

GOVERNMENT OF THE DISTRICT OF COLUMBIA
District Department of the Environment



May 15, 2012

The Honorable Kwame Brown
Chairman
Council of the District of Columbia
1350 Pennsylvania Avenue NW, Suite 504
Washington, DC 20004

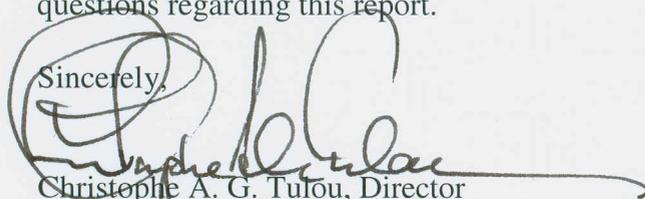
RE: DC Sustainable Energy Utility's Quarterly Report

Dear Chairman Brown:

Pursuant to Section 201 of the Clean and Affordable Energy Act of 2008, D.C. Law 17-250, I am pleased to submit the attached quarterly report on behalf of the District of Columbia Sustainable Energy Utility ("DC SEU"). The report details the progress made by DC SEU towards implementing energy efficiency and renewable energy programs during January 1, 2012 – March 31, 2012. As the designated contract administrator, DDOE has fully reviewed and approved the attached report.

Please feel free to contact me or Dr. Taresa Lawrence at 202-671-3313 if you have any questions regarding this report.

Sincerely,



Christophe A. G. Toulou, Director
District Department of the Environment

Attachments

cc: Councilmember Mary Cheh, Chairperson, Committee on the Environment, Public Works, and Transportation
DC Councilmembers
Nyasha Smith, Secretary of the Council



District of Columbia Sustainable Energy Utility
Quarterly Report for Fiscal Year 2012

Second Quarter: January 1, 2012 – March 31, 2012

April 10, 2012

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Introduction

The Vermont Energy Investment Corporation's (VEIC) Quarterly Report for the Second Quarter of FY 2012, on the work of the District of Columbia Sustainable Energy Utility (DC SEU), covers the period from January 1, 2012 through March 31, 2012.

A. Report approach

This report provides details on the accomplishments of the DC SEU in the context of the market-based approach for long-term energy efficiency and renewable energy programming in the second fiscal year (first option year after the base year of FY 2011) of its contract. During the three months from January 1 through March 31, 2012, the DC SEU has designed and launched long-term programs for solid impact across all Wards of the District. This report summarizes: (1) the processes and activity in the Low-Income Multifamily, Commercial and Institutional, and Residential Services markets, and in the Renewable Energy sector; and (2) ongoing market analysis, public affairs activity, consumer education and marketing efforts, community outreach activity, and workforce development.

Building on the previous quarter's work of shifting programming for FY 2012 from the lower impacts (in terms of energy savings) of direct installation work to the higher impacts of market-based approaches, the Second Quarter can be characterized as a period of deep training of new staff in state-of-the-art, comprehensive energy efficiency program implementation.

B. Report structure

This Quarterly Report for the Second Quarter of FY 2012 contains: (1) a summary of overall progress in the programming approach to meet Performance Benchmarks 1, 2, 3, 4, and 5; (2) a summary of activity, accomplishments, and next steps (as applicable) from the various functions supporting the programming approach; (3) a summary of activity in each of the three DC SEU markets: Low-Income Multifamily, Commercial and Institutional, and Residential; and in the Renewable Energy sector; (4) District-resident employment in full-time equivalent (FTE) positions by VEIC and its Teaming Partners, collaborators, and Implementation Contractors, attributable to the DC SEU programs, in support of Performance Benchmark 6; (5) the number of District Department of Employment Services (DOES) referrals hired; (6) a section reporting progress on meeting the special contract requirement regarding use of Certified Business Enterprises (CBEs); (7) actual expenditures for administrative, information technology, natural gas, and electricity-related program expenditures, and service delivery costs, compared to the approved budget; and (8) consumer education and marketing material distributed during the period.

C. Programming and implementation for Contract Year 2

During the Second Quarter of FY 2012, the DC SEU expanded two approaches that were begun in the First Quarter. These approaches have been designed to attain the DC SEU's goals for energy savings, job creation, and invigoration of the renewable energy market.

- **Design and development of a customer-focused, market-based approach.** The shift from direct installation of relatively straightforward energy efficiency measures to examining and targeting service delivery to high-impact market sectors is initially less visible in the marketplace. However, it provides a state-of-the-art approach to cost-effective energy efficiency. The DC SEU this quarter has used the deep experience of the Sustainable Energy Partnership (SEP) in designing and delivering successful, results-driven energy efficiency and renewable energy programs. The shift to the market-based approach is a major step toward the market transformation necessary to attain cost-effective efficiency measures benefiting all customers.

The market-based approach in the FY 2012 Second Quarter deepened business relationships built in the First Contract Period and in the First Quarter of FY 2012 with multifamily building owners, single-family homeowners, and C&I customers. The DC SEU also maintains open communications with civic and community leaders, building design professionals, retail stores, and other trade allies. These relationships enable the DC SEU to identify changes in market conditions, and quickly re-target energy efficiency and renewable energy opportunities for its customers. This approach sets the DC SEU apart from many other energy efficiency programs that focus on projects and / or programs, rather than on markets and support to customers.

- **Staffing for long-term local operation of the DC SEU.** The DC SEU has added two professional staff jobs in the Second Quarter, jump-starting the training of these new hires with mentoring from VEIC's expert staff. Core program and support employees with District residency began to fulfill many of the critically important functions of DC SEU work in the First Quarter of FY 2012; in the Second Quarter, more District employees have been hired. Managing Director Theodore Trabue is using Vermont-based VEIC staff to mentor the new employees, where needed. Through the mentoring effort, many program plans were developed in the First Quarter by District-based staff, and are in various stages of full launch in the Second Quarter.

The use of the term *DC SEU* throughout this report indicates an integrated collaboration among the Teaming Partners of the Sustainable Energy Partnership, under VEIC's leadership: George L. Nichols, Groundswell, Institute for Market Transformation, L.S. Caldwell & Associates, PEER Consultants, PES Group, Skyline Innovations, and Taurus Development Group.

Message from the Managing Director

With the close of this Second Quarter of FY 2012, the DC SEU has reached a significant milestone: The first full year of operation is now complete. So—what did those 12 months mean, and what lies ahead?

LOOKING BACK

The DC SEU has been good news for thousands of the District's energy users. Thousands of utility ratepayers who participated in DC SEU programs during these first 12 months are now paying less for the energy they use, and many of them are more comfortable in their homes and in the businesses where they work. More than 5,000 low-income multifamily homes in the District have received DC SEU energy efficiency services, as have approximately 200 single-family residences. Nearly 900 small businesses have received these services, and hundreds of solar panels are providing inexpensive power and hot water for thousands of DC SEU customers.



The DC SEU has been good news for the District's economic development. Scores of people have taken jobs with the DC SEU, in positions ranging from short-term canvassers getting out the DC SEU word to all Wards in the District, to permanent managerial and technical professionals in the business of getting long-term programs in place for future DC SEU work. Several of the DC SEU staff have been promoted within this first year. And more than 20 Certified Business Enterprise firms have done nearly \$3 million worth of business with the DC SEU.

LOOKING AHEAD

The DC SEU will be even better news to District residents and businesses in the next 12 months. This report describes the progress of long-term DC SEU programming for all market sectors. As each program and initiative rolls out, significant new energy savings and environmental benefits for the District will begin to accrue. And new jobs will continue to emerge. Systems for characterizing and verifying energy savings data specific to the District—the “proof” of our effectiveness—are in place. They will be put to use as the long-term programs begin to log in their results. Perhaps the best environmental news of all is that the large commercial sector is engaging very productively with us. We now offer a custom program for the largest energy users, and prescriptive lighting and appliance / equipment programs. As these new programs roll out, it says a lot that more than 100 District contractors have met with us to discuss their interest in connecting with our programs and working with us in the next 12 months.

On behalf of the entire (and growing) DC SEU staff and contractor base, I look forward to making sure that the next 12 months will see more energy savings from efficiency and renewables, and more environmental and economic benefits to the District—in short, more good news for all.

Ted Trabue

Managing Director

1 Background

The District Department of the Environment (DDOE) has contracted with Vermont Energy Investment Corporation, the lead in the specially established Sustainable Energy Partnership, to provide programs and initiatives as the District of Columbia Sustainable Energy Utility (DC SEU). The DC SEU conducts programs in the District to reduce per-capita energy consumption, increase the number of green collar jobs in the District, stimulate the local economy via contract spending with District businesses, increase renewable energy generating capacity, reduce the growth of peak electricity demand, improve the energy efficiency of low-income housing, reduce the growth of energy demand of the largest energy users.

2 District of Columbia Sustainable Energy Utility Budget and Actual Expenditures

Financial activity throughout the Second Quarter will be presented as **Attachment 1, Financial Activity—Budget to Actual** on the final draft of this report..

3 Progress Report on Activity Supporting DC SEU Programming

3.1 Management Information Systems and Information Technology

Activity in the Second Quarter of FY 2012

Management Information Systems (MIS). For the reporting period ending March 31, VEIC's information technology (IT) department fully supported DC SEU programs, with three releases of the KITT+ application. KITT+ is the primary database that the DC SEU uses to track and measure all market activities. These enhancements improve how DC SEU staff manage data and interactions when customers participate in programs. The result of these enhancements is a high level of effective and efficient support to customers and accountability to DDOE. These improvements were:

- More precise tracking of estimates for incentives on all projects in the pipeline (supports budget tracking)
- Greater precision and enhancements to the stability of tools for entering prescriptive measures into the database (supports evaluation, measurement, and verification [EM&V] of energy savings claims)
- General stability and speed enhancements (supports program management and Customer Support)

Information Technology. Between January and March, day-to-day Information Technology activities were composed principally of traditional helpdesk efforts. In addition, DC SEU

Information Technology staff have been heavily engaged in the ongoing efforts to improve the DC SEU's office space. This includes supporting management, facility staff, and subcontractors in the design and installation of communications equipment. The goal for this activity is to ensure that no negative impact occurs in DC SEU operations during construction. These efforts are expected to be completed in the next quarter.

Accomplishments

Management Information Systems

- **Data collection infrastructure:** A major milestone was achieved with the release of a revised version of VEIC's Home Energy Reporting Online, supporting the DC Home Performance program in the Residential Services market (see **Section 5.3, Residential Services**). The Home Performance (HERO – HP) tool integrates with the DC KITT+ data collection architecture.
- **Staffing:** The first full-time IT staff person, the IT Analyst, was hired in January. This employee provides support to many of the MIS / IT systems and processes, and is the liaison to other IT personnel for MIS / IT issues. The position is based in the DC SEU office. The IT Analyst has provided:
 - Local technology and helpdesk support
 - Training to DC SEU staff and Teaming Partners
 - Support for reporting and data quality
- **Program support:** MIS / IT personnel supported the rollout and implementation of DC SEU's market-based programs initiated in the Second Quarter of FY 2012. The past three months have principally involved updating data and workflows in KITT + and secondary systems, to ensure that tools and systems can support tracking of new program activities.

