the more than 180 graduates that have come through the program since 2014.

In 2022, we continued to make the benefits of clean energy more accessible to DC residents and businesses, spending more than \$11.2 million with Certified Business Enterprises (CBEs), investing more than \$5.8 million for energy efficiency in low- and moderate-income (LMI) communities, and delivering enough renewable energy capacity through Solar for All that will cut electricity bills by 50% for more than 2,500 income-qualified families.

We also established the country's first Affordable Housing Retrofit Accelerator (AHRA) in 2022, in partnership with DOE and the DC Green Bank. Over the next two years this program will help owners and managers of affordable housing make significant upgrades to bring their buildings into compliance with DC's Building Energy Performance Standards (BEPS) while preserving affordable housing and creating long-lasting economic, environmental, and health benefits for residents. We even launched rebates to help residents and businesses switch from gasoline to electric leaf blowers and lawn mowers, an offer that was made possible by the DCSEU's new greenhouse gas (GHG) reduction performance benchmark. Our work this year will deliver lasting benefits, providing more than \$149 million in lifetime cost savings for District residents and businesses and preventing more than 688,000 metric

tons of lifetime CO₂ equivalent (MTCO_{2e}) emissions.

This is not the first time we have faced adversity, nor will it be the last. The DCSEU has encountered many of the same challenges other energy efficiency programs across the country have dealt with this year – and certainly since March 2020's onset of the COVID pandemic. While many of those obstacles are out of our control, the DCSEU remains committed to continuous improvement and identifying innovative solutions to deliver more.

Adversity breeds innovation, and just as we have over the last decade, we will overcome these obstacles by reimagining our work, reconnecting with the community, and renewing our commitment to making the DCSEU *the* model for deploying clean energy programs.

BRANDON BOWLES
Interim Managing Director, DCSEU



2022 IN REVIEW

OVERALL IMPACT & HIGHLIGHTS



688,000 MTCO₂e

lifetime greenhouse gas emissions¹ prevented – the equivalent of 77 million gallons of gasoline consumed²

\$149 million

in lifetime cost savings for DC residents and businesses³

94 Green Jobs

created for District residents

\$11.2 million

invested with CBEs

\$5.8 million

invested in low-income communities

106 families

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

43 DC resident graduates

from the DCSEU Workforce Development program

¹ All lifetime MTCO₂e values are expressed in gross savings amounts

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

³ All lifetime cost savings values are expressed in gross savings amounts

2022 IN REVIEW

TABLE 1: ACEEE STATE RANKINGS FOR DC

The [ACEEE State Energy Efficiency Scorecard](#) rates how states have advanced their energy efficiency policies and programs. Since 2013 the DCSEU has moved from 30th to 8th in these rankings, with the DCSEU's efforts being highlighted in ACEEE's report. ACEEE is expected to release its next State Energy Efficiency Scorecard later this year.

Year	Rank
2013	30
2014	21
2015	14
2016	15
2017	13
2018	12
2019	11
2020	8

PERFORMANCE BENCHMARKS

The DCSEU has four cumulative Performance Benchmarks with minimum and maximum performance attainment targets. While there are minimum and maximum annual targets for energy savings and greenhouse gas (GHG) emissions reduction, the DCSEU's performance is evaluated on a five-year cumulative basis on these Performance Benchmarks. The DCSEU also has three annual Performance Benchmarks, as well as a contractual requirement for spending with CBEs.

CUMULATIVE PERFORMANCE BENCHMARKS

The DCSEU faced a variety of challenges in achieving energy savings and greenhouse gas reduction in FY 2022. 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 all impacted the DCSEU's ability to serve customers and achieve energy savings and GHG reduction. The DCSEU continues to monitor the market and work internally to 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 894,586 MMBTU in combined source energy savings in FY 2022. The DCSEU has achieved 13% of its minimum five-year cumulative Performance Benchmark target and 12% of its maximum five-year cumulative Performance Benchmark target.

Greenhouse Gas Emissions Reduction

The DCSEU has five-year cumulative Performance Benchmark for greenhouse gas (GHG) emissions reduction based on annual reductions in GHG emissions measure in metric tons of CO₂ equivalent (MTCO₂e). The DCSEU has achieved 11% of its minimum five-year cumulative Performance Benchmark target and 10% 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. The DCSEU must achieve a minimum of 4,500 kW and a maximum of 5,000 kW of 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 that incorporate renewable energy at the end of FY 2026. In FY 2022, the DCSEU supported 661 kW of renewable energy capacity and has achieved a 232 percent ratio of solar measure energy savings to non-solar measure energy savings.

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 expects projects achieving 30 percent energy savings to take place over several years due to the fact that identifying, assessing, and completing projects of this scale takes a significant amount of time.

TABLE 2: CUMULATIVE PERFORMANCE BENCHMARKS

Item	Benchmark	Description	Metric Unit	FY 2022 Results	Year 1 Minimum Annual Target	Year 1 Maximum Annual Target	Annual Minimum Target Progress	Annual Maximum Target Progress	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	1,136,789	1,515,718	79%	59%	6,820,733	7,578,592	13%	12%
2		Greenhouse Gas Emissions reduction	Metric Tons CO ₂ e (modified gross) ⁴	53,792	78,650	104,867	68%	51%	471,901	524,334	11%	10%
3a		Increase Renewable Generating Capacity	kW capacity	661	-	-	-	-	4,500 kW	5,000 kW	15%	13%
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 (%)	232%	-	-	-	-	>= 50%	-	-	-
4		Deep Energy Retrofits	# of projects that lead to at least 30% site energy reduction	-	-	-	-	-	70	100	-	-

ANNUAL BENCHMARKS & REQUIREMENTS

Low-Income Spending

The DCSEU has minimum and maximum annual Performance Benchmark targets for spending in low-income communities. In FY 2022, the DCSEU spent \$5,810,693 on energy efficiency projects in low-income communities. This exceeds the DCSEU's minimum annual Performance Benchmark target and was just 0.2% under the annual Performance Benchmark maximum target for low-income spending of \$5,819,654.

Green Jobs

The DCSEU must achieve a minimum of 66 FTEs and a maximum of 88 FTEs on an annual basis. One FTE is defined as 1,950 hours worked by a DC resident or \$200,000 in DCSEU incentive spending. In FY 2022, the DCSEU created 94.7 full-time equivalent (FTE) jobs, 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.

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.

General and Administrative Expenses

The DCSEU must not exceed 20 percent spending on general and administrative (G&A) expenses on an annual basis. In FY 2022, the DCSEU's G&A spending could not exceed \$4,010,000. The DCSEU's G&A spending in FY 2022 was \$3,302,428, or 16.5 percent, achieving the annual performance benchmark by spending 3.5 percent less than the cap.

