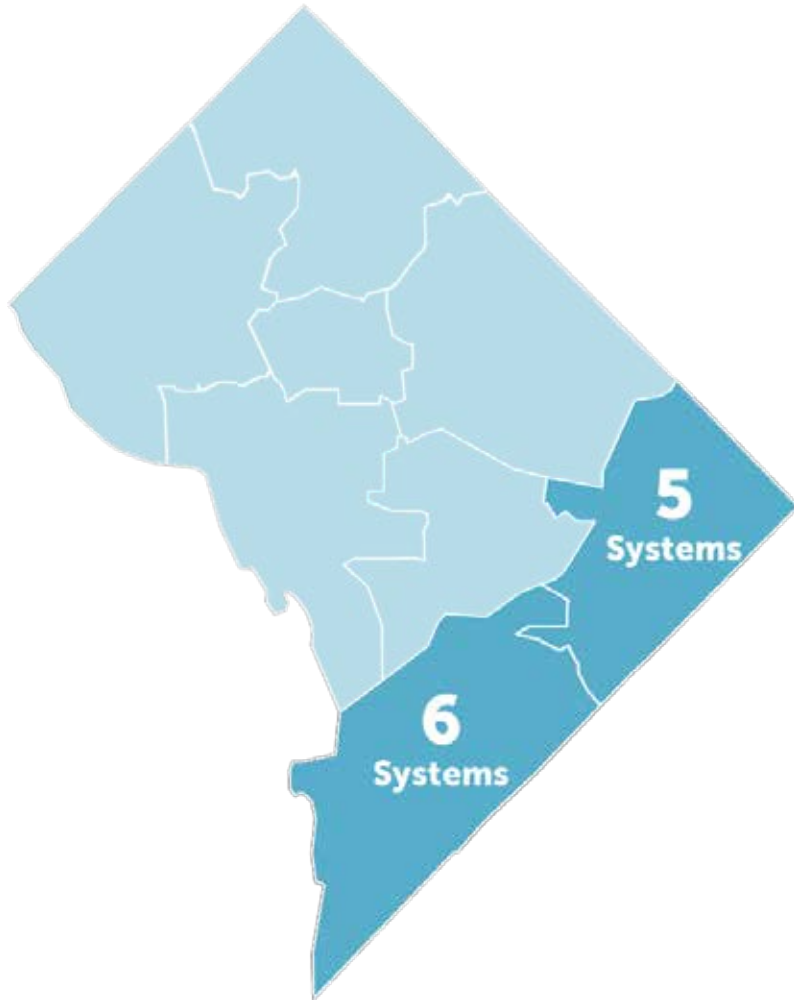


Sometimes Free Isn't Enough

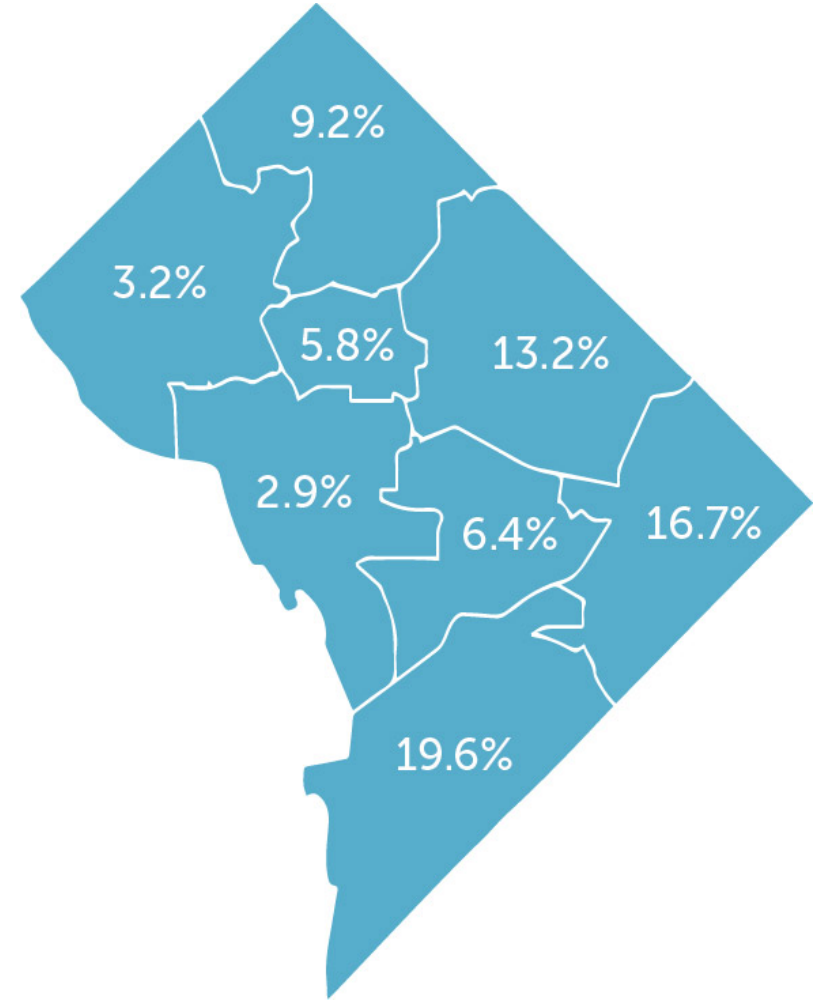
Theodore Trabue
Managing Director
June 27, 2017



Solar in the District in 2012



**Solar PV installs by Ward
2012**



**Unemployment by Ward
2012**

How does the DCSEU:

- ▶ Identify qualified customers?
(60% AMI)
- ▶ Gain the trust of the residents?



How does the District:

- ▶ **Serve older housing stock and issues that arise?**
- ▶ **Serve smaller complexes?**



Solar for All

- ▶ Lessons learned from DCSEU
- ▶ Legislation allows for:
 - Money to be used for roof repairs
 - Upgrade electrical systems