3.2 Advanced Technical Analysis Support

Activity in the Second Quarter of FY 2012

Advanced technical analysis support is a key function for evaluation, measurement, and verification (EM&V) activity, and serves Performance Benchmark 1, reducing per-capita consumption.

The mission-critical comprehensive analysis tool, analysis of avoided costs, screening tool, and Technical Reference Manual are all now under way or ready for program deployment. That is, VEIC's technical staff have now provided measure characterizations for the completed DC Quick Start and CLEER T12 Lighting markets, from which accurate analyses of program-wide measures can be made. These accomplishments enable staff to screen energy efficiency measures for cost-effectiveness. The VEIC Technical department has also created placeholder values and

load shapes for the new rebate programs to be launched in the Third Quarter: C&I Comprehensive program, LIMF CLEER T12 Lighting Initiative, and the DC Efficient Products program. These values will conservatively estimate savings, and characterizations for each of these measures will be ongoing, based on uptake in each of the relative programs. All of this characterization work will be reviewed by the third-party evaluator, once appointed, to ensure accuracy and conformity.

Accomplishments

This technical analysis activity resulted in:

- Determination of DC-specific savings load profiles
- Determination of avoided costs for the DC screening tool and proxies, where appropriate
- Development of a screening tool for DC SEU program work in the field
- Creation of a DC-specific Comprehensive Analysis Tool (DC CAT) for DC prescriptive and custom screening of efficiency measures
- Screening of prescriptive measures to use as inputs for the prescriptive tool
- Coordination with VEIC's IT department and the DC SEU on deliverable needs and input assumptions (ongoing)
- Reconciliation of the DC SEU TRM format structure and content for functionality with the DC Prescriptive Tool (ongoing)
- Development of assumptions for the DC Prescriptive Screening Tool, reconciling information about FY 2011 measures and adding new measures to support FY 2012 programming (for example, C&I programs such as the CLEER T12 Program)
- Screened and applied savings factors to all DC SEU measures for FY 2011 and FY 2012.

3.3 Consumer Education and Marketing

Activity in the Second Quarter of FY 2012

With the ramp-up of long-term programs in FY 2012, DC SEU Consumer Education and Marketing has focused on communicating to District contractors and customers the transition from Quick-Start direct installation work to market-based programming. In January, Consumer Education and Marketing developed a general information brochure that has been handed out at many public events and in meetings with community / business leaders and organizations (see **Attachment 2, Consumer Education and Marketing Materials**, for this and other materials mentioned throughout this section). Consumer Education and Marketing has also prepared for the ramp-up of Contract Year 2 programs by regularly updating and making improvements to the DC SEU website, creating an e-mail marketing template that can be used DC SEU-wide, and using social media to promote the DC SEU and its services. Improvements to the website constitute an ongoing project of the DC SEU, and will continue throughout the Fiscal Year.

Website traffic. The volume of interest in the DC SEU has mirrored the activity within the programs. As shown in Figure 1, website visits and page views decreased as the Quick-Start programs of Contract Period 1 came to a close in the First Quarter of FY 2012.

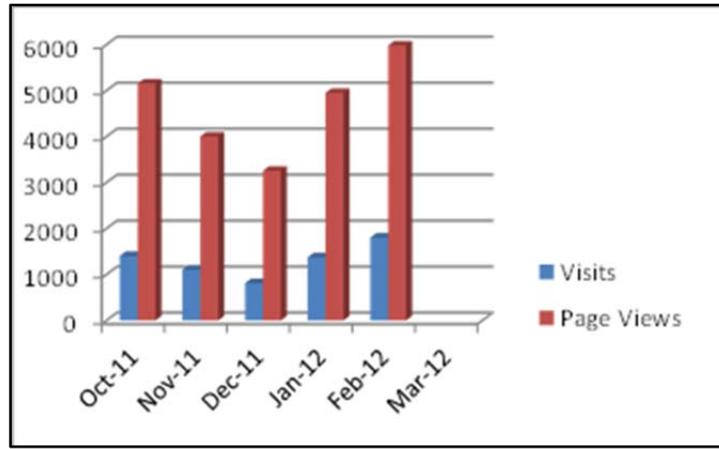


Figure 1. DC SEU website traffic, FY 2012

Social media. The DC SEU’s Twitter following has increased to over 120, and now includes important agencies, community organizations, and community and industry leaders representing:

- the hospitality industry
- workforce training and development
- low-income housing communities
- District economic development
- the commercial real estate and building industry

The DC SEU Twitter address is www.twitter.com/dcseu.

Industry events. The DC SEU has also had a leadership presence at several events, including:

- Presentation to District of Columbia Building Industry Association (DCBIA) members in January
- Presentation to the Apartment and Office Building Association (AOBA) in February
- Speaking engagements and an exhibit table at the Downtown Business Improvement District’s DC Energy Summit in March (see **Attachment 2**, for photo). This opportunity also led to an article by Managing Director Ted Trabue published in the DCBIA’s newsletter *Pipeline* (see **Attachment 2**).

Supporting FY 2012 market programs. Consumer Education and Marketing worked extensively with DC SEU program managers to plan and execute the marketing and promotion of their Year 2 programs:

- **Commercial and Institutional: CLEER T12 Replacement Program**

Consumer Education and Marketing successfully brought comprehensive details of a major lighting initiative, the CLEER T12 Replacement Program, to both contractors and customers.

For contractors, a print advertisement for a Request for Qualifications (RFQ) soliciting responses from District General / Electrical Contractors ran in the *Washington Informer* (see **Attachment 2**). On the website, the RFQ generated 748 page views, and more than 80 people attended its information meeting.

To market the program to customers, Consumer Education and Marketing created a print flyer for the program and a printed list of preferred contractors (see **Attachment 2**), and a new section on the website for business customers, www.dcseu.com/CLEER. All of these are designed to generate interest in the program and to connect customers with qualified contractors to complete T12 replacement projects (see **Section 4.2, Commercial and Institutional**, for information about the T12 program).

- **Low-Income Multifamily: Comprehensive Program**

In February, Consumer Education and Marketing used an e-mail marketing campaign and website updates to help launch the Low-Income Multifamily Services (LIMF) Comprehensive Program. Consumer Education and Marketing also created a web-based form to collect data to determine an affordable housing development's eligibility for the program. The e-mail was sent to more than 350 individuals. The open rate was 35%, an indicator of significant success. The e-mail campaign also helped drive more than 40 project responses to the web form, resulting in a substantial number of eligible projects for FY 2012 and a pipeline of projects moving forward.

Consumer Education and Marketing also worked with the Coalition for Nonprofit Housing and Economic Development (CNHED) and the Housing Association of Nonprofit Developers (HAND), who pushed the e-mail message out to their membership through their respective e-mail newsletters.

- **Residential: DC Home Performance with ENERGY STAR® Program**

In March, Consumer Education and Marketing assisted Residential Services in launching two simultaneous RFQs seeking District-based General / Energy Efficiency Contractors. Consumer Education and Marketing promoted both the RFQs and a corresponding information meeting for contractors, using web and print advertising in the *Washington City Paper*, via e-mail marketing, and through the DC SEU website. The e-mail was sent

to more than 90 contractors and had an open rate of over 45%; the information meeting attracted nearly 40 attendees.

Next Steps

Consumer Education and Marketing will continue working with program managers to execute the marketing and promotion of programs throughout their lifecycles, making appropriate adjustments to marketing tactics to help program managers meet their goals. To support the DC SEU with the development and execution of marketing and advertising, web and social media, and public relations, the DC SEU will soon release a Request for Proposals seeking responses from full-service CBE marketing and public relations firms. This contractor will be expected to work with Consumer Education and Marketing in the DC SEU's advertising; marketing; media planning and management; social media strategy, implementation, and management; website design and development; media relations; and public relations and events.

Consumer Education and Marketing is also prepared to review marketing materials generated by any of the banks and / or credit unions that might be leveraged in support of the DC Home Performance Program (see **Section 3.5, Market Analysis**). Consumer Education and Marketing will continue to promote the DC SEU's brand and its programs through the website and social media, as well as using program successes for earned media and public relations opportunities.

3.4 Public Affairs

Activity in the Second Quarter of FY 2012

Public Affairs activity during the Second Quarter focused primarily on enhancing relationships with political leaders and their staffs, regulators and others with interest in the regulatory process, regulated utilities, media, and professional associations throughout the District.

Of particular significance is the concerted effort the DC SEU has made to leverage public affairs opportunities jointly with other District agencies and associations, and, where appropriate, to elevate to a national scale the DC SEU model as a best practice. Public Affairs has also positioned the DC SEU as an integral resource in Mayor Vincent Gray's Sustainable DC Initiative, and is an active participant in four of the initiative's nine working groups. As a result, the DC SEU is seen as a source of reliable information on energy efficiency and related topics. The DC SEU believes an essential element to building longevity and sustainability into the DC SEU's activity and presence rests with strong contacts and relationships with governmental, business, media, and other such professional leaders throughout the District.

Public Affairs has developed a culture of flexibility so that it can nimbly respond to opportunities as they arise—bringing in DC SEU executive leadership and DC SEU Community Outreach, as appropriate, to maximize DC SEU exposure at targeted functions and events.

Accomplishments

Public Affairs has met at least once with more than 17 organizations and offices during the Second Quarter of FY 2012, providing information and follow-up on a wide variety of energy and community issues related to DC SEU work. Public Affairs has represented the DC SEU:

- In a panel for a regional workshop sponsored by the Metropolitan Washington Council of Governments (on sustainable energy utilities)
- In a panel for the Energy Summit sponsored by the Downtown DC Business Improvement District
- Speaking at a meeting of the Restaurant Association Metropolitan Washington
- Speaking to the Public Service Commission at a workshop of the Advanced Metering Infrastructure Consumer Education Task Force (in-home smart meters)
- In a discussion about priorities in Ward 7 and Ward 8 priorities with Councilmembers Yvette Alexander and Marion Barry, respectively, and with staffs of Councilmembers Muriel Bowser and Mary Cheh. In addition, Managing Director Ted Trabue met directly with Councilmember Cheh.

In addition, during the current reporting period, Public Affairs has met with the District of Columbia Public Service Commission, the Office of the People's Counsel, Washington Gas, and Pepco, and individually with several of the DC SEU Advisory Board members.