Spending with Certified Business Enterprises

The DCSEU must spend at least 35 percent of its contractual dollars with CBEs. In FY 2022, the DCSEU spent \$11,289,067 with CBEs. The DCSEU's FY 2022 contractual requirement for CBE spending of \$20,385,696 is based on the subcontracting plan submitted to District Department of Small and Local business Development (DSLBD) in 2021. The DCSEU's requirement is based on total actual spending during FY 2022, which was less than the subcontracting plan due to project delays and carryover of funds to FY 2023. The DCSEU expects to have exceeded the 35% spending requirement based on its actual spending in FY 2022.

TABLE 3: ANNUAL BENCHMARKS & REQUIREMENTS

Item	Benchmark	Description	Metric Unit	FY 2022 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)	\$5,810,693	\$3,879,769	\$5,819,654	149.8%	99.80%
6		Increase number of green collar jobs	Green job FTE's directly worked by DC residents, earning at least a Living Wage - Hours	94.7	66	88	142%	107%
7		DCSEU General and Administrative Expenses	% of Cost Reimbursement Ceiling (capped at 20%)	\$3,302,428		\$4,010,000		82.4%
8	Other Contract Requirements	Expenditures with Small Business Enterprises/ Certified Business Enterprises	35% of annual DCSEU operating budget subcontracted to SBEs/CBEs	\$11,289,067	\$20,385,696		55%	

BUDGETED TO ACTUAL EXPENDITURES: DCSEU FY 2022 CORE CONTRACT

DCSEU FY 2022 Budget					Actuals		
Sector	Program/Initiatives	Incentive Budget	Non-Incentive Budget	Total Budget	Incentive Actual	Non-Incentive Actual	Total Actual
C&I	Business Energy Rebates (BER)	\$266,476	\$156,710	\$423,186	\$254,456	\$124,266	\$378,722
C&I	Commercial Midstream	\$703,219	\$70,000	\$773,219	\$819,051	\$65,134	\$884,185
C&I	Commercial Custom	\$2,400,000	\$1,867,978	\$4,267,978	\$2,493,192	\$1,677,768	\$4,170,960
C&I	Commercial Direct Install	\$17,166	\$20,000	\$37,166	\$54,223	\$21,645	\$75,868
LIMF	Income Qualified Efficiency Fund	\$2,957,573	\$500,000	\$3,457,573	\$2,232,834	\$415,752	\$2,648,586
LIMF	Low-Income Multifamily Comprehensive	\$1,629,220	\$500,000	\$2,129,220	\$1,900,280	\$388,136	\$2,288,416
LIMF	Low-Income Multifamily BER	\$10,100	\$23,754	\$33,854	\$9,604	\$18,810	\$28,414
RES	Residential Efficient Products	\$531,716	\$196,820	\$728,536	\$546,586	\$310,566	\$857,152
RES	Residential Midstream	\$14,378	\$617	\$14,995	\$16,035	\$985	\$17,020
RES	Energy Kits and Food Banks (LI)	\$758,762	\$73,511	\$832,273	\$762,850	\$66,912	\$829,762
WFD	Workforce Development	\$-	\$850,000	\$850,000	\$-	\$1,058,734	\$1,058,734
RE	Commercial Solar	\$125,000	\$10,000	\$135,000	\$94,827	\$14,159	\$108,986
RE	Low Income Solar	\$25,000	\$5,000	\$30,000	\$13,900	\$1,615	\$15,515
INN	Innovation - Market Rate	\$-	\$-	\$-	\$15,384	\$5,648	\$21,032
PS	Program Support	\$-	\$2,327,000	\$2,327,000	\$-	\$2,713,066	\$2,713,066
G&A	General and Administrative Support	\$-	\$4,010,000	\$4,010,000	\$-	\$3,302,428	\$3,302,428
Total		\$ 9,438,610	\$10,611,390	\$20,050,000	\$9,213,222	\$10,185,624	\$19,398,846

BUDGETED TO ACTUAL EXPENDITURES AND RESULTS

Solar for All

Budgeted	\$14,500,000
Actuals	\$9,216,016 ⁵
106 single-family solar PV systems installed	
18 CREFs installed	
2.958 MW in total solar capacity through Solar for All	

HVAC Replacement

Budgeted	\$480,000
Actuals	\$335,993
19 income-qualified families served	
12 efficient electric heat pumps installed	
13 efficient electric heat pump water heaters installed	

Train Green SEICBP

Budgeted	\$400,000
Actuals	\$395,994
Courses Provided	21

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 ARPA-DHCD	\$10,000,000
Budgeted SETF	\$3,000,000
Budgeted ARPA-BEPS	\$8,244,844
Actuals ARPA-DHCD	\$538,650
Actuals SETF	\$289,662
Actuals ARPA-BEPS	\$1,421,049

⁵ Due to project delays as a result of supply chain issues 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



(EM)POWERED BY CLEAN ENERGY

13,000

participants provided with efficient LED lighting through the food bank lighting initiative

