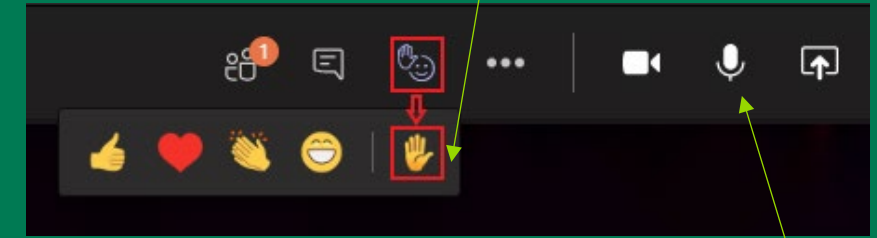


Hotel & Hospitality Roundtable



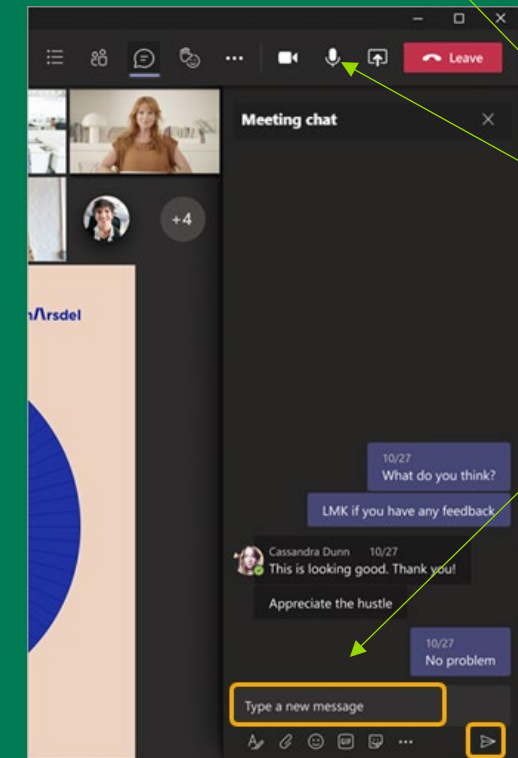
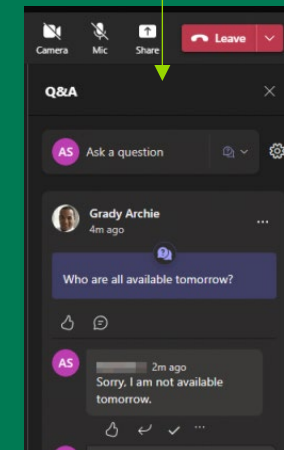
Session Expectations

- Please note that there will be polls throughout today's session. All responses unless otherwise noted are anonymous.
- There will be one Q&A section where discussion is open for 15 mins.
- Please let us know in the chat section if you are having technical difficulties or difficulty hearing the presentation.
- To submit a question, please use the chat/Q&A to write out your question or use the 'raise hand' feature (see photo). Once your hand is raised the moderator will call on you to come off mute to give an auditory response
- The webinar will be posted on the DCSEU website for anyone wanting to review the information discussed today.
- If we are not able to get to all questions, please post them to the chat and we will work to get back to you.



Using
Chat

Using Q&A



Using
Chat

Patti Boyd

Director, Technology and Innovation



Crystal McDonald

Director, Account Management & Workforce Development



Agenda

1. Welcome & Introduction

- Patti Boyd, Director of Technology and Innovation, DCSEU
- Session Overview
 - Crystal McDonald, Director Account Management and Workforce Development, DCSEU

2. Opening Poll

3. Building Innovation Hub

- Mary Thomas, Director, Building Innovation Hub

4. Midway Poll

5. The DCSEU, Hotels, and Hospitality Facilities

- Leigh Harrold, Senior Account Manager

6. Customer Spotlight: Embassy Suites

- David Kasprzyk, General Manager, Embassy Suites by Hilton

7. Closing Poll

8. Q&A

Take our opening poll!