- ▶ DOEE grants to solar contractors



Solar for Small Businesses

- ▶ Why so few installations?
- ▶ New set of challenges
 - Building ownership / lease terms
 - Roofing issues
 - Who is paying utilities?
- ▶ Wards 7 & 8 again



Small Business Solar Pilot

- ▶ 13 installations over 4 months
- ▶ \$695,000 in lifetime energy cost savings
- ▶ Lessons learned



Solar for Low-Income Families

500+
single-family
solar PV
system
installations



2012



1 PV
system
every 1.8
work days
in 2015



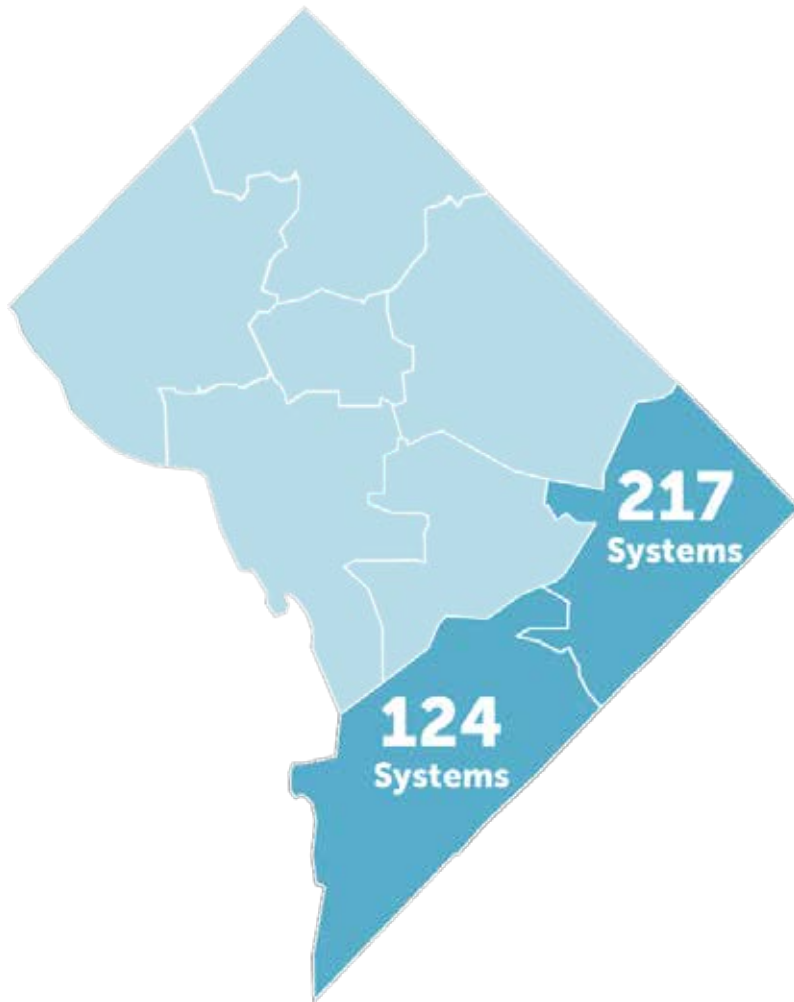
Reduced Interconnection Time
through interagency/utility collaboration