Throughout the current reporting period, Public Affairs emphasized the positive results from the Quick-Start programs of Contract Period 1 and the transition to the Year 2 market-based programming approach.

Next Steps

In addition to follow-up meetings with all previously contacted organizations and individuals, Public Affairs will aggressively schedule meetings and visits with as many groups as possible, with a specific goal of meeting with all District of Columbia Councilmembers, SEU Advisory Board members, and all directors of Ward constituent services. Other Public Affairs efforts will be coordinated with Consumer Education and Marketing and be fully integrated into ongoing marketing and community engagement strategies.

Table 1 indicates the full range of Public Affairs activity within the Second Quarter of FY 2012.

Table 1. Public affairs and outreach activity, from January 1 through March 31, 2012

Date and Meeting	Key Officials	Outcome
<p>January 9, 2012</p> <p>SEU Advisory Board Data Access Subcommittee Meeting</p> <p>DC SEU representatives:</p> <p>Ted Trabue George Nichols Scott Johnstone Loretta Caldwell Lilia Abron</p>	<p>Betty Ann Kane <i>Chair, Public Service Commission</i></p> <p>Donna Cooper <i>SEU Advisory Board, Pepco</i></p> <p>Jermaine Brown <i>SEU Advisory Board</i></p> <p>Bernice McIntyre <i>SEU Advisory Board</i></p>	<p>Identification of possible remedies to the utility data access challenges, using an approach that establishes protections for use of data and privacy</p>
<p>January 10, 2012</p> <p>Office of the People’s Counsel</p> <p>DC SEU representatives:</p> <p>Ted Trabue George Nichols</p>	<p>Sandra Mattavous-Frye <i>People’s Counsel</i></p> <p>Herbert A. Jones <i>Manager, Consumer Services</i></p>	<p>Explore program specifics, and discuss logistics for a joint OPC and DC SEU Public Affairs event in March 2012</p>
<p>January 19, 2012</p> <p>Council of the District of Columbia, Ward 7</p> <p>DC SEU representatives:</p> <p>Ted Trabue George Nichols</p>	<p>Yvette Alexander <i>DC Councilmember (Ward 7)</i></p> <p>Rayna Smith <i>General Counsel, Councilmember Alexander</i></p>	<ul style="list-style-type: none"> • Present FY 2011 results and explore Public Affairs opportunities • Solicit input from Councilmember on Ward 7 priorities and interests
<p>January 11, 12, 17, 24, 2012</p> <p>Sustainable DC Working Groups</p> <ul style="list-style-type: none"> • Energy • Green Economy • Built Environment • Climate <p>DC SEU representatives:</p> <p>Ted Trabue George Nichols Danielle Griffin Brian Levy John Supp</p>	<p>Not applicable</p>	<p>Input into developing energy vision for Sustainable DC, an initiative of Mayor Vincent Gray. The DC SEU is also a member of the following Sustainable DC Working Groups:</p> <ul style="list-style-type: none"> • Green Economy • Climate • Built Environment

Date and Meeting	Key Officials	Outcome
<p>January 27, 2012</p> <p>DC Building Industry Association Commercial Construction Group Luncheon</p> <p>DC SEU representatives: Ted Trabue Cliff Majersik DC SEU Teaming Partner, Institute for Market Transformation Kimberly Henderson</p>	<p>Members of DCBIA</p> <p>See also Section 3.6.2.1, Commercial Programs Activity in FY 2012</p>	<p>Provided briefing on DC SEU FY 2012 programs for Commercial & Institutional (C&I) energy efficiency opportunities</p>
<p>January 30, 2012</p> <p>Council of the District of Columbia, Ward 8</p> <p>DC SEU representatives: Ted Trabue George Nichols</p>	<p>Marion Barry <i>DC Councilmember (Ward 8)</i></p> <p>Jackie Ward <i>Constituent Services Specialist, Councilmember Barry</i></p>	<ul style="list-style-type: none"> • Present FY 2011 results and explore Public Affairs opportunities • Solicit input from Councilmember on Ward 8 priorities and interests
<p>February 13, 2012</p> <p>Metropolitan Washington Energy Leadership Forum</p> <p>DC SEU representatives: Ted Trabue George Nichols</p>	<p>Hon. Gerry Connolly <i>U.S. House of Representatives</i></p> <p>Hon. Jay Fiset <i>Arlington County Board</i></p> <p>Brendan Shane <i>COG Climate Energy and Environment Policy Committee, DDOE Representative</i></p>	<p>Showcased DC SEU model as best practice for other local governments establishing sustainable energy utilities as innovative way to promote local investment in clean energy</p>
<p>February 14, 2012</p> <p>Sonoma County Water Authority</p> <p>DC SEU representatives: Scott Johnstone Ted Trabue George Nichols Dr. Lilia Abron</p>	<p>Amy Bolten <i>Public Information Officer Sonoma County Water Agency</i></p>	<p>Explore program specifics, and discuss logistics for joint Office of the People’s Counsel and DC SEU Public Affairs event scheduled for March 20</p>
<p>February 17, 2012</p> <p>Council of the District of Columbia, Ward 3</p> <p>DC SEU representatives: Ted Trabue George Nichols</p>	<p>Matt Orlins <i>Office of Councilmember Mary Cheh (Ward 3)</i></p>	<p>Briefing on FY 2011 results and explore Public Affairs opportunities. Solicited input from Councilmember on Ward 3 priorities and interests</p>

Date and Meeting	Key Officials	Outcome
February 22, 2012 DDOE Council Oversight Committee Hearing DC SEU representatives: Ted Trabue George Nichols	Hon. Mary Cheh, Ward 3 Christophe A.G. Tulou <i>Director, DDOE</i>	Support to DDOE for DC SEU component of DDOE accomplishments
February 27, 2012 Office of the People’s Counsel DC SEU representatives: Ted Trabue George Nichols	Herb Jones <i>Manager, Consumer Services Legislative representative</i> Karen R. Sistrunk, Esq. <i>Deputy People’s Counsel</i>	Provided planning and program development for joint DC SEU and OPC community / public affairs event tentatively scheduled for early Spring
February 8, 21, and 28 Sustainable DC Working Groups <ul style="list-style-type: none"> • Energy • Green Economy • Built Environment • Climate DC SEU representatives: Ted Trabue George Nichols Danielle Griffin Brian Levy John Supp	Not applicable	Input into developing energy vision for Sustainable DC, an initiative of Mayor Vincent Gray;. the DC SEU is also a member of the Green Economy, Climate, and Built Environment Working Groups for this initiative
March 1, 2012 World Environment Day Steering Committee DC SEU representative: George Nichols	Sharon Cooke <i>Chief, Office of Community Relations District Department of the Environment</i>	Provided input in the design of program events for World Environment Day
March 9, 2012 Public Service Commission AMI Consumer Education Task Force DC SEU representative: George Nichols	Linda Jordan <i>Director, Office of Consumer Services, PSC</i>	Smart Grid Issues; outreach opportunities; policy development collaboration

Date and Meeting	Key Officials	Outcome
<p>March 15, 2012</p> <p>Metropolitan Washington Council of Governments Energy Advisory Committee</p> <p>DC SEU representative: George Nichols</p>	<p>Olayinka Kolawole <i>Committee Chair District Department of the Environment</i></p>	<p>Provided briefing on DC SEU and current program focus: market-based approach</p>
<p>March 19, 2012</p> <p>Council of the District of Columbia, Ward 4</p> <p>DC SEU representatives: Ted Trabue George Nichols</p>	<p>Judah Gluckman <i>Legislative Counsel Office of Muriel Bowser (Ward 4) Committee on Government Operations Council of the District of Columbia</i></p>	<p>Provided briefing on FY 2011 DC SEU programming and FY 2012 program planning</p> <p>Solicited input on specific Ward 4 interests and potential public affairs opportunities</p>
<p>March 27, 2012</p> <p>Office of the People’s Counsel</p> <p>DC SEU representatives: Ted Trabue George Nichols</p>	<p>Herb Jones, Manager, Consumer Services</p> <p>Karen R. Sistrunk, Deputy People’s Counsel</p>	<p>Provided planning and program development for joint DC SEU and OPC community / public affairs event tentatively scheduled for early Spring</p>
<p>March 8, 21, 2012</p> <p>Sustainable DC Working Groups</p> <ul style="list-style-type: none"> • Energy • Green Economy • Built Environment • Climate <p>DC SEU representatives: Ted Trabue George Nichols Danielle Griffin Brian Levy John Supp</p>	<p>Not applicable</p>	<p>Input into developing energy vision for Sustainable DC, an initiative of Mayor Vincent Gray. The DC SEU is also a member of the cited Working Groups</p>

3.5 Market Analysis

Activity in the Second Quarter of FY 2012

In the Second Quarter, DC SEU Market Research and Analysis activity resulted in completion of specific market research and analysis tasks and leveraging strategies. The following sections cover each of those activities.

Market Research and Analysis

Because of the high need for accurate market research and analysis in the Commercial and Institutional (C&I) market sector, much of the activity focused on the Commercial Project Successes Map and the Commercial Property Management Account Profiles. Market Research and Analysis also did a preliminary search for residential buildings permits to aid the Residential Services programming.

Accomplishments

Property Management Account Profiles

Building on the target C&I database that was developed prior to the Second Quarter, Market Research and Analysis created Property Manager Account Profiles, to assist C&I in targeting property management firms with extensive portfolios of large commercial buildings. The Account Profiles include lists of commercial buildings owned and managed by the most prominent management firms in the District. For each property, this database provides the following building information:

- location
- name
- owner
- square footage
- floor area ratio
- year built
- year of most recent remodel
- primary tenants
- building use
- LEED and ENERGY STAR status

In addition to individual building data, the Account Profile document also includes a summary of the portfolios for each management firm. The account summary shows how many properties are managed by each firm, the total square footage held by each firm, and the number of properties and building area that have achieved LEED certification or are ENERGY STAR-qualified.

T12 Replacement Program: Small Commercial Building Profile

To assist the orientation process for the CLEER T12 Initiative's contractor, Market Research and Analysis created a profile of the small commercial, retail, food service, and industrial building market in the District. This report begins with a District overview of the number and average year built of all commercial properties in each Ward. These properties are categorized as either owner-occupied or renter-occupied. A comparison of all Wards in charts and maps shows the concentration of small commercial, retail, food service, and industrial buildings across the

District. Profiles of each Ward show in greater detail the characteristics of the commercial building stock in each Ward.

Financing and Leveraging

Market Research and Analysis also continued its ongoing discussions with Commonwealth One Federal Credit Union and Industrial Bank regarding financing for the DC Home Performance with ENERGY STAR Program. In addition, research into other financing and leveraging activity included bonding and debt caps in association with DC Public Schools.