Mary Thomas

Director, Building Innovation Hub





**Building
Innovation
Hub**

2026 Hotel & Hospitality Roundtable

Closing out BEPS Period 1

July 16, 2026

About us

Who we are.

The Building Innovation Hub, a project of IMT, helps building industry professionals in and around Washington, DC create and operate high-performing buildings. The Hub connects professionals and provides information and programming.

The goal of the Hub is to meet the current needs of the building industry while simultaneously pushing the industry towards the innovative solutions that we will need to build and operate high-performing buildings.



A program of



Our Team

We are here to support you.



Mary Thomas

Director,
Building Innovation Hub
Institute for Market Transformation
mary.thomas@imt.org



Joy Togo

Senior Associate,
Building Innovation Hub
Institute for Market Transformation
Joy.togo@imt.org

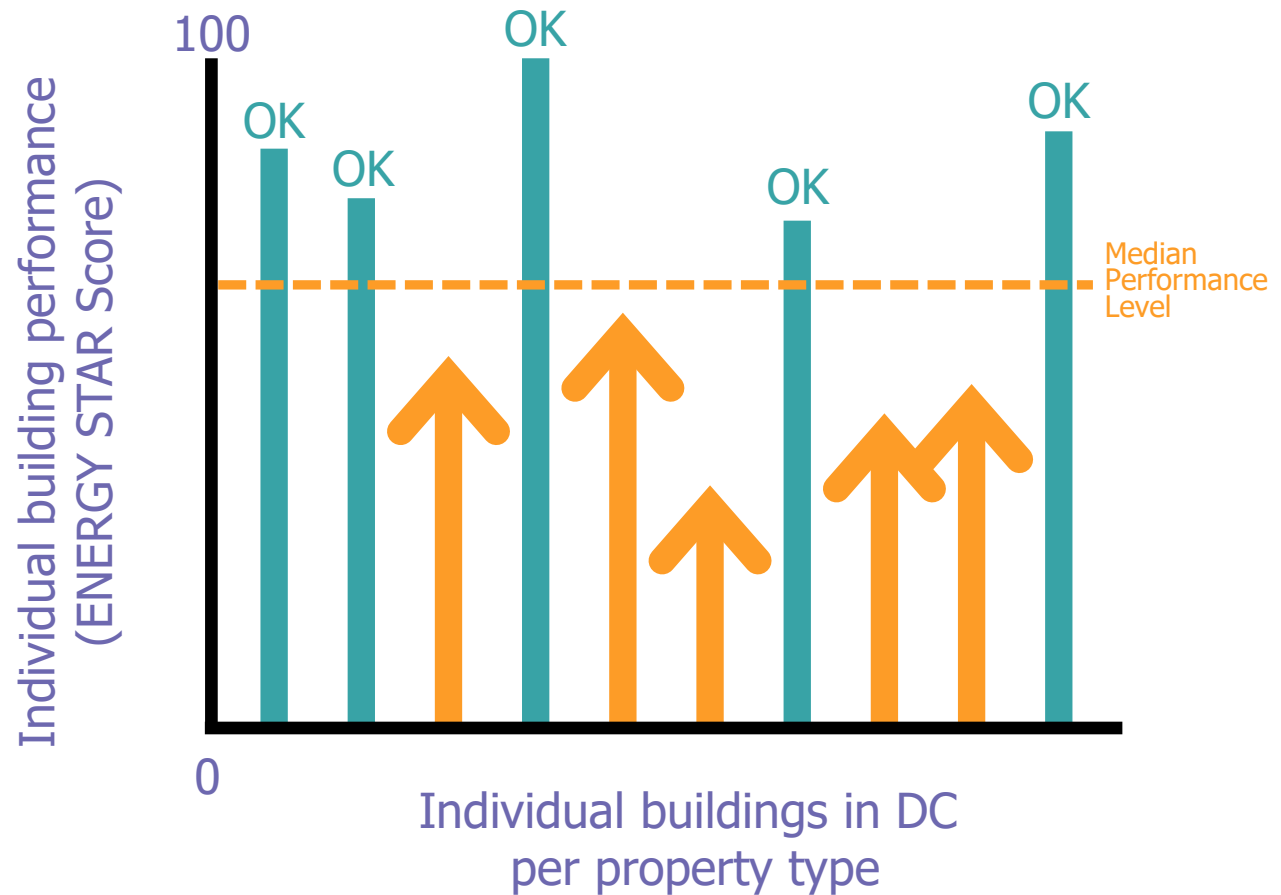


What is BEPS?