\$14.6+ million

in lifetime cost savings in income-qualified communities

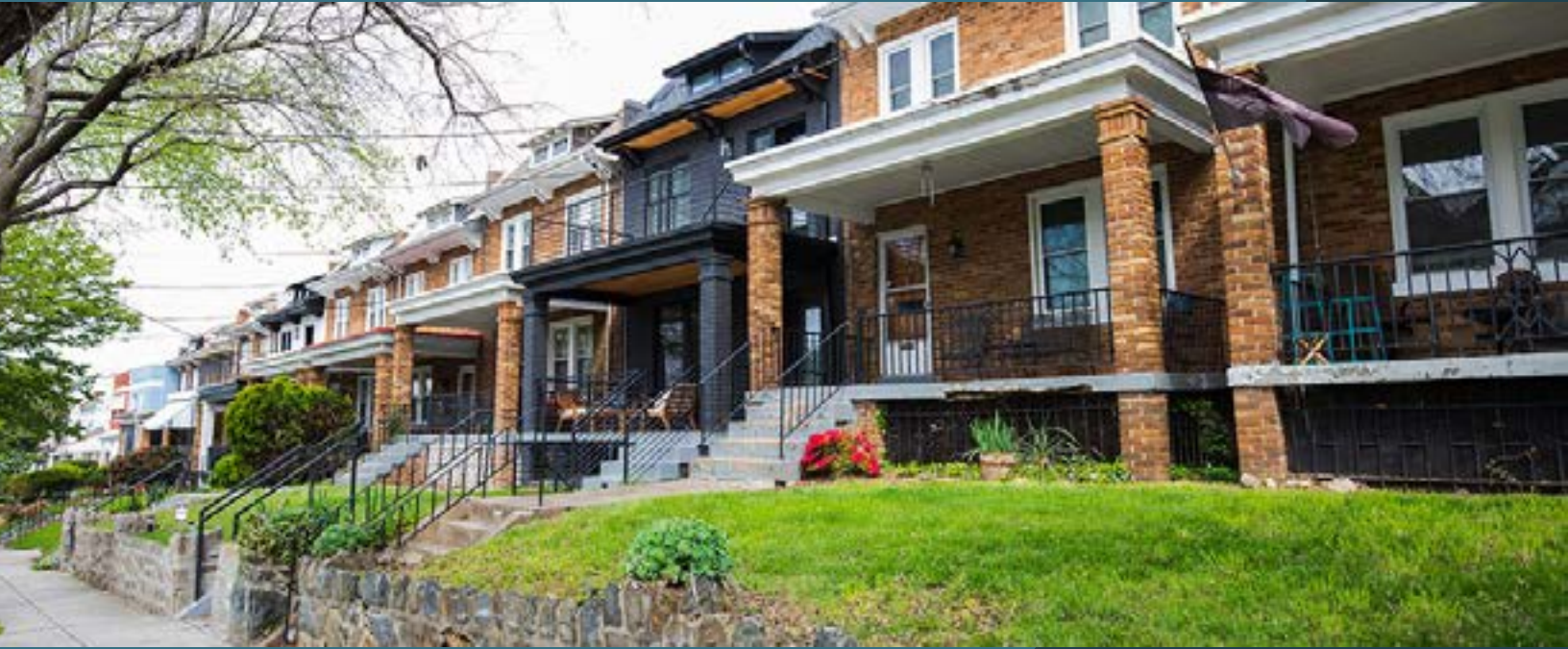
58,000+ metric tons

of greenhouse gas emissions (MTCO_{2e}) prevented

In FY 2022 the DCSEU continued to serve income-qualified residents through targeted energy efficiency and renewable energy initiatives, including some newly launched efforts this year.

The DCSEU has a history of providing energy-efficient lighting and energy conservation kits at no cost to income-qualified residents in the District through partnerships with local food banks, the Low-Income Home Energy Assistance Program (LIHEAP), and other District programs serving income-qualified residents. Not only did such work continue this year, but the DCSEU expanded its efforts by partnering with District of Columbia Public Schools (DCPS). Together we distributed more than 11,000 efficient LED lighting kits to students and their families at 40 Title I elementary schools. This represents more than 20 percent of students enrolled in DC Public Schools.⁶ In total, the DCSEU served more than 13,000 participants through its lighting and energy conservation kit initiatives for income-qualified residents, an effort which will deliver more than \$5.6 million in lifetime cost savings for families.

CONTINUED ON PAGE 18



FY 2022 also saw the launch of The DCSEU’s HVAC Replacement program, an initiative derived from our FY 2019 Low-Income Decarbonization Pilot program. This program helps income-qualified single-family residents upgrade their natural gas heating and water heating systems to efficient electric heat pumps and heat pump water heaters at no cost. Combined with efforts from the Solar for All program, providing residents access to either solar PV directly on their roof or access to community solar bill credits at no cost, the program helps residents make upgrades that will cut their energy costs and emissions, raise resident comfort, and improve indoor air quality from the elimination of natural gas equipment.

For owners and managers of affordable multifamily housing, clinics, and shelters, the DCSEU continued to provide rebates and incentives, no-cost technical assistance, and direct contractor support for clean energy projects. To support affordable multifamily, clinic, and shelter properties, ensuring they understand and are able to meet the District’s Building Energy Performance Standards (BEPS), in 2022 the DCSEU established the country’s first Affordable Housing Retrofit Accelerator in partnership with DOEE and the DC Green Bank. The three-year program will provide more than \$37 million in federal American Recovery Plan Act funding thereby helping to preserve and improve DC affordable housing, increase resident comfort, and create lasting economic and environmental benefits. Through the Income-Qualified Efficiency Fund (IQEF) program, the DCSEU provided more than \$2.2 million in incentives for 12 projects while providing technical assistance and direct contractor services for property owners and managers. Through the Low-Income Comprehensive program, DCSEU Account Managers and Engineers provided no-cost technical assistance and more than \$1.9 million in incentives to help property owners and managers complete 23 projects.

⁶ Source: <https://dcps.dc.gov/page/dcps-glance-enrollment>

CASE STUDY | CAPITOL IMPROVEMENTS

Capitol City Rehabilitation and Healthcare Center provides quality care to Ward 8 residents east of the river. Its team of healthcare professionals prioritizes patient care and guarantees a comfortable environment.

According to Capitol City Administrator Michael Skaist, pandemic-induced supply chain discrepancies paired with the high cost of equipment made budgeting for capital improvement projects a difficult task. “The amount of work that needed to be done was really expensive and way beyond our means.”

In 2020, Skaist began identifying the areas most in need of renovation. Work began with addressing the outdated lighting, heating, and cooling throughout the building. In September 2021, DCSEU’s Account Manager Yvonne Coles stepped in with LED lighting incentives, enabling the organization to better serve patients while also ensuring a comfortable working environment for staff.

“It tremendously improved the working atmosphere and quality of life for



residents,” said Skaist. “It just brightened up the whole place.”

Once the lighting project was complete, the DCSEU team, including Senior Engineering Consultant Mikelann Scerbo, facilitated the replacement of outdated packaged terminal heat pump (PTHP) systems responsible for heating and cooling the facility. The Income Qualified Efficiency Fund (IQEF) program made this upgrade possible, adding new, efficient PTHP units in patient rooms throughout the building.

With more than \$700,000 incentives from the DCSEU, the rehab facility was able to prioritize energy efficiency.

“*We’ve been able to do things in this building that we would have never been able to do. We have an environment that’s working for the patients and for the staff. It’s just tremendous.”*