Accomplishments

Federal Home Loan Bank

The Federal Home Loan Bank has a new weatherization program that will be offering \$15,000 in forgivable loans to low-income homeowners who want to complete qualified energy efficiency work on their homes. This resource will be leveraged into the Residential Services market. The final phases of deciding the program structure and work flow are now under way. Industrial Bank has notified the DC SEU of the fees that they plan to charge for offering the loans (which will be reimbursable by FHLB). This program will allow low-income, single-family homeowners to participate in the DC Home Performance with ENERGY STAR Program, without incurring any out-of-pocket costs.

Credit Union Financing Option – DC Home Performance Program

In January, the DC SEU established options for bringing in credit union financing to homeowners planning to participate in the DC Home Performance with ENERGY STAR Program. The DC SEU reached out to 7 credit unions that are open to all District residents, and received a positive response from Commonwealth One Federal Credit Union. Throughout the Second Quarter, the DC SEU also explored the possibility of the credit union's providing unsecured loans for interested homeowners in the District. An MOU between Commonwealth One and the DC SEU has been drafted, and both organizations will collaborate on appropriate branding and marketing materials.

City First Bank of DC

Market Research and Analysis met with a representative of City First Bank of DC and with DC SEU staff in March to discuss ways in which City First could support projects among small commercial buildings in the District. The bank has substantial resources to lend to small businesses, as well as a mission-focused outlook to serve the community. As a follow up to this discussion, Market Research and Analysis is looking at other commercial lenders in the District that might be open to providing funding as well.

Next Steps

Both the low-income and market rate financing / leveraging programs are expected to launch on May 1, when the DC Home Performance with ENERGY STAR Program is formally under way in the District.

3.6 Market Transformation¹

Activity in the Second Quarter of FY 2012

Market Transformation supports the Performance Benchmarks 1, 3, 4, and 5, and spans five areas of activity: Energy benchmarking of commercial buildings, building energy codes (for both commercial and multifamily markets), green leasing (residential markets), access to utility data (for all markets, but in particular, for the largest energy users in the C&I market), and for program and business development.

Energy benchmarking. After putting grant-funded staff in place at DDOE to facilitate the rule-making process and manage implementation issues in fulfillment of for the District's ENERGY STAR Benchmarking and Disclosure Guidelines for Public and Private Buildings, a requirement of the Green Building Act of 2006 and the 2008 Clean and Affordable Energy Act of 2008, DC SEU Market Transformation developed tools for public engagement and education. These have included compliance training sessions for building owners and a possible benchmarking help center.

The IMT / DC SEU staffer working on the District's Energy Benchmarking activity at DDOE continued to lead the publicizing of the benchmarking requirements and resources to building owners and their service providers. He updated the DDOE benchmarking mini website, created a Twitter feed devoted to DC benchmarking, and coordinated the publicizing of benchmarking requirements, resources, and training with DCBIA, AOBA, IMT, and the Downtown Business Improvement District (DBID).

The DC SEU's Cliff Majersik moderated a panel on benchmarking and energy efficiency at the DBID Energy Summit. Panelists were a DC commercial building owner, energy engineering experts, and Public Service Commissioner Betty Ann Kane. More than 100 participated in the session, which made the case for the market transforming power of benchmarking to drive private-sector demand for energy efficiency, and for the importance of utilities in providing whole-building energy data to building owners.

¹ Market Transformation initiatives comprise long-term strategies to incorporate energy efficiency into standard practice in the building industry. The primary task of market transformation is to find ways to overcome market barriers to participation in energy efficiency efforts. These barriers include lack of sufficient information to make an informed decision about investing in energy efficiency, disincentives for tenants and landlords / building owners to invest in energy efficiency, and lack of understanding of the benefits of energy efficiency and the processes involved in making buildings more efficient. Organizations that advance Market Transformation efforts develop solutions tailored to treat the market as a whole.

Work began this quarter for evaluating the potential for developing a defensible method for measuring energy savings from benchmarking compliance. This effort begins an innovative process that puts the DC SEU at the cutting edge of national and international efforts to quantify and measure the energy-saving effects of this new policy tool.

Building energy codes. The DC SEU is working to assess and develop a program to enhance building energy code compliance in the District. This quarter, the DC SEU has offered support to the District's Department of Consumer and Regulatory Affairs (DCRA) through the process of developing an internal position dedicated to sustainability and green building codes. The DC SEU plans to provide code compliance guides and advice for commercial and residential building owners and managers. These resources have been discussed with DCRA and the International Code Council.

Green leasing. This quarter the DC SEU undertook a program to promote the use of "green" (or "energy-aligned") leasing in the District. The program includes educational and consultative components.

The first educational deliverable will be a commercial broker course taught by the DC SEU through the Greater Capital Area Association of Realtors (GCAAR). This course is now scheduled for late April. Further broker trainings are being planned through individual property and broker firms.

The C&I and Market Transformation have been working together this quarter to develop a collaborative process to support the customer side of this program. Upon approval of market transformation program plans, the DC SEU will identify opportunities for intervention that will draw from both groups' expertise so that a maximum amount of energy savings can be achieved from the District's commercial customers.

Recognition / challenge program. Although this program has been previously reported as an activity to be undertaken during this quarter, the DC SEU has provisionally determined that the time and resources needed to make this type of program effective are beyond the scope of the current budget and budget period.

Access to utility data. The DC SEU continues to seek critically important access to utility data so that it can make informed programming decisions in service to the DC SEU contract's performance benchmarks. Throughout the quarter, the DC SEU met with representatives from AOBA, the PSC, the City Council, Office of the People's Counsel (OPC), local utilities, and the SEU Advisory Board Data Access Subcommittee.

4 DC SEU Programming

4.1 Low-Income Multifamily Services

Activity in the Second Quarter of FY 2012

Low-Income Multifamily (LIMF) completed its program plans for long-term, stable activity for the final half of the program year, with preparation well under way for launch of the Property Manager Direct Install Program in the coming weeks. In addition, the LIMF Comprehensive Program was launched on February 29.

Of particular note was the decision to defer the development, during the current reporting period, of the Leveraging Low-Income Housing Opportunities Program. This program was designed and planned in the First Quarter. However, the implementation planning process that occurs after program planning is complete, but prior to launch, indicated high costs of implementation and supervision, relative to the projected low yield of energy savings and other performance metrics. This decision to suspend will be reviewed again in the Third Quarter of FY 2012. If the program does not move forward, elements such as equipment purchasing assistance might be incorporated into the LIMF Property Manager Direct Installation program, or into other Residential Services programs, as budgets allow.

With regard to general activity, DC SEU staff have spoken at the monthly meeting of the Coalition for Nonprofit Housing and Economic Development, and met with key stakeholders of City First Bank of DC, Stewards for Affordable Housing for the Future, DHCD, and DCHA. These meetings and presentations provide valuable opportunities for introducing the DC SEU to key allies in the LIMF market, and for continued development of needed relationships for successful launch and implementation of LIMF initiatives. The networking activities also resulted in specific DC SEU project leads.

Accomplishments

Low-Income Multifamily Comprehensive Program. The LIMF-COMP, which takes advantage of opportunities for installing comprehensive energy efficiency measures during new construction or significant renovation, transitioned in the current reporting period from the planning phase to the implementation and operations phase. An e-mail outreach effort to more than 300 “market actors” in the affordable housing community resulted in more than 45 interested responses. Screening and project prioritization followed, and four projects have been successfully enrolled in the program for completion in FY 2012. **Table 2** presents the progression of enrollment in LIMF-COMP projects for FY 2012, and provides an estimate of future work in this program.

LIMF-COMP participants will begin to receive technical assistance from DC SEU staff, aided by Vermont-based VEIC staff, analyzing construction and planning documents to identify areas of energy efficiency opportunity. Additionally, site visits will determine the extent of those

opportunities and the stage of construction. As the LIMF-COMP becomes more familiar to design and construction professionals, more opportunities are likely. That is, the program plan anticipates progressively earlier entry into the beginning stages of new construction and rehabilitation.

Developers can expect to receive a list of recommended energy efficiency upgrades, with estimated incremental costs and savings, and an offer of incentives. This program continues to deepen the DC SEU’s knowledge and scope of the needs in the affordable housing community. It is expected that this additional intelligence about the community will assist planning for FY 2013.

Table 2. LIMF-COMP enrollment statistics

Description of Activity	Metrics
Webform submissions from e-mail blast	47
Housing developments submitting applications	7
Number of projects determined to be eligible and that can be undertaken and completed in FY 2012	4
Number of identified eligible projects that are expected to be completed in FY 2013	~13

Next Steps

Opportunity analyses began on March 26, and are expected to be completed in the Third Quarter, with negotiations and executed agreements for recommended improvements.

Low-Income Multifamily Property Manager Direct Installation Program (PMDI). Most of the implementation planning was completed in March for this program. The LIMF-PMDI is expected to be launched in the Third Quarter, with an outreach e-mail to more than 400 multifamily property managers and affordable housing advocacy groups. One CBE supplier of materials who provided services in FY 2011 will be providing services for this program; however, an Invitation to Bid (ITB) will be released in April to identify another supplier.

Low-Income Multifamily CLEER T12 Replacement Program. Given the similarity of needs between the C&I market and the LIMF market for lighting replacements, LIMF took the first steps in the Second Quarter to replicate the CLEER T12 Lighting Replacement Program for its own market. It identified an opportunity to increase savings in low-income projects by expanding the Efficient Products CLEER T12 Lighting Replacement Program to cover LIMF properties. Expected for launch in the Third Quarter, this initiative will offer incentives to qualified low-income multifamily property owners to replace inefficient T12 lighting with High Performance T8 technology. The areas for replacements will be common spaces, corridors, and

stairwells of income-qualified multifamily buildings, and will use DC SEU-approved CBE contractors.

4.2 Commercial and Institutional

Activity in the Second Quarter of FY 2012

The Commercial and Institutional market sector comprises two distinct points of opportunity with programming targeted to: Custom and Prescriptive. Each is now in a different state of planning and implementation. The Custom Program is an umbrella program capturing energy efficiency opportunities with large commercial customers. The C&I-wide Prescriptive Program is not yet launched, but development of its program plan occurred during the Second Quarter. It is designed to provide off-the-shelf standard energy efficiency services such as lighting initiatives and rebates for efficient equipment and other measures.

Accomplishments

CLEER T12 Lighting Replacement Program. This initiative was rolled out during the Second Quarter and is available to commercial customers. Four CBE contractors have been selected and are now providing bids on T12 replacement opportunities with commercial customers across the city.

Although originally designed as a Prescriptive Program, it is also turning out to be a good source of leads for the Custom Program. In fact, the Custom Program's pipeline is growing because of outreach to commercial customers from a CLEER T12 Preferred Contractor, a CBE firm. The contractor submitted a lighting retrofit project for a public facility, asking that it be considered as a custom project. Preliminary technical review, mandatory for a Custom project, is now complete, and an incentive agreement is scheduled for management review.