The basic concept.

A BEPS sets minimum thresholds for energy performance for existing buildings.

These standards are based on and measured against a building's demonstrated energy performance, as shown in their benchmarking data.



Why BEPS?

Better buildings are healthier and save on energy costs.



Health



Economic
Opportunity



Affordability

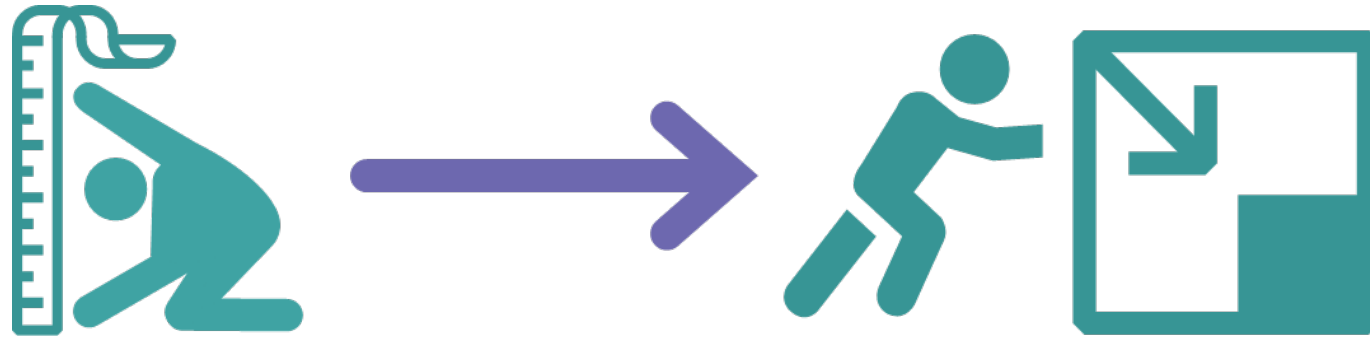


Resilience



Benchmarking and BEPS

Tying it together.