Michael Skaist, Administrator, Capitol City Rehabilitation & Health Care Center

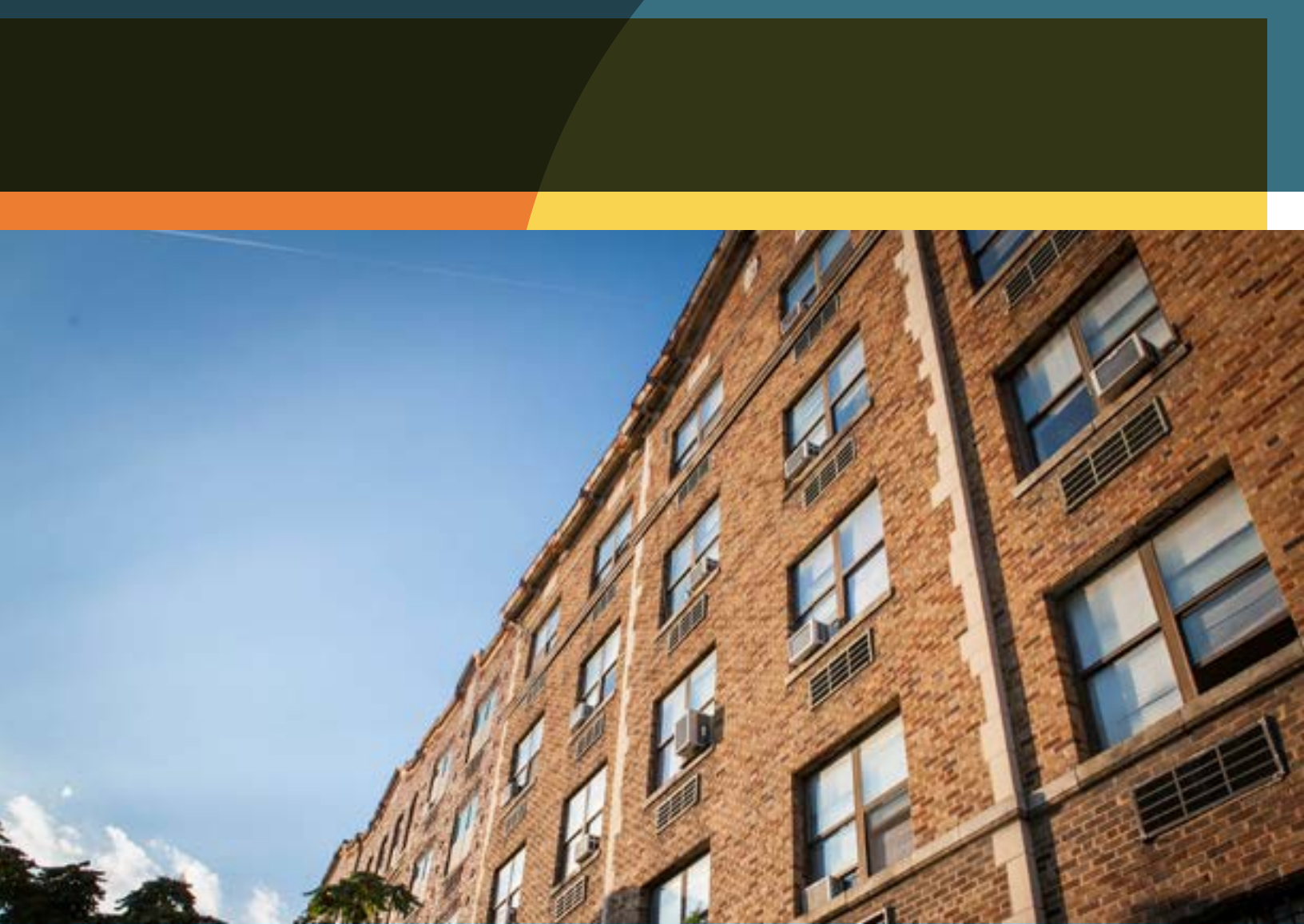
By 2026, hundreds of District buildings over 50,000 square feet will need to have taken action to reduce their energy consumption to meet DC's Building Energy Performance Standards (BEPS). These standards set a minimum threshold for energy performance – a good thing. Unfortunately, however, the pandemic has left many property owners and managers grappling with a host of new challenges like inflation, occupancy rate changes, and loss of income.

Technical and financial support to meet the BEPS and the resulting reductions in energy and operating costs is now more important than ever. This is especially true for owners and managers of the more than 100 multifamily affordable properties in the District that must meet the BEPS.

In December 2021, in partnership with the Department of Energy & Environment (DOEE) and the DC Green Bank, the DCSEU launched the nation's first Affordable Housing Retrofit Accelerator. Utilizing federal funds



from the American Recovery Plan Act (ARPA), the multi-year program will help housing units remain affordable, improve health and comfort, and achieve lower utility bills for the building owners and residents. Owners and managers of qualifying buildings will receive rigorous energy audits, one-on-one guidance on how to comply with the BEPS requirements, and financial incentives and cost-neutral financing



opportunities for the installation of new energy-efficient building equipment. Building owners have a direct line of communication with and support from DOEE, the DCSEU, and the DC Green Bank.

Throughout FY 2022, the DCSEU worked closely with DOEE and the DC Green Bank on program design and implementation planning, as well as building the necessary partnerships to deliver a robust and equitable program for this critical market. The DCSEU solicited and trained 14 qualified building auditors, including 3 CBEs, to perform audits in buildings, identified and received applications from the

owners of 106 eligible buildings, and supported energy audits in over 30 buildings. The DCSEU worked with a CBE contractor to complete an efficient lighting retrofit in one building in FY 2022. While the DCSEU did not deploy the full budget in FY 2022, by working with our partners, we established the solid foundation needed to scale this program over the next two years and ensure funds are deployed effectively and efficiently to preserve and improve affordable housing. In FY 2023, the DCSEU will continue work to complete building audits and begin more extensive implementation of building energy efficiency improvements.

CASE STUDY | LIVING WITH LOWER CARBON EMISSIONS



Ernestine Flythe, an income-qualified, long-time Ward 8 resident, received rooftop solar through the Affordable Solar program in 2012. With the help of DCSEU Program Manager Nineeka Dukes, Ms. Flythe was able to replace her natural gas heating and water heating systems with energy-efficient electric equipment, including a heat pump and heat pump water heater, all at no cost to her. The installation was completed in September 2022 by Greenscape Energy, a CBE contractor.

CASE STUDY | GOING BACK TO SCHOOL

According to the U.S. Department of Energy, on average, low-income households spend three times as much of their income on energy bills than non-low-income households. Reducing energy burden, even through simple changes like LED lighting, can free up money that can be spent on the things that matter most to families.

In FY 2022 the DCSEU partnered with District of Columbia Public Schools (DCPS) to distribute efficient lighting kits to students at 40 Title I schools throughout the city. The LED lighting kits provided to students will help families save up to \$80 per year, provide good quality lighting for students at home, and will last up to 25 years (about 25 times longer than an incandescent bulb).

“DCSEU has been a vital partner to Langley Elementary School... students are able to apply what they have learned in their units of study and apply it to their daily lives.”

Jennifer Wehner, School Wide Enrichment Model Teacher, Langley Elementary

The DCSEU hosted two in-person events with schools as part of the LED lighting kit distribution as well. On Energy Efficiency Day, October 6, 2021, the DCSEU worked with Plummer Elementary in Ward 7 to hand out kits



to students and their families during dismissal. And for Earth Day in April, the DCSEU partnered with Langley Elementary in Ward 5 to distribute kits and did an interactive presentation with their STEM students on solar energy, building solar cookers with the students and donating two solar cookers to the school.

“DCSEU has been a vital partner to Langley Elementary School in Washington DC,” said Jennifer Wehner, Langley’s School Wide Enrichment Model Teacher who oversees their STEM Lab. “They have integrated their real-world experiences into our lessons with hands-on experimentation and engineering opportunities. Students were able to construct solar cookers and see how the sun’s energy can be used to cook food. DCSEU also provided kits to Langley families to switch their lightbulbs to more energy efficient bulbs as well as kits to test the insulation of their homes. Students are able to apply what they have learned in their units of study and apply it to their daily lives.”