A second round of the RFQ for the T12 program was issued on March 16, and qualified CBEs will be added to the T12 Preferred Contractor list in the first week of April. A third round of the RFQ will be posted early in the Third Quarter to ensure that CBE contractors are provided with multiple opportunities to submit qualifications to participate in the program.

The DC SEU conducted three technical trainings to support CBE Preferred Contractors' ability to audit T12 opportunities, using the DC SEU audit tool. A total of 17 participants received training on the use of the audit tool.

Standard Rebate Initiative. The prescriptive program plan for the Standard Rebate Initiative was completed in the Second Quarter, with an expected start date sometime in the Third Quarter. The list of technologies that will be eligible for incentives has been finalized.

Custom Program. Custom Program staff met with owners or representatives of large properties: the Sustainability Officer for the U.S. General Services Administration National Capitol Region, the DC Housing Authority, and DC Water. On March 22, the Residential Services and the C&I staff made a presentation to the Coalition of Nonprofit Housing and Economic Development (CNHED), a group composed of nonprofit developers of both market rate and low-income multifamily housing.

In March, the Custom Program launched a formal Faith-Based Initiative with Groundswell, a Teaming Partner. Other initiatives are emerging with the Restaurant Association Metropolitan Washington, Downtown Business Improvement District, and the colleges and universities market subsector.

- *Under the Faith-Based Initiative*, the DC SEU has initiated a MWh and Mcf savings project with three churches.
- *Colleges and universities*: Nine colleges and universities have signed the Mayor's College and University Sustainability Pledge to make DC universities and colleges the greenest in the nation, and five are working with the DC SEU to review and enroll energy projects. A letter from the DC SEU Managing Director Ted Trabue, congratulating these institutions on their commitment and introducing them to the DC SEU services, was drafted at the end of the Second Quarter and will be sent at the beginning of the Third Quarter to university presidents and provosts.
- *Northeast Energy Efficiency Partnerships Business Leader Nomination*: The DC SEU nominated the University of the District of Columbia for a Business Leader award from the Northeast Energy Efficiency Partnerships. Notification of the results of the nomination will be made in the Third Quarter.
- *Downtown BID Energy Summit*: Ted Trabue and the DC SEU Director of Commercial Programs, Kimberly Henderson, both made a presentation about the DC SEU at this summit for real estate, sustainability, and facilities professionals on March 14. C&I staffed a DC SEU exhibit table at the event, which attracted more than 300 participants.

4.3 Residential Services

Activity in the Second Quarter of FY 2012

The Single-Family Comprehensive Program, also known as DC Home Performance with ENERGY STAR (DCHP), ended the quarter with the completion of nearly all of the necessary groundwork for a launch of the program in early May.

Accomplishments

- Application to and acceptance by the U.S. Department of Energy as a Home Performance with ENERGY STAR Sponsor

- Refinement of auditing and reporting software (HERO) for Participating Contractors in the DC Home Performance program (see **Section 3.1, Management Information Systems**)
- Development and distribution of two RFQs to identify qualified DC General Contractors and / or Energy Efficiency Contractors to be Participating Contractors in the program
- An information session for approximately 40 District contractors to provide assistance in responding to the two RFQs
- Finalization of scope of work and contract terms for a Quality Assurance provider
- Finalization of a scope of work and contract terms for recruitment of DCHP participants
- Finalization of terms for an unsecured low-interest loan package and a forgivable loan product for Home Performance customers

Next steps

DC Home Performance. Once the pool of Home Performance Contractors is identified, recruited, and trained, projects will be enrolled and data will begin to be reported.

Retail CFL Promotion. This activity will proceed in the Third Quarter, following an RFP process to identify product suppliers and participating retailers.

Food Bank CFL Partnership. This activity will also proceed in the Third Quarter, following an RFP process to identify product suppliers.

4.4 Renewable Energy

Activity in the Second Quarter of FY 2012

The DC SEU's Renewable Energy staff planned two pilot initiatives, the Low-Income Small-Scale Solar Initiative, and the Risk Reduction Initiative for Medium-Scale Systems. In light of ongoing discussion around bridging fiscal years in the District, the Risk Reduction Initiative's strategy development has been deferred. The Small-Scale Solar Initiative will encourage renewable energy development in low-income communities. It is expected to provide critical experience and information on how the DC SEU can be best positioned to support renewable energy expansion in the coming years.

In support of these initiatives, Renewable Energy staff met with members of DC Solar United Neighborhoods (DC SUN, a solar cooperative) and DDOE to discuss plans, strategies, and potential collaboration to increase the installation of renewable energy measures in Wards 7 and 8. Program development work on the Small-Scale Solar Initiative is nearly complete as the Second Quarter closed, and the DC SEU anticipates releasing an RFP in the Third Quarter to solicit local contractors to work over the summer. The announcement date for contractor selection and program launch is expected to be made in June at the Solar Fair in Ward 7.

For the Medium-Scale System initiative, the DC SEU continues to explore the possibilities for establishing a loan loss reserve fund and other risk reduction strategies.

5 Performance Benchmarks: Green Job Creation

This section specifically addresses the Performance Benchmark in Year 2 of DC SEU operation that can be tracked prior to the end of the Fiscal Year: green job creation.

5.1 Performance Benchmark Description

Contract Section B.10.3.7, Full-time Equivalent (FTE) Green Jobs. *The Performance Benchmark requires the tracking of: (1) total FTE green jobs resulting from DC SEU expenditures (for every \$200,000 of DC SEU investment, 2,080 person-hours of work or 1 FTE must result), whether District residents are placed into those FTE green jobs or not; (2) the number of green job FTEs occupied by District residents not earning a Living Wage; and (3) the total number of FTE green jobs occupied by District residents earning a Living Wage. The Contract defines a “green job” as any job “created from SEU expenditures...whether the job is on the payroll of the SEU or contracted out,” and is “further defined as being held by a District resident who is paid a living wage.”*

5.2 Performance to Date—Positions Occupied, by Job Title and Ward

Table 3. Positions occupied, by job title and Ward

Job Title	Ward 1	Ward 2	Ward 3	Ward 4	Ward 5	Ward 6	Ward 7	Ward 8	Total
Account Manager		1							1
Accounting Manager	1								1
Account Specialist						1			1
Administrative Assistant							1		1
Compliance Assistant					1		2		3
Compliance Executive					1				1
Energy Consultant		1							1
HR Representative		1							1
IT Analyst / Helpdesk					1				1

Job Title	Ward 1	Ward 2	Ward 3	Ward 4	Ward 5	Ward 6	Ward 7	Ward 8	Total
Managing Director				1					1
Market Analysis Researcher				1					1
Marketing Manager						1			1
Marketing Program Manager	1								1
Market Transformation Advisor	1		1						2
Market Transformation Associate	2			2					4
Program Manager				1		1			2
Program Manager - Community Outreach						1			1
Project Assistant					1			1	2
Project Coordinator					1				1
Project Specialist	1	1							2
Public Affairs Program Manager						1			1
Support Staff	1		1						2
Workforce Development Manager	1								1
Workforce Development - Operations Assistant	1								1
Cumulative total positions, by Ward	9	4	2	5	5	5	3	1	34

5.3 Performance to Date—Workforce Development

The DC SEU's Workforce Development activity has resulted in a fluid process in which DC SEU Preferred Contractors may sign up with the Mayor's One City Program and / or connect with the DOES' On-the-Job Training Program (OJT). As DOES identifies qualified candidates, the DC SEU will further vet and work with candidates to develop energy efficiency skills and other

supporting skill sets that might be identified as desirable by Preferred Contractors. A DC SEU Workforce Development representative will be assigned to work with DOES and Preferred Contractors. Tracked green job hours, number of employees, Ward residence, and other metrics will be prepared for regular monthly reporting.

5.4 Performance to Date—Total FTE Hires of District Residents

Table 4. Total FTE hours for the Third Quarter

All DC SEU jobs are paid at or above the District Living Wage of \$12.50.

Job Title	Ward (if District Resident)	District Resident FTE Green Jobs, in Hours	Non-District Resident FTE Green Jobs, in Hours	Total FTE Green Jobs, in Hours
Executive				
Managing Director-Interim	N/A		111.00	111.00
Founder	N/A		1.50	1.50
Managing Director	4	492.00		492.00
Subtotal Executive		492.00	112.50	604.50
Operations				
Director of Operations	N/A		203.50	203.50
Technical Editor	N/A		238.25	238.25
Operations Consultant	N/A		236.00	236.00
Subtotal General Operations		0.00	677.75	677.75
Core Programs-LIMF, C&I, Single-Family, Renewable Energy (Managers, support, field work)				
Account Specialist-C&I	6	465.00		465.00
Account Manager-C&I	2	433.00		433.00
Consulting Advisor-Renewables	N/A		17.25	17.25
Consulting Advisor-Renewables	N/A		13.50	13.50
Consulting Advisor-Single Family	N/A		2.50	2.50
Consulting Advisor-Single Family	N/A		25.50	25.50
Consulting Advisor-Single Family	N/A		13.50	13.50
Consulting Advisor-Single Family	N/A		14.00	14.00
Consulting Advisor-C&I	N/A		2.00	2.00
Consulting Advisor-C&I	N/A		16.50	16.50
Consulting Advisor-C&I	N/A		2.25	2.25
Consulting Advisor-C&I	N/A		2.00	2.00
Consulting Advisor-C&I	N/A		8.50	8.50
Consulting Advisor-C&I	N/A		3.50	3.50

Job Title	Ward (if District Resident)	District Resident FTE Green Jobs, in Hours	Non- District Resident FTE Green Jobs, in Hours	Total FTE Green Jobs, in Hours
Consulting Advisor-C&I	N/A		13.50	13.50
Consulting Advisor-C&I	N/A		230.75	230.75
Consulting Advisor-C&I	N/A		20.25	20.25
Consulting Advisor-C&I	N/A		123.50	123.50
Consulting Advisor-C&I	N/A		1.00	1.00
Consulting Advisor-C&I	N/A		131.75	131.75
Consulting Advisor-C&I	N/A		13.00	13.00
Consulting Advisor-C&I	N/A		1.00	1.00
Consulting Advisor-C&I	N/A		1.00	1.00
Consulting Advisor-C&I	N/A		1.00	1.00
Consulting Advisor-C&I	N/A		1.75	1.75
Consulting Advisor-LIMF	N/A		3.25	3.25
Consulting Advisor-LIMF	N/A		204.50	204.50
Consulting Advisor-LIMF	N/A		1.25	1.25
Consulting Advisor-Planning & Dev.	N/A		2.25	2.25
Consulting Advisor-Program Planning	N/A		45.25	45.25
Consulting Advisor-Technical Services	N/A		9.50	9.50
Consulting Advisor-Technical Services	N/A		39.25	39.25
Consulting Advisor-Technical Services	N/A		114.00	114.00
Consulting Advisor-Technical Services	N/A		25.25	25.25
Consulting Advisor-Technical Services	N/A		14.50	14.50
Consulting Advisor-Technical Services	N/A		35.25	35.25
Consulting Advisor-Technical Services	N/A		68.75	68.75
Development Manager	N/A		0.00	0.00
Energy Consultant - C&I	2	180.00		180.00
Market Manager	N/A		47.50	47.50
Program Planner	N/A		177.50	177.50
Program Planner	N/A		9.25	9.25
Program Manager	6	2.25		2.25
Program Manager - RES	4	24.00		24.00
Program Manager - C&I	4	442.50		442.50
Program Manager	N/A		264.00	264.00
Project Assistant-LIMF	3	23.00		23.00
Project Assistant	8	412.50		412.50
Project Assistant-Single-Family	5	365.00		365.00
Project Coordinator - C&I	5	492.50		492.50