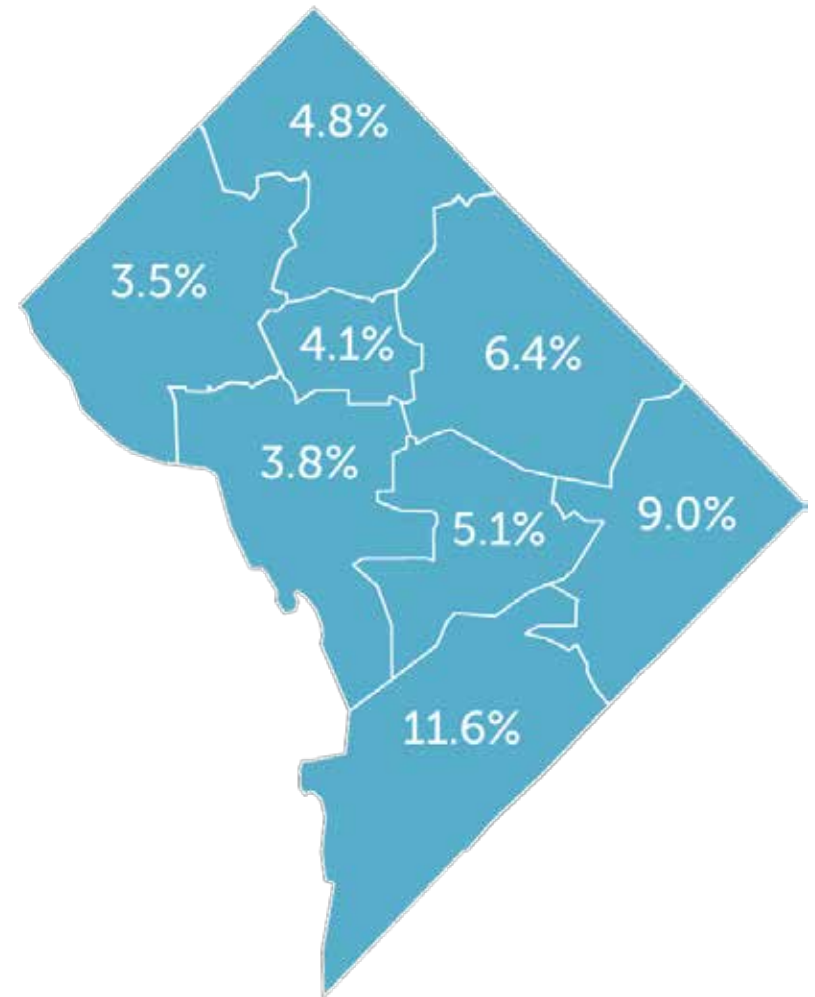
\$10 million
in lifetime energy cost savings



Solar in the District in 2017



**Solar PV installs by Ward
2017**



**Unemployment by Ward
2017**

THE SUSTAINABLE ENERGY PARTNERSHIP



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