BRINGING HOME THE BENEFITS OF ENERGY EFFICIENCY

for residents



29,000 participants

in DCSEU residential rebate programs

\$545,000

in rebates for residential customers

\$4.7 million

in lifetime cost savings for residential customers

This year, the DCSEU continued serving residential customers with a variety of rebates for lighting, appliances, and HVAC equipment, while also preparing for changes to the market brought on by everything from updated federal lighting standards to Pepco's launch of energy efficiency and demand response programs per the Clean Energy Omnibus Act of 2018.

The DCSEU served more than 29,000 DC residents in FY 2022, while providing more than \$540,000 in lighting, appliance, and HVAC rebates – rebates expected to generate more than \$4.7 million in lifetime cost savings. Among those served were 386 participants receiving rebates for efficient electric heating and cooling equipment, 120 for energy conservation kits, and more than 1,000 for efficient appliances and lawn care equipment.

Additionally, more than 27,000 participants were served with LED lighting discounts at local retailers. During the summer of 2022, the DCSEU announced that LED lighting rebates provided at the point of sale with participating retailers would cease at the end of the calendar year due to market transformation. In response, the DCSEU launched an advertising campaign petitioning residents to take advantage of these discounts before December 31, 2022.

As of January 1, 2022, the District banned the use of gas leaf blowers. Since the DCSEU's new performance benchmarks include greenhouse gas reduction, the DCSEU decided to launch rebates to help residents and businesses switch from gas-powered lawn equipment to electric leaf blowers and mowers. Electric leaf blower rebates were launched in November 2021 and rebates for electric lawn mowers (push and riding) were launched in July 2022. The DCSEU provided residential customers with more than 270 rebates for electric leaf blowers and more than 85 rebates for electric lawn mowers this fiscal year. While rebates for leaf blowers were discontinued at the end of FY 2022, electric lawn mower rebates will continue into FY 2023.

CASE STUDY | DCSEU POWER USER: TURNING A HOUSE INTO AN EFFICIENT HOME

Diego Rios made the District his home four years ago, settling into life as a homeowner soon after. A family man, he is not one to shy away from a challenge. Which is good, seeing as his new home came with new challenges: maintaining appliances, heating and cooling systems, and landscaping to name a few. Diego initially discovered DCSEU's Efficient Product Rebates when he replaced his old HVAC system. Now he makes it a habit to check the DCSEU site for available rebates. Since 2020, Diego has made numerous energy-efficient upgrades to his home with ENERGY STAR® appliances, saving over \$1,000 through DCSEU rebates and even more in energy savings.

// *(The DCSEU rebate) helps consumers choose the most efficient and better product. I'm someone that already has the information, and I was able to go back to your website and look for the rebates."*

Diego Rios, DC Homeowner

This summer Diego also thought about replacing his old gas lawn mower. After seeing that the new rebate launched by the DCSEU could save him \$75 off an electric push mower, he decided it



was time to ditch the older, heavier gas machine for an electric one. "The gas lawn mower was pretty heavy, even though it was a self-propelling lawn mower, taking it in and out of storage and handling it in general was a lot of work," he said. Not only was the gas equipment heavier it was more of a hassle to maintain. Diego explained, "I had to make sure that it had enough gas and check on it during the winter, so the engine wouldn't get ruined."

Diego was very surprised to learn that running a gas-powered lawn mower for sixty minutes generates similar emissions to that of a car traveling 350 miles. Even though the environmental impacts of gas mowers were not initially among the top reasons for making the switch, Diego is very happy his garden is no longer "covered in smoke" after cutting the grass – and to have saved so much on all his upgrades while he makes his home in DC.

CASE STUDY | TAKING A 100-YEAR-OLD HOME DOWN TO ZERO



photo credit: Kevin Allen Photography

With some of the most aggressive climate goals in the country, DC prioritizes supporting green projects through policies, incentives, and grants. The District's Net Zero Energy (NZE) program, a collaboration between the Department of Consumer and Regulatory Affairs (DCRA) and the DC Sustainable Energy Utility (DCSEU), is designed to help DC residents and trade allies understand and navigate the process for designing, permitting, and completing NZE residential projects in DC. If approved, projects can receive up to \$10,000 in incentives from the program.

Vanessa Bertelli and Stefano Negri began the process of retrofitting their 100-year-old Northwest DC home just after purchasing the property in April 2020. With the pandemic looming and resources tightening around the world, Bertelli dedicated her time to research and putting together a team of contractors who believed in her vision for a super-efficient, NZE home.

"I realized homeowners play a key role in reducing carbon emissions. The District's Net Zero Energy program helped me understand that getting rid of gas appliances was the necessary first step in ensuring a healthy home for my children and a livable future for all children," said Bertelli.

Over a year and several months, Bertelli and Negri were able to transform the home by removing all systems and appliances that ran on fossil fuels. This included a gas furnace, water heater, clothes dryer, and cooking range. The home is now fully electrified. In addition, the couple was able to air-seal the home and include energy recovery ventilation (EVR) to recover heat and moisture to maximize the efficiency of the HVAC systems. Combined with rooftop solar, the home is on its way to reaching net-zero status and far exceeds the District's 2017 Energy Conservation Code. This is the fifth residential NZE project supported through this program over the last 3 years.

SHINING LIGHT ON SOLAR IN THE DISTRICT



106 solar PV systems

installed on income-qualified single-family homes

26 roof repairs

provided to allow customers to receive single-family solar PV

18 community solar

installations completed

In FY 2022 the Solar for All program continued to make an impact on the District's most vulnerable communities.

As cities around the country seek to invest in similar efforts, the program has become a national leader in its sector. In fact, the Solar for All program was cited as an example by the [White House in a July 27, 2022 fact sheet](#) highlighting the ways in which the Biden Administration is seeking to lower home electricity costs for hard-hit American families and create clean energy jobs.⁷ The DCSEU's work on Solar for All continued to reduce the energy cost burden on low- and moderate-income residents, while creating opportunities for local solar developers and contractors.

This year, the DCSEU completed 106 solar PV systems on single-family residents' rooftops. The work was accomplished in partnership with five local contractors, four of which were Certified Business Enterprises (CBEs). For some residents, the state of their roofs has been a barrier from participating in the Single-family Solar for All program. This year, the Department of Energy & Environment (DOEE) and the DCSEU included funding for roof repairs and electrical system upgrades in order to make solar accessible while maintaining the integrity of these District homes. Residents in 26 homes were able to take advantage of roof repairs, while 2 residents received electrical system repairs that made it possible for them to have solar installed.

The DCSEU also completed 18 community renewable energy facilities (CREFs) this year through the Solar for All Community Solar program, including the first project in the program to utilize solar shingles. The DCSEU worked with 5 local solar developers, 4 of which were CBEs, to make these projects a reality. An additional 22 projects that began in FY 2022 will be completed in FY 2023. Once all 40 CREFs are complete, they will help more than 2,500 income-qualified families cut their electricity bills by approximately 50 percent – up to \$500 per year over the next 15 years. That means renters and homeowners in DC will benefit from more than \$19,000,000 in Solar for All electricity bill savings over that time period, freeing up funds for the things that matter most to them.