Job Title	Ward (if District Resident)	District Resident FTE Green Jobs, in Hours	Non- District Resident FTE Green Jobs, in Hours	Total FTE Green Jobs, in Hours
Project Manager	N/A		324.25	324.25
Project Manager-Single-Family & MF	N/A		394.00	394.00
Project Specialist	1	428.00		428.00
Project Specialist	2	433.25		433.25
Support Staff	3	423.75		423.75
Support Staff	N/A		4.50	4.50
Consulting Advisor-Technical Analyst	N/A		41.50	41.50
Consulting Advisor-Technical Manager	N/A		15.50	15.50
Consulting Advisor-Technical Manager	N/A		82.00	82.00
Consulting Advisor-Technical Services	N/A		22.00	22.00
Technical Resource Specialist	N/A		3.00	3.00
Subtotal Core Programs		4,124.75	2,607.50	6,732.25
Workforce Development				
Workforce Development Manager	1	63.04		63.04
Operations	1	0.50		0.50
Subtotal Workforce Development		63.54	0.00	63.54
Support Services				
Administration (including HR, Accounting, IT)				
Accounting Manager	1	11.25		11.25
Administration Manager	N/A		70.00	70.00
Consulting Advisor- Management & Administration	N/A		23.50	23.50
Consulting Advisor- Management & Administration	N/A		2.00	2.00
Administrative Assistant	7	413.50		413.50
Consulting Advisor-IT Applications	N/A		107.25	107.25
Consulting Advisor-IT Applications	N/A		89.50	89.50
Consulting Advisor-IT Applications	N/A		1.00	1.00
Consulting Advisor-IT Applications	N/A		136.00	136.00
Consulting Advisor-Customer Svc.	N/A		17.75	17.75
Data Reporting Specialist	N/A		25.75	25.75
HR Representative	2	105.00		105.00
HR Representative	N/A		454.75	454.75
IT Manager	N/A		72.00	72.00
IT Project Manager	N/A		43.50	43.50

Job Title	Ward (if District Resident)	District Resident FTE Green Jobs, in Hours	Non- District Resident FTE Green Jobs, in Hours	Total FTE Green Jobs, in Hours
IT Data Analyst	N/A		3.50	3.50
IT Support Specialist	N/A		40.50	40.50
IT Applications Tester	N/A		73.50	73.50
IT Analyst / Helpdesk	5	352.25		352.25
Subtotal Administration		882.00	1,160.50	2,042.50
Consumer Education and Marketing				
Marketing Manager	6	57.00		57.00
Marketing Manager	N/A		173.50	173.50
Consulting Advisor-Marketing	N/A		0.75	0.75
Consulting-Marketing Director	N/A		25.00	25.00
Consulting-Marketing Consultant	N/A		0.25	0.25
Consulting Advisor-Marketing	N/A		9.50	9.50
Consulting-Marketing Manager	N/A		45.75	45.75
Marketing Program Manager	1	441.00		441.00
Subtotal Consumer Education		498.00	254.75	752.75
Compliance				
Compliance Assistant	5	36.25		36.25
Compliance Assistant	7	347.75		347.75
Compliance Executive	5	248.00		248.00
Compliance Executive	N/A		54.50	54.50
Compliance Manager	N/A		289.82	289.82
Legal	N/A		2.25	2.25
Subtotal Compliance		632.00	346.57	978.57
Planning, Policy, & Public Affairs				
Public Affairs				
Public Affairs Manager	6	125.50		125.50
Consulting Advisor-Public Affairs	N/A		10.25	10.25
Consulting Advisor-Public Affairs	N/A		2.50	2.50
Subtotal Public Affairs		125.50	12.75	138.25
Community Outreach				
Program Manager	6	73.00		73.00
Subtotal Community Outreach		73.00		73.00
Market Transformation				
Market Transformation Advisor	1	8.75		8.75
Market Transformation Advisor	3	46.00		46.00

Job Title	Ward (if District Resident)	District Resident FTE Green Jobs, in Hours	Non- District Resident FTE Green Jobs, in Hours	Total FTE Green Jobs, in Hours
Market Transformation Advisor	N/A		22.00	22.00
Market Transformation Advisor	N/A		124.75	124.75
Market Transformation Associate	1	23.75		23.75
Market Transformation Associate	4	206.00		206.00
Market Transformation Associate	N/A		45.75	45.75
Analyst	N/A		46.75	46.75
Support Staff	1	16.25		16.25
Support Staff	N/A		6.50	6.50
Subtotal Market Transformation		300.75	245.75	546.50
<i>Market Analysis and Finance</i>				
Analyst	N/A			
Market Analysis Researcher	4	34.00		34.00
Market Analysis Researcher	N/A		258.25	258.25
Project Manager	N/A		119.46	119.46
Subtotal Market Analysis & Finance		34.00	377.71	411.71
Total FTE Green Hours		7,225.54	5,795.78	13,021.32
Total FTE Green Jobs		3.47	2.79	6.26

6 Certified Business Enterprise Contract Requirement

6.1 Requirement

By the end of the first option year (FY 2012) of the SEU contract and for subsequent years, a minimum of 50% of the dollar volume of Implementation Contracts must be attributable to contracts with Certified Business Enterprises (DC SEU Contract, Attachment J.1, Section 1.2, p. 52).

6.2 Performance to date

Table 5. Total dollar amount of DC SEU contracts and proportion of CBEs

Number of Contractors, Second Quarter	CBE Status	\$ Paid to CBE Contractors	\$ Paid to Non-CBE Contractors	Total
2	N / A		\$61,172.89	\$61,172.89
7	Yes	\$21,105.30		\$21,105.30
Total \$ paid for the Quarter		\$21,105.30	\$61,172.89	\$82,278.19
Proportion for the Quarter		25.65%	74.34%	100%
Total \$ paid, year to date		\$92,057.73	\$294,969.27	\$387,027.00
Proportion, year to date		23.78%	76.21%	100%

7 Recruitment: Total Number of DOES Referrals Hired

Throughout the Second Quarter, up to 12 positions were open, 2 of which have been filled, bringing to 10 the number of positions filled during FY 2012. As is reflected throughout this Quarterly Report, the work of the DC SEU is expanding, and because of the specialized nature of many of the open positions, they are not immediately filled. Therefore, the number of open positions might be carried forward from month to month. For this reason, the narrative reporting contained within this Quarterly Report characterizes the open positions in terms of a range, rather than as a fixed number. All open positions are listed with DOES.

The data presented in **Table 6** reflect the reporting to the DOES. The DC SEU does not receive Ward information from DOES referrals or from other sources. Therefore, only the Total column for the DOES referral line and for the “other sources” line is completed.

Table 6. Number of DOES referrals hired

	Ward 1	Ward 2	Ward 3	Ward 4	Ward 5	Ward 6	Ward 7	Ward 8	Total	%
Total hires for the Quarter	1	0	0	1	0	0	0	0	2	
Total DOES referrals for the Quarter									0	
Total referrals from other sources, for the Quarter									391	
Hires of DOES referrals, for the Quarter	0	0%								

	Ward 1	Ward 2	Ward 3	Ward 4	Ward 5	Ward 6	Ward 7	Ward 8	Total	%
Total hires, year to date	2	1	0	3	2	1	0	1	10	100%
Hires of DOES referrals, year to date	0	0%								

8 Highlights for the Quarter

Specific highlights for this quarter are:

- Hiring of 2 new DC SEU employees, both District residents: (1) an Energy Consultant for C&I; and (2) a Residential Services Program Manager. Both are professional positions.
- Promotion of 2 current DC SEU employees to higher positions: (1) from Customer Support Specialist to Program Manager in Residential Services (Retail Efficient Products); and (2) from Project Specialist to Program Manager in C&I (Prescriptive Programs). Both are professional positions.
- Successful mentoring in place by Vermont-based staff, to help in the professional development of DC SEU employees;
- Preparation of program plans and launch documents for programs and initiatives throughout all market sectors of DC SEU activity;
- Launch completed of CLEER T12 Lighting Replacement program, with 4 participating CBE contractors, and 7 CBE suppliers;
- Launch completed of LIMF-COMP, and achievement of full enrollment of the program for FY 2012; and
- Successful development of District-based data collection and analysis tools, to inform evaluation, measurement, and verification activity.

9 List of Attachments

- Attachment 1 – All Financial Activity
- Attachment 2 – Consumer Education and Marketing Materials
- Attachment 3 – Statement of Compliance

The DC Sustainable Energy Utility (DC SEU) is designed to help District households, businesses, and institutions save energy and money through energy efficiency and renewable energy programs.

The DC SEU is committed to community engagement, economic development, job creation, and environmental preservation.

GOALS

Through comprehensive energy efficiency and renewable energy programs, the DC SEU exists to:

- create green jobs for District residents
- stimulate the local economy
- reduce energy use throughout the District
- improve the efficiency of housing for low-income residents
- reduce the growth rate of peak electricity demand
- increase renewable energy generating capacity

The DC SEU places a premium on local staffing and contracting, with a central focus on putting District residents back to work.

For a complete list of employment and contracting opportunities, visit

WWW.DCSEU.COM.

DCSEU

WWW.DCSEU.COM • TOLL-FREE 855-MY-DCSEU

PROGRAMS AND SERVICES

The DC SEU develops programs that connect customers with qualified, local contractors to complete energy efficiency and renewable energy programs.

Designed specifically for single family and multifamily homes, as well as businesses and institutions throughout the District, DC SEU programs offer financial incentives, technical assistance, and valuable information about saving money and energy.

THE DC SEU AT WORK

In its first year, with only six months to deliver twelve months of work, the DC SEU designed, launched, and completed five Quick-Start programs and consumer education campaigns in each of the District's eight Wards.

