

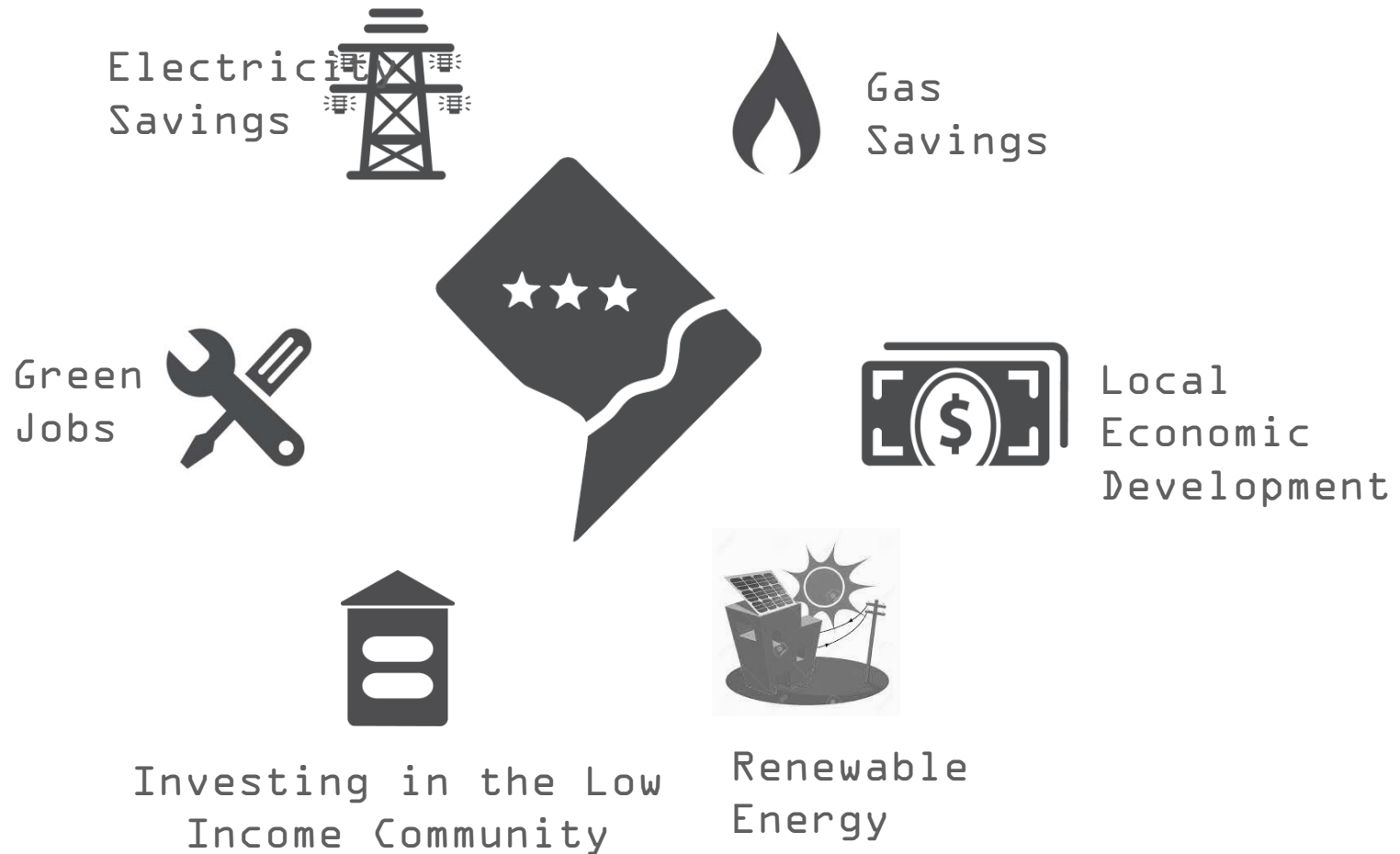
DC
SUSTAINABLE ENERGY
UTILITY



THE SUSTAINABLE ENERGY UTILITY: FY16

John Supp, Director Account Management
DC Sustainable Energy Utility (DCSEU)

DCSEU Goals



Supporting DC Residents at local retailers

- ▶ Buying down the cost of 300,000 LED light bulbs and 100,000 CFL bulbs at local retailers.
- ▶ 18,000,000 Annual kWh savings



For the Home

Annual Savings Estimate
65,000 Therms
365,000 kWh



DC Affordable Solar –
Installed by CBE

Air Gap Sealing and
Weatherization –
Installed by CBE

Workforce Development
Extern (now employed
by WMATA)

For the business

Annual Savings Estimates
16,500,000 kWh



DCSEU guided them through their existing business and while opening two new ones

[actual customer, not DCSEU employee]



TECHNICAL SUPPORT

- * What options are better than existing equipment
- * How realistic are savings projections



FINANCIAL ANALYSIS

- * ROI, Cashflow, IRR, NPV
- * How much money will this save

For Multifamily

Annual Savings Estimates

7,500,000 kWh

75,000 therms



DCSEU guides them through their New Construction, Major Rehabs, and Retrofits

DCSEU Account Manager Checking progress and Providing guidance on efficiency improvements

80% of our efforts directed toward those buildings with majorities of income qualified residents.

For Institutions

Annual Savings Estimates

30,000,000 kWh

1,100,000 therms



DCSEU Energy Consultants providing guidance on Improved Insulation, Controls, Lighting, and HVAC equipment.