⁷ White House, "[FACT SHEET: Biden-Harris Administration Announces Six New Actions to Lower Electricity Bills for Working Families](#)," July 2022

CASE STUDY | WARD 4 ROOFTOP RETURNS RESOURCES TO THE COMMUNITY



Innovative solar shingles give homeowners a more weather-durable option to tackle a roof renovation while obtaining the same benefits as standard rooftop solar. In June 2022, the DCSEU joined representatives from DC Green Bank, Flywheel Development, SunStyle, Ward 4 Councilmember Janeese Lewis George, and other District elected and government officials to celebrate the completion of the first solar shingle project under the District's Solar for All program.

"Solar for All is important because it bridges the gap in our community and makes the resources available to everyone. Low- and moderate-income residents in the District can take part in this solar program," said Councilmember Lewis George.

This community solar installation is the first of its kind in the Solar for All program and is also the first project in the DC area to use the SunStyle solar shingle. Solar shingles and roofing like SunStyle's are unique in that they produce electricity like a traditional solar panel but also serve as actual roofing material.

This solar roof will produce enough electricity to serve six income-qualified DC families through Solar for All Community Solar subscriptions. Flywheel Development, a DC-based solar developer and participant in the Solar for All program since 2019, has worked closely with the DCSEU and DC Green Bank to make the project a reality.



Jessical Pitts, Co-founder and CEO,
Flywheel Development

“The DCSEU and DC Green Bank are critical partners for these projects,” said Jessica Pitts, co-founder and CEO of Flywheel Development. “The incentives the DCSEU provides through the Solar for All program and the affordable financing provided by DC Green Bank enable us to build our business, bring solar to buildings where it may not have been an option, and to be a part of the District’s transformation to a clean energy economy.”

In FY 2022, the DCSEU provided incentives to local solar contractors and developers to install solar systems on single-family homes of income-qualified DC families, as well as to develop larger community solar systems like this one in Ward 4. When projects are completed, this work is expected to help more than 2,600 income-qualified DC families cut their electricity bills by about 50 percent – up to \$500 per year for the next 15 years.

CASE STUDY | FAIRFAX VILLAGE GETS A NEW LIGHT SOURCE



Fairfax Village, a collection of condos built in 1941 and one of the oldest communities in Southeast DC, is home to approximately 450-income-qualified residents in Ward 7. With some residents calling this historic neighborhood home for decades, it's only natural Fairfax Village is quickly becoming a District leader in employing solar capacity.

Aligned with the DCSEU's core value of making clean energy more accessible and affordable for all District residents, the DCSEU provided incentives to develop and build out solar systems at Fairfax Village. Through the Solar

for All program, we partnered with Flywheel Development who installed the Community Renewable Energy Facility (CREF) solar systems and the DC Green Bank who provided the construction loan for the project.

At the conclusion of this latest project, a substantial number of the buildings in the community will have solar installed on their roofs, with additional solar capacity in the community coming from a ground-mounted unit.

"Our continued partnership with DC Green Bank, DCSEU, and Flywheel

Development has allowed our community to bring down utility costs for District residents and to do our part to improve the environment in the District,” said Lem Walker, Fairfax Village Community Association President. “We are blazing a path for other communities to follow to become clean, green, and remain affordable.”

“We are blazing a path for other communities to follow to become clean, green, and remain affordable.”

Lem Walker, Fairfax Village Community Association President

Since 2020, the DCSEU has incentivized Solar for All projects in 8 of the 9 residential groupings that are part of Fairfax Village, while installing a total of 17 solar CREF systems at the location – the latter benefitting not only Fairfax village residents, but also income-qualified residents elsewhere in the District who are able to subscribe and obtain energy from these community solar installations.



SUPPORTING CLEAN ENERGY IN AN UNCERTAIN MARKET

for businesses



\$98 million

in lifetime cost savings for businesses

\$3.6 million

in incentives provided to DC businesses to support more than \$41 million in clean energy projects this year

477,000 metric tons

of lifetime greenhouse gas emissions (MTCO_{2e}) prevented

661 kW

in solar capacity supported

Owners and managers of commercial and institutional (C&I) properties in the District were faced with numerous challenges in FY 2022. As we emerge from the COVID-19 pandemic, the District has experienced historical levels of office vacancy and low office occupancy.

Inflation rose steeply and significantly in FY 2022, making the costs of capital upgrades, including clean energy projects, significantly more expensive. Materials and shipping costs increased, and supply chain constraints have delayed the availability of materials. Many of these owners and managers must also now determine how their buildings will meet the District's Building Energy Performance Standards (BEPS) before the 2026 deadline.

When you consider the many challenges and difficult decisions that C&I property owners and managers must face, one can understand why they would be hesitant to pursue capital upgrades and clean energy projects in their buildings. In response, the DCSEU devised several new ways to increase engagement with the C&I market and better serve their needs in FY 2022.

For the past decade, the DCSEU has provided Account Management and Engineering teams that work to engage with C&I customers and help them determine how they can operate their properties more efficiently through energy efficiency upgrades or operational

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improvements. In FY 2022, the DCSEU expanded its role as a trusted, third-party advisor for technical assistance, information, and financial incentives. This included extending participation in the DCSEU’s “roundtable” initiatives to new, vertical markets beyond universities and schools, opening the door to affordable multifamily residential, hospitals and health care facilities, hotels, and commercial real estate. The DCSEU hosted roundtables in partnership with the DC Building Innovation Hub and provided attendees a thorough overview of the BEPS while also addressing topics related to customers’ specific vertical markets. In addition, the DCSEU performed “Energy Treasure Hunts,” where DCSEU Account Managers and Engineers walked through facilities seeking energy-saving opportunities with several customers, including a health care facility, university property, and several grocery stores that do not meet the BEPS.



DCSEU staff joined by Mayor Muriel Bowser at the BISNOW State of the Market event in May 2022 where they connected with the business community.

The DCSEU also continued to offer financial support for C&I customers through downstream and midstream rebates, direct services with DCSEU participating subcontractors, and through custom incentives to encourage energy efficiency and renewable energy projects. In addition to offering enhanced rebates for small businesses and income-qualified facilities, the DCSEU increased its downstream and midstream rebates for certain lighting and refrigeration measures in FY 2022 to help make these upgrades more affordable and attainable for property owners and managers. Similar to opportunities provided to the residential market, in FY 2022 the DCSEU began offering rebates for electric leaf blowers and lawn mowers to businesses, helping them comply with the District leaf blower ban and to reduce greenhouse gas emissions. In total, the DCSEU provided more than \$3.6 million in rebates and incentives to more than 1,900 participants through its C&I programs in FY 2022.

CASE STUDY | CONSERVING HISTORY THROUGH ELECTRIC LAWN CARE



It's a fall day in the District. Red and yellow leaves decorate the streets as neighbors embrace the seasonal breeze on their morning walks. On the grounds of Tudor Place Historic House & Garden, the garden and landscaping team are busy with their seasonal clean up: trimming the trees, blowing leaves, and mowing the lawn – with a green twist.