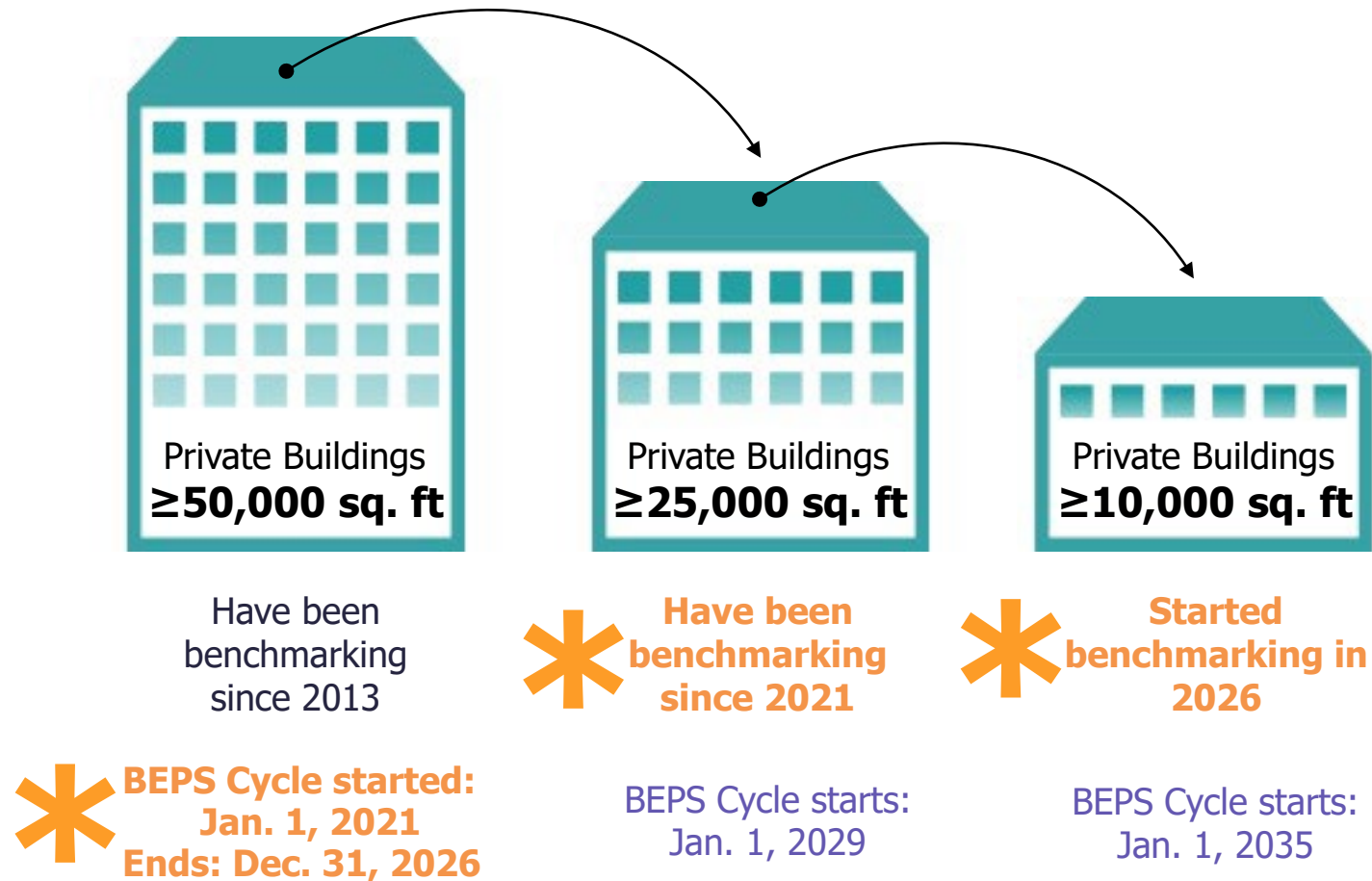
Measuring your building's
energy and emissions
usage...

...is the first step towards
improving building
performance.