Since March 2011, the DC SEU has completed over 5,600 energy efficiency projects in DC businesses and residences.

2011 RESULTS

All contract deliverables met on time and on budget

- 30% of total budget spent in low-income areas
- 75% of budget spent with DC-based businesses

357 District residents employed

- 28 full-time jobs created
- 70 contractors hired from DC-based training organizations

16 local contractors hired and trained in energy efficiency work

Supply chain established for energy-efficient products

The DC SEU was established as part of the Clean and Affordable Energy Act of 2008 (CAEA) enacted by the Council of the District of Columbia.

THE PARTNERSHIP

The DC Sustainable Energy Utility is a project of the Sustainable Energy Partnership under contract to the District Department of the Environment. The Sustainable Energy Partnership consists of a team of seasoned, local collaborative organizations and individuals, including:

- Vermont Energy Investment Corporation
- DC Project / WeatherizeDC
- George L. Nichols
- Institute for Market Transformation
- L. S. Caldwell & Associates, Inc.
- PEER Consultants
- PES Group
- Skyline Innovations
- Taurus Development Group

Collectively, the Sustainable Energy Partnership brings together national leadership in energy efficiency, renewable energy, program planning and implementation, and local community networks.

To learn more about the DC SEU and our programs, call us at **855-MY-DCSEU** or visit **WWW.DCSEU.COM**.

DCSEU



Government of the District of Columbia
Vincent C. Gray, Mayor





CLEER T12 PROGRAM

Get Cash Rebates for Replacing Outdated T12 Lighting

For a limited time—**March 12 through September 15, 2012**—the DC Sustainable Energy Utility (**DC SEU**) is offering rebates to small and medium-sized businesses in DC that upgrade their old, inefficient T12 fluorescent tube lighting with more efficient High-Performance T8 (HPT8) lighting.

UPGRADE YOUR LIGHTING TODAY

As mandated by federal regulations, the manufacture of T12 fluorescent lamps will be banned as of July 14, 2012. Businesses that upgrade to HPT8 lighting by participating in the **Commercial Lighting Energy-Efficient Replacement (CLEER) T12 Program** can avoid dwindling supplies and increased prices for T12 lighting products and are eligible to receive a rebate from the DC SEU to make the switch. Take advantage of the CLEER T12 Program and your business will reap the rewards now and for years to come.

Get a \$20 per fixture rebate for upgrading today!

BENEFITS OF HIGH-PERFORMANCE T8 LIGHTING

Making the switch from T12 to HPT8 lighting can provide a number of benefits to your business:

Energy Savings

Saving energy means saving money. HPT8 systems can save up to 50% in energy and operating costs compared to T12 lamps and 20% compared to standard T8 lamps.

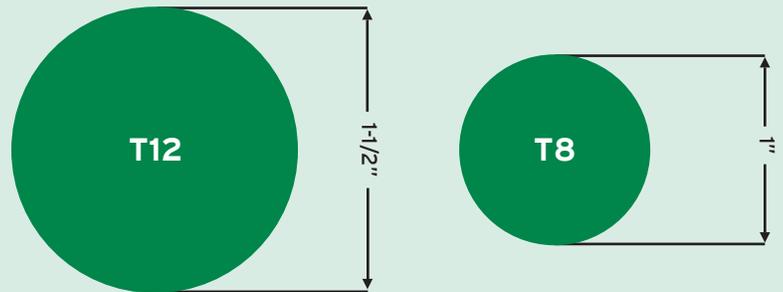
Longer Lamp Life

HPT8 lamps are extended-life lamps, typically rated to last 4,000-10,000 hours longer than standard T8 or T12 lamps, meaning reduced maintenance costs and less time changing light bulbs.

Improved Lighting Quality

HPT8 lamps provide a better environment for your customers and employees alike. Measured on the color rendering index (CRI), a scale from 0 to 100 that indicates the quality of the light source, HPT8 lamps are rated at a minimum of 82 CRI. Comparatively, most standard T8 lamps have a CRI rating in the 70-80 range and T12s typically in the 60-70 range.

Not sure if you have T12 lighting in your business?
Use the diagram below to help determine if you do.



ELIGIBLE LIGHTING UPGRADES	SPECIFICATIONS	REBATE AMOUNT
Removal of existing T12 lighting and replacement with HPT8 28W lamp with low ballast factor*	<ul style="list-style-type: none"> • Must be an upgrade of an existing T12 system • Must use low ballast factor* • Lamp and ballast must be listed on the DC SEU's Qualifying Products List provided to Preferred Contractors available at www.DCSEU.com/CLEER 	\$20 per fixture

*Use of low ballast factor ballasts and 28W lamps is required unless specific conditions warrant either the use of 32W lamps or an approved high ballast factor system. Please contact the DC SEU for specific details and information.

CLEER T12 PROGRAM

ELIGIBILITY REQUIREMENTS

To qualify for rebates through the CLEER T12 Program, business customers must meet the following requirements:

- **Eligible commercial facilities include small offices, retail establishments, restaurants, churches, community centers, and lodging facilities**
- **Facilities must have between 20 and 200 T12 fixtures per utility account**
- **Eligible T12 fixtures must be operated a minimum of 2,000 hours annually (defined as 40 hours per week, 50 weeks per year)**

If you have a potential project at your business that you think may be eligible for the CLEER T12 Program, follow these simple steps to get started:

1. Review the eligibility requirements for the CLEER T12 Program.

If you have questions about the program requirements, please visit www.DCSEU.com/CLEER or contact the DC SEU at info@DCSEU.com or 202-479-2222.

2. Contact a DC SEU Preferred Contractor.

Contact Preferred Contractors about your interest in the CLEER T12 Program and request a quote for your project. You will work with your Preferred Contractor to determine if your business is eligible and that your lighting upgrades meet the requirements of the CLEER T12 Program. To view a list of Preferred Contractors please visit www.DCSEU.com/CLEER.

3. Project Pre-Approval Form submitted by contractor.

After you have worked with your Preferred Contractor to determine your eligibility and plan your project, your contractor will submit on your behalf a "Project Pre-Approval Form" to the DC SEU for review. Pending approval of project eligibility, the DC SEU will send you an incentive agreement **within five business days** outlining the rebate amount you will receive upon completion of the project along with a utility release form.

4. Submit your incentive agreement and utility release form.

Sign and return your incentive agreement and utility release form to the DC SEU **within 10 business days** of issue date. The incentive agreement is a document that acknowledges that the DC SEU has reserved a certain level of rebate monies for your project. By signing the document, you acknowledge that your project is going to proceed within the specified time allowed for this program and within the guidelines contained in the document. The DC SEU requires that you provide your Electric/Gas/Water utility account information for the purposes of measuring how successful the products installed at your location were in saving energy and resources for your business and the District of Columbia. Your utility account information will be kept confidential and secure and will only be used for the purpose of evaluating the various energy programs that the DC SEU offers the District.

5. Work with your contractor to implement your T12 replacement project.

Based on the quote provided by your contractor, work with them to complete your project. All materials from your project must be properly disposed of by your contractor; you will not be permitted to retain possession of your old T12 lighting. Payment to the contractor for completion of the project is the sole responsibility of the customer.

6. Project documentation submitted to the DC SEU by contractor.

Your contractor must submit proper documentation to the DC SEU verifying the project is completed and installed as specified in the incentive agreement via e-mail to info@DCSEU.com before September 15, 2012. **Your rebate check will be mailed to you from the DC SEU within 30 business days of receipt.**

For more information on the CLEER T12 Program, including Preferred Contractors, CBE vendors, and eligible equipment, please visit www.DCSEU.com/CLEER or contact the DC SEU at info@DCSEU.com or 202-479-2222.



202-479-2222 • Toll-free: 855-MY-DCSEU • WWW.DCSEU.COM

The DC Sustainable Energy Utility is a project of the Sustainable Energy Partnership under contract to the District Department of the Environment (DDOE).



Government of the District of Columbia
Vincent C. Gray, Mayor



SEU19a-0312

CLEER T12 PROGRAM

Get Cash Rebates for Replacing Outdated T12 Lighting

Preferred Contractors

as of March 12, 2012

COVENANT DEVELOPMENT COMPANY, INC.

1100 15th Street, NW Suite 300

Washington, DC 20005

Phone: 202-331-3327

Email: glen@cdcoinc.com

Website: www.cdcoinc.com

LEONE TECH, LLC

700 12th Street, NW, Suite 700

Washington, DC 20005

Phone: 202-904-2486

Email: henrietta.jaffa@leonetech.net

MONA-HILL CONTRACTING GROUP, INC.

260 45th Street, NE

Washington, DC 20019

Phone: 202-368-0301

Email: mona_hill@ymail.com

R.O. MCMILLAN & ASSOCIATES, LLC

1612 Roxanna Road, NW

Washington, DC 20012

Phone: 202-722-1230

Email: romcmillan@ralphmcmillan.com

Website: www.ralphmcmillan.com

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February 2012

Connect with us:  

Attention DC Affordable Housing Owners, Developers, and Property Managers

The District of Columbia Sustainable Energy Utility (DC SEU) helps building owners, managers, and residents of affordable housing in DC lower their energy use and save money on their energy bills. As part of the DC SEU's Low-Income Multifamily (LIMF) Services, the new [LIMF Comprehensive Program](#) is offering **financial incentives** and **technical assistance** for energy efficiency measures designed to help ensure the long-term success and viability of your affordable housing development. Incorporating energy efficiency in your affordable housing development during new construction, redevelopment, or substantial rehabilitation means:

- Lower up-front costs
- Long-term affordability for residents
- Reducing the impact of energy price volatility on your bottom line

If you are an owner, developer, or property manager of affordable housing in DC that is undergoing new construction, redevelopment, or substantial rehabilitation, your development may be eligible to receive financial incentives and custom technical assistance from the DC SEU on energy efficiency measures. To help determine your development's eligibility for the LIMF Comprehensive Program, **please fill out the [LIMF Comprehensive Program Eligibility Form](#) by March 9, 2012.**

For more information or to discuss the LIMF Comprehensive Program in more detail, please contact the DC SEU at 202-479-2222 or info@DCSEU.com.



Energy efficiency systems / measures eligible for the LIMF Comprehensive Program include:

- Heating, ventilation, air conditioning (HVAC), and domestic hot water systems
- Major appliances, such as refrigerators and laundry equipment
- Lighting (in-unit and common area lighting)
- Building air and thermal barriers, doors, and windows

[Find Out if You're Eligible](#)

This program is being offered for a limited time only. Complete the [LIMF Comprehensive Program Eligibility Form](#) by **March 9, 2012** to find out if your development is eligible for financial incentives and technical assistance from the DC SEU.