In addition to preserving the stories of six generations of descendants of Martha Washington and the enslaved and free people who lived and worked here for nearly two centuries, these 5.5 acres serve as a haven for local wildlife. Today, Director of Buildings, Gardens & Grounds Allyson Whalley and her team honor the legacy of the last owner, Armistead Peter III, and his wishes to conserve the land for future generations of the public to enjoy. Part of this initiative includes switching to electric lawn care.

This year, after the District's gas leaf blower ban went into effect in an effort to reduce noise pollution and CO₂ emissions across the District, the team went electric. "Sustainability is part of our value system and strategic action plan. Using electric powered equipment also makes for a nicer working environment – particularly since we are located in a residential neighborhood away from the commercial district," said Whalley.

Eventually switching their full suite of



lawn care over to electric, the team now enjoys lighter-weight equipment and less maintenance compared to the gas-powered products previously used on site. Ever cognizant of the neighborhood and wildlife surrounding the property, the team no longer worries about smell or noise pollution.

Tudor place was provided with \$250 in total rebates for 2 electric backpack leaf blowers and an electric push mower. "We recommend companies that do purchase electric lawn care choose a full line of equipment so the batteries can be interchangeable," said Whalley.

With careful consideration for the property and regard for the surrounding environment and wildlife, making the switch to electric lawn care has proven to be a promising step in conserving this National Historic Landmark for generations to come.

CASE STUDY | STUDENT HOUSING GETS CLEANER & GREENER



First-year college students convene on campus community spaces to cook, play card games, and get a last-minute study session in for tomorrow's midterm. It's a normal day at George Washington University's (GWU) Thurston Hall, where thoughtful upgrades contribute to the health and comfort of such gatherings.

Thurston Hall, a 100-year-old residential building housing up to 820 first-year students, recently went through a complete renovation. In order to support GWU's sustainability goals, energy efficiency upgrades were a must. "We wanted the building to support community, so we converted this really

old building into something modern," said Seth Weinshel, GWU's Associate Vice President of Business (who also oversees housing and dining).

Thurston Hall is expected to save 510 MWh of electricity in its first year of re-opening, thanks to LED lighting, heat pump water heaters, and space conditioning heat pumps. The heat pumps alone will save more than 59,000 therms of natural gas, allowing GWU to take a large step toward reducing its reliance on natural gas. The DCSEU also incentivized Thurston Hall's new rooftop solar system, which will generate 122 MWh annually and further reduce

energy costs. The projected energy savings from GWU's collective efforts contribute to their targeted LEED Gold Certification, while increasing natural lighting, improving air quality, and reducing moisture levels to provide a healthy environment in which students can thrive.

“Getting additional perspectives from a group like DCSEU provides a little bit of assurance and confidence that we’re heading in the right direction.”

Josh Lasky, Director of Sustainability, GWU

The four-year renovation project persisted even as the pandemic and supply chain issues disrupted construction. The team had to be creative in order to keep the project on track. “The pandemic forced a recalibration in priorities for everyone,” according to Josh Lasky, GWU’s Director of Sustainability. The pandemic forced building owners and managers across the District to consider occupant health and well-being. “One of the things that we wanted to make sure we did in this building was control the environment well to help with moisture levels and air quality,” said Weinschel.



The technical assistance and financial incentives from the DCSEU have helped GWU's Thurston Hall become an energy-efficient home for first-year students while contributing to the university's and the District's clean energy and climate goals. The DCSEU's support also provides some peace of mind as property owners and managers like GWU consider upgrades. “Programs that the DCSEU has put together plus the technical assistance and the experience that they bring to the table as a support structure that’s publicly available is huge,” said Lasky. “Getting additional perspectives from a group like DCSEU provides a little bit of assurance and confidence that we’re heading in the right direction.”

As the team makes additional plans to upgrade lighting and HVAC systems around GWU's campus, providing students with a safe, healthy, efficient environment remains the goal.

FOSTERING OPPORTUNITIES IN THE *Green Economy*



94 FTE green jobs

created for District residents

\$11.2 million

spent with 20 CBEs

43 Graduates

from Workforce Development Program

This year, the DCSEU spent more than \$11.2 million with 20 CBE firms across its portfolio of work.

That includes working with contractors to complete energy efficiency projects with DCSEU customers, developing and installing solar projects with CBE firms across the District, and working with CBE vendors on everything from printing and advertising to purchasing office supplies. DCSEU staff deepened engagement with the District Department of Small and Local Business Development (DSLBD) through regular engagement with their Procurement Technical Assistance Center (PTAC) staff to identify potential new CBE contractors, and by collaborating with them on the first CBE Industry Rally for Sustainable Building Market in May 2022.

This was also the third year the DCSEU operated the Train Green Sustainable Energy Infrastructure Capacity Building and Pipeline Program (Train Green SEICBP). Created through the Clean Energy Omnibus Amendment Act of 2018, the program assists CBEs and CBE-eligible firms in acquiring new or enhanced skills and knowledge around energy efficiency and renewable energy design, construction, inspection, and maintenance by providing industry-leading training and certifications at no cost. In FY 2022, the DCSEU offered 22 courses at varying levels, from introductory to advanced, creating multiple vocational pathways for students to explore. These included Energy Efficiency, Sustainability and Health, Building Operations, HVAC, and Renewables and Solar. The DCSEU Train Green program had more than 305 program registrations, 259 of which were either a DC resident and/or worked for a CBE or CBE-eligible firm. Of the 163 program registrants that attended courses, 137 were either a DC resident and/or worked for a CBE or CBE-eligible firm.

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Fostering Opportunities in the Green Economy continued



DCSEU Workforce Development externs participate in their weekly meeting and training session earlier this year.

The DCSEU also offered its first course in Spanish this year, and worked with the Mayor's Office on Latino Affairs on outreach to the Latino community. When surveyed, 54 out of 55 program respondents said they were highly or somewhat satisfied with the Train Green course in which they participated.

The DCSEU continued its Workforce Development Program in FY 2022, partnering with DC-based mentor organizations, many of which are CBEs, to offer paid "externships" to DC residents. In exchange for providing on-the-job training and mentorship to externs for approximately three to six months, the DCSEU provides weekly soft skills training, access to training and certifications, and a living wage (at minimum) to externs. Since 2014, more than 180 DC residents have graduated from the program and approximately 85% of graduates have secured full-time employment after graduation, often with their mentor company or organization. This year, the DCSEU hosted both winter and summer cohorts, with 43 externs graduating from the program, and 35 securing full-time employment upon graduation.

"This and all DCSEU Training Sessions that I've attended were outstanding. The information that is being presented is priceless."

DCSEU Train Green participant

CASE STUDY | RE-ENTERING THE WORKFORCE ON A NEW PATH

Yolanda Hayden, alumna of the [DCSEU Workforce Development Program](#), began her journey back in 2016 while employed as a Property Manager. Having just departed a property in her vehicle, she was hit unexpectedly while sitting at a red light. Her injuries were life changing.