**Benchmarking is an annual requirement for compliance with
DC BEPS.**

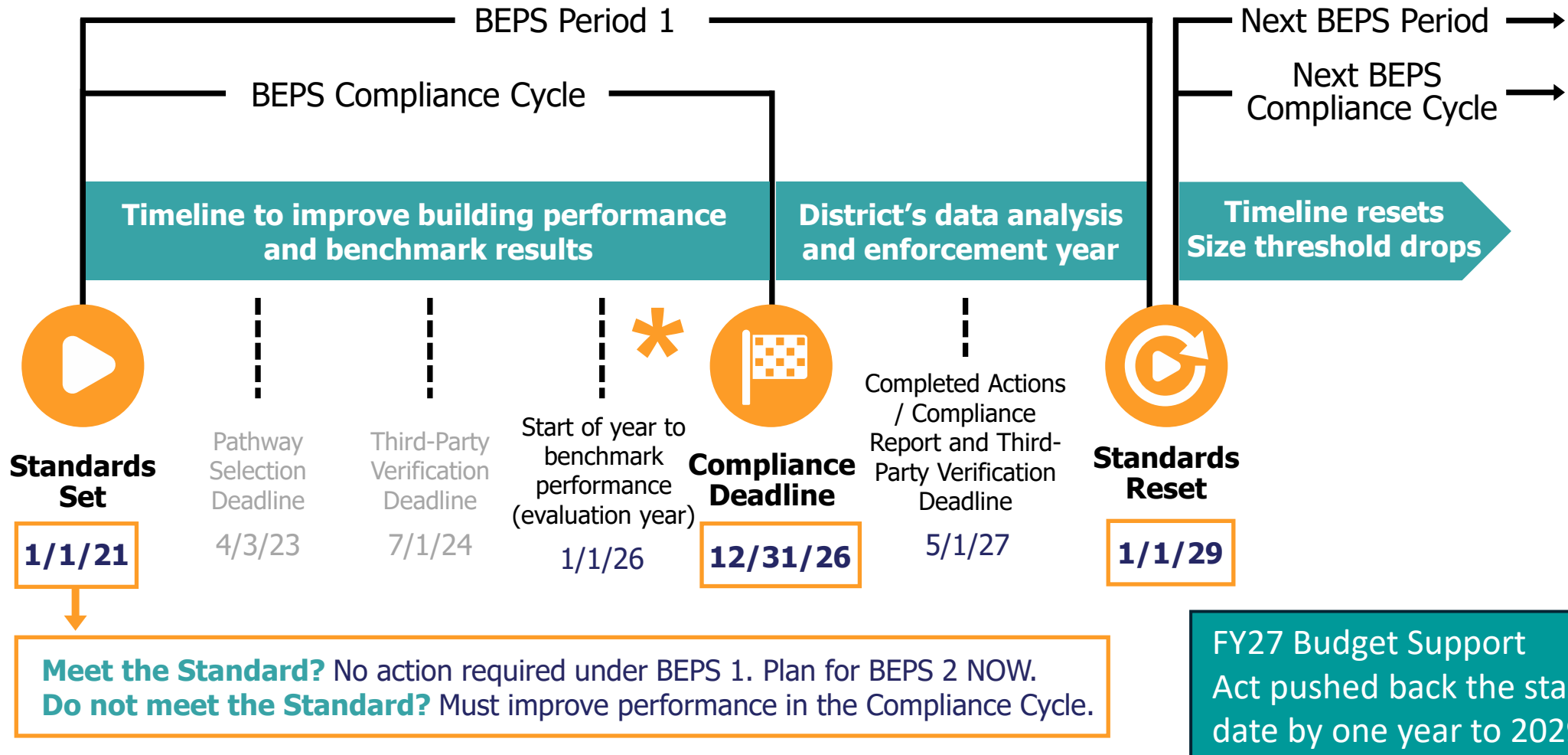
Existing Building Standards

Who do Benchmarking and BEPS apply to.



BEPS Timeline

Where we are now.



DC Benchmarking Trends

Performance Pathway.

**Performance Pathway Hotel Buildings:
Adjusted Site EUI Change (2019–2024)**

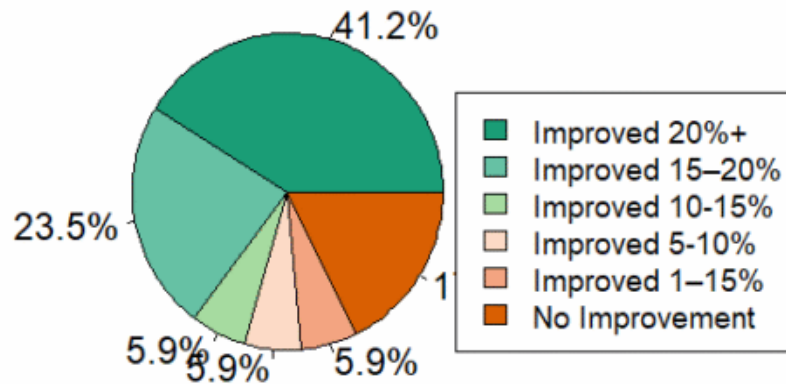


Figure 3: Percentage of Adjusted Site EUI reduction for hotels on the Performance Pathway, based on 2024 data obtained on April 2, 2026.

AOBA and the Hub collaborated on analysis of buildings that needed to take action for compliance with BEPS (not including buildings already in compliance at start of cycle):

- Two-thirds of hotels have improved their Adjusted Site EUI by at least 15%
- 41.2% reduced Adjusted Site EUI by 20% and would meet the performance target if compliance were evaluated using analyzed data

Buildings that have already seen improvement even if they haven't hit the 20% mark should continue to pursue operational improvements and projects that can be completed by the end of 2026 in order to meet pathway requirements

DC Benchmarking Trends

Standard Target Pathway.