The DC SEU is a project of the Sustainable Energy Partnership under contract to the District Department of

ATTACHMENT 2 – CONSUMER EDUCATION AND MARKETING

Toll-free: 855-MY-DCSEU
info@DCSEU.com
www.DCSEU.com

the Environment (DDOE).



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Vincent C. Gray, Mayor



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VIEWPOINT



Doctors should stress the importance of testing in everyone, but especially in our seniors who are remaining increasingly sexually active.

Shawn Spencer
Washington, D.C.



I tell [young people] to choose abstinence, lower their number of sexual partners, get tested often and always use condoms. Don't ever think that somebody is so important or so fine that they can't have the virus.

Isis Rodriguez
Thousand Oaks, Calif.



To make it [HIV/AIDS] okay to have, people will be more open with their status. Continue to always educate people about preventions and treatment.

Shannon Strong
Washington, D.C.



People should know that an HIV diagnosis is no longer a death sentence. With early detection and treatment, people can live well. We can stop HIV/AIDS.

Chenelle Harris
Washington, D.C.



We always have to protect ourselves because the virus has not gone anywhere. Know your status and educate yourselves and your family.

Justine Love
Washington, D.C.

DCSEU
DISTRICT OF COLUMBIA SUSTAINABLE ENERGY UTILITY

ATTENTION DC-BASED CONTRACTORS

The DC SEU has issued an RFQ seeking qualified General/Electrical Contractors (G/ECs) with experience in retrofitting fluorescent T12 fixtures to High-Performance TB technology in commercial buildings.

Information Session: **February 16, 2012, 11:00 a.m.-1:00 p.m.**
80 M Street SE, Suite 310
Washington, DC 20003

Responses Due: **February 21, 2012 at 5:00 p.m. EST**

For more information about the DC SEU and to obtain a copy of the RFQ, call toll-free 855-MY-DCSEU (855-693-2738) or visit www.DCSEU.com.

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- Criminal Matters (DUI/DWI, Investigations, Fraud)
- Litigation



Join Us!

The Court Services and Offender Supervision Agency (CSOSA) and the Faith-Based Initiative invite you to join us again this year in our effort to raise awareness of the issues and challenges surrounding reentry.

Each January, since 2002, has marked the beginning of a period of reflection, dialogue, celebration, and outreach to District residents and organizations willing to provide assistance and support to over 2000 men and women coming home from prison each year. With the community's help, many will be able to successfully rebuild their lives.

CSOSA collaborates with Washington, DC's faith community to provide mentoring and support programs to returning citizens. We are always looking for new partners

Reentry Reflection 2012 Events

Thursday, February 9:
CJCC 2012 Citywide Reentry Forum
Old City Council Chamber, 441 Fourth St., NW
6:00 p.m. - 8:00 p.m.
Open to the public

Saturday, February 11:
Women's Reentry Forum - "Lifetime Makeover"
Temple of Praise, 700 Southern Ave., SE
9:00 a.m. - 3:00 p.m.
An event with plenary sessions, speakers and creative activities geared toward enlightening, empowering and motivating women.
Open to the public

Thursday, February 16:
Citywide Reentry Assembly
St. Luke Center, 4923 E. Capitol St., SE
6:00 p.m. - 9:00 p.m.
Mentors and Mentees of the Year will be recognized.
Open to the public

Saturday, February 18:
The Reentry Network for Returning Citizens
Ward 5 Community Forum
Lamond-Riggs Neighborhood Library
5401 South Dakota Avenue, NE
11:00 a.m. - 1:00 p.m.
Open to the public

For event updates and details, visit www.csosa.gov or call (202) 220-6320

A New Resource For Energy Efficiency

For DC building owners, it's not news that utility bills eat into their bottom line. In fact, energy costs are the single largest operating expense for office buildings in the District. Commercial and institutional buildings in DC consume \$800 million worth of electricity per year — 70 percent of the city's total energy consumption. Finding ways to reduce that energy consumption can go a long way to creating more sustainable buildings and a cleaner, brighter future for DC.

Last month, my colleagues and I had the pleasure of addressing members of the DCBIA community to let them know about the District of Columbia Sustainable Energy Utility (DC SEU): who we are, where we are going, and how we can help them achieve energy efficiency in their buildings. After speaking with many of you following our presentation, I believe the DC SEU is in a wonderful position to offer the DC building community new services that will help DC businesses save energy and save money.

The DC SEU is a new kind of utility designed not only to help District households, businesses, and institutions save energy and money through energy efficiency and renewable energy programs, but also to stimulate the local economy, create green jobs for DC residents, and make energy efficiency accessible to low-income residents. Beginning in March 2011, our programs focused on the direct installation of energy efficiency measures in households and small commercial establishments, completing over 5,600 energy efficiency projects, including 754 projects in DC businesses and institutions in all eight Wards of DC in just six months. These programs employed over 300 DC residents and provided work and training to 16 local contractors.

This year, we have designed initiatives that help drive the demand for energy efficiency and connect customers with qualified, DC contractors to complete energy efficiency and renewable energy projects. In the commercial and institutional community, the DC SEU offers comprehensive energy services to owners of large buildings who are replacing old equipment, renovating an existing building, or beginning a new construction project. These services include financial incentives, technical and design assistance, and coordinating services to assist consumers, design professionals, vendors, and contractors in overcoming the barriers to installing energy-efficient equipment. The DC SEU will also be offering standard rebates to businesses and building owners who install qualified energy-efficient equipment. Whether you are in the planning stages of your project, or nearing its end, the DC SEU is here to support you throughout the process, making your project as energy-efficient as possible.

Washington's building industry has a lot to be proud of, with more LEED-certified buildings per capita than any state in the country. We look forward to working with the building community to

continue making DC's buildings more sustainable and more energy-efficient, and helping District businesses and residents save energy and money. Get started today by calling us at 202-479-2222.

The DC SEU was established by the Clean and Affordable Energy Act (CAEA) of 2008 and is a project of the Sustainable Energy Partnership, led by the Vermont Energy Investment Corporation and eight local partners: George L. Nichols and Associates; Groundswell; the Institute for Market Transformation; L.S. Caldwell and Associates; PEER Consultants; PES Group; Skyline Innovations; and Taurus Development Group. For more information, visit www.DCSEU.com. ▲



Ted Trabue
Managing Director
District of Columbia
Sustainable Energy
Utility

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3rd Annual InterFaith Golf Cup Challenge Announce Its 2012 Honorary Co-Chairs - Windows Internet Explorer

http://washingtoninformer.com/index.php/local/item/5783-3rd-annual-interfaith-golf-cup-challenge-announce-its-2012-honorary-co-chairs

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3rd Annual InterFaith G... Best local Contractors and ...

comment

Rate this item (1 Vote)



Rev. Dr. James J. Graham

The 3rd Annual InterFaith (iFaith) Golf Tournament has been scheduled for April 16, and will once again be held at the beautiful Lake Presidential Golf Club in Upper Marlboro Maryland. The 2011 event attracted an assortment of area churches who competed for the coveted iFaith Golf Cup and through their participation, a check for \$1000 was presented to the Capital Area Food Bank.

"We are thrilled that our last tournament allowed us to make a meaningful contribution toward the hard work that is being done by the Capital Area Food Bank," stated tournament founder Lou Phillips.

Convention Center

ADVERTISEMENT

DCSEU
DISTRICT OF COLUMBIA SUSTAINABLE ENERGY UTILITY

ATTENTION DC-BASED CONTRACTORS!
The District of Columbia Sustainable Energy Utility (**DC SEU**) has issued an RFQ seeking qualified General/Electrical Contractors (G/ECs) with experience in retrofitting fluorescent T12 fixtures to High-Performance T8 technology. District contractors with active Certified Business Enterprise (CBE) status are highly encouraged to respond. An information session will be held February 16, 2012, from 11:00 PM - 1:00 PM at the DC SEU offices located at 80 M Street SE, Suite 310, Washington, DC 20003.

Responses to this RFQ are due February 21, 2012 at 5:00 PM EST. For more information about the DC SEU and to obtain a copy of the RFQ, call toll-free 855-MY-DCSEU (855-693-2738) or visit www.dcseu.com.

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Attachment 3 – Statement of Compliance

CONTRACTING AND EMPLOYMENT COMPLIANCE

L. S. Caldwell and Associates, Inc. (LSC) Compliance Officer in concert with DC SEU and Teaming Partners, continue to work with local government agencies to rigorously monitor all District of Columbia contracting and employment compliance reporting requirements, including:

- DC Department of Small and Local Business Development (DSLBD) Quarterly reports to the Office of the DC Auditor on utilization of Certified Business Enterprises (CBEs),
- DC Department of Employment Services (DOES) First Source Employment Agreements, Monthly Contract Compliance Reports and the Apprenticeship Program,
- Green Job Tracking that includes Certified Payroll
- Submission of copies of pay received (pay stubs) that reflect hours worked
- Submission of copies of all weekly certified payroll documents and Documentation of periodic contractor site visits.

As a DC SEU Contract requirement, the fifth monthly workforce compliance report was submitted to DOES for the March 10, 2012 deadline.

DC SEU DATA COLLECTION ASSOCIATES - OJT PROGRAM INITIATIVES

During the second quarter of FY12, Employment Compliance focused on the development of a new On the Job (OJT) Data Collection Employment Program. This initiative will aid in the retrieval of energy conservation program information beginning with consumer utility data. To support the goal of hiring District of Columbia residents, DC SEU joined forces with the Department of Employment Services OJT program to aid and or assist in the creation of twelve (12) new jobs for DC residents (Data Collection Associates). As part of this employment initiative, DC SEU developed a comprehensive training program plan that will ensure the following plans/goals of the project are met:

- District resident job creation
- Education on energy conservation programs
- Retrieval of Consumer utility data
- Retention and further career opportunities in the energy conservation field

Our Compliance Officer, L. S. Caldwell & Associates, Inc. is responsible for this initiative. The in-house program training began on Monday, April 02, 2012 and will cover four (4) weeks. Data Collection Associates will then continue their training with supplemental in the field training for canvassing and data collection.

DC SEU PREFERRED CONTRACTOR – WORKFORCE DEVELOPMENT INITIATIVES

At the direction of DC SEU, Taurus Development Group (TDG) Team members have been working to create a fluid process where DC SEU Preferred Contractors may sign up with the Mayor's One City Program and/or connect with the District of Columbia's, Department of Employment Services On the Job Training Program.

Attachment 3 – Statement of Compliance

Working with DOES they will identify and we shall further vet and work with candidates that are qualified in energy efficiency skills and other support services that may be determined by Preferred Contractors. A single TDG representative will be assigned to interact with DOES and Preferred Contractors. Monthly reports with analyses will be submitted on activities that support successful job interactions between candidates and contractors. Analysis metrics will include green job hours, number of employees, ward residence, success stories, issues, etc.