As Hayden endured months of medical care and therapy, it became apparent that she would have to give up the job she loved in order to have the best chance at a full recovery. She moved in with her sister while her body healed.

Eventually she began to look for employment again. "It was tough looking for a job being over fifty-five because even with my years of experience and skills, no one wanted to hire me." It was in attending a job fair at Friendship Place that she met Gleniss Brown Wade, Program Manager of the Workforce Development Program at the DCSEU. While Hayden had lost hope, Wade assured her that everything would be okay.



Hayden was accepted into the program. She proceeded to learn about clean energy and how it impacts our daily lives. She also earned a living wage throughout her participation in the program. After five months of on-the-job training during her "externship," Hayden was hired by her mentor company, WDC Solar.

After two years on the job, Hayden heard the DCSEU was hiring to support its Train Green SEICBP program. "I immediately applied for the position at the DCSEU." Hayden began her first day as the Training Coordinator for the Train Green program in January of 2022.

“I love my role at the DCSEU. I recommend the DCSEU Workforce Development Program to any person who is re-entering the workforce and would like to get involved in DC’s green economy.”

Yolanda Hayden, Training Coordinator, DCSEU

Kira Franklyn's Winter 2021-2022 Workforce Development Graduation Remarks

"We have made it to the end of the workforce program at DCSEU. A program that was created to help some of us transition into new careers, to help some of us become new professionals in the workforce in its entirety, and to help some of us learn new skills as a buffer between jobs.

"No matter the path that led you to this program, here we are; and as we exit the program, we exit with more experience, more references, and more tools to help us along our path.

"I want all of us to pat ourselves on our backs, for taking the first steps in and the last steps out. No matter the journey we continue to embark on from here on out, we now embark on it stronger, more equipped, and with a bigger support team.

"I would like to thank DCSEU, Corestaff, all the contracted businesses that worked day by day with us, and most of all.... Gleniss Wade for having our backs, encouraging us, and being our team lead and friend by telling us a simple, "You Got This", when we needed to hear it the most. We made it!!! Congrats to DCSEU Workforce Program Class of 2021."

Prior to entering the summer 2022 cohort of the DCSEU's Workforce Development Program, Cornell Glover had a knowledge of the maintenance and construction industry. Learning about the business from family members as a preteen, he was familiar with the necessities of the industry. After serving time away, at the age of 30 Glover was prepared to reenter the workforce. After earning certificates to gain better job prospects, local solar developer and contracting firm WDC Solar introduced him to the DCSEU's Gleniss V. Brown Wade, who runs the Workforce Development Program.

Through the "externship," Glover spent his days installing solar panels. He took advantage of opportunities to learn more about solar and electrical through on-site training. "I like to be in the field and learn on the clock," he said. With the goal of learning about sales, it's the business of energy efficiency and maintenance that Glover is pursuing.



Glover hopes the knowledge he has gained from the Workforce Development Program will put him in a position to thrive in the expanding home energy efficiency industry. Looking to bridge the gap between solar installers and maintenance technicians, Glover has ownership aspirations. Through team-building skills on the job and at weekly trainings in the DCSEU office, he credits the program for furthering his experience and putting him in the position to thrive. "It's worth it...This is something that is sustainable for your career now and into the future."

Pictured above: Gleniss Brown Wade, Manager, DCSEU Workforce Development Program

CASE STUDY | A CAREER WORTH SUSTAINING



Ward 5 resident Anzel Nichols participated in the Summer 2022 cohort in the DCSEU's Workforce Development Program. As a Workforce Development "extern," Anzel was able to work with a local Certified Business Enterprise (CBE) and earn a livable wage. He spent the summer with Citizen Energy helping customers complete ENERGY STAR applications to get their buildings certified.

With aspirations to work in environmental consulting and project management, Nichols credits the DCSEU Workforce Development Program with providing access to networking opportunities and resume boosting skills, as well as soft skills training and financial literacy compliments of weekly training sessions led by Gleniss Brown Wade at the DC Office.

“ *I knew a lot about green infrastructure before, but I learned more insight in ways so that I could better apply myself in this field moving forward.”*

Anzel Nichols, Workforce Development Program graduate

CASE STUDY | BUILDING THE CAPACITY TO COMPETE

The District's clean energy goals are some of the most aggressive across the country. DC's Building Energy Performance Standards (BEPS), along with federal investments in green infrastructure, mean increased demand for qualified firms and workers to help buildings meet code. Train Green Sustainable Energy Infrastructure Capacity Building and Pipeline Program (SEICBP) is designed to assist Certified Business Enterprises (CBEs) and CBE-eligible firms in acquiring new or enhanced skills and knowledge around energy efficiency and renewable energy design, construction, inspection, and maintenance.



“Taking the [Train Green] courses with the DCSEU was a natural fit. We want to make sure our team is trained in sustainable energy,”

Hayat Brown, CEO

Hayat Brown, LLC, a woman-led, diversly staffed engineering and advisory firm, is one such CBE business taking the opportunity to increase business development and bid on more projects as DC government code standards become stricter.

With 9 team members taking a total of 15 courses including: Introduction to Retro-

Commissioning, BPI Air Conditioning Heat Pump (ACHP) Certification, and Solar System Fundamentals, Hayat Brown, LLC, is preparing its staff to thrive in the growing sustainability sector.

Hayat Brown, a civil engineer, founded the organization 10 years ago. Today, their efforts are focused on working with DC government buildings, hospitals, and shelters across the District.

“The need [for energy efficiency] will arise and we’re ready,” said Brown. “Having the engineering background and the sustainable energy training will help strengthen our business.”

Train Green has aided this CBE to empower its team of engineers, expanding their knowledge while ensuring a sustainable future for the District. “Everybody should, to the best of their ability, take care of the environment. That’s why I’m excited about the future of this industry.”

INVESTING IN THE COMMUNITIES WE SERVE

In FY 2022, the DCSEU worked to ensure that its programs were more accessible and visible in the community. As we emerged from the pandemic, the DCSEU renewed its efforts to get back out into the community. Below are highlights of some of these efforts and the results.

"Don't get caught in the dark" discounted retail lighting campaign

- More than 1.4 million campaign impressions
- Spanish-language ads created

Electric lawn care rebate campaign

- More than 1.5 million campaign impressions
- Launched Spanish-language ad campaign for electric lawn care equipment

Media Mentions

More than 250 media mentions, including in *DCist*, *El Tiempo Latino*, *Hill Rag*, *Next City*, *Washington Informer*, and a White House press release

Community Events

57 Community & DCSEU-hosted events









Thank you!

To our partners, contractors, and staff for their work to make clean energy more affordable and more accessible while delivering lasting value to the residents and businesses of the District. And to our customers for their efforts to support the achievement of DC's clean energy and climate goals. Working together, we're making DC the model city for sustainability.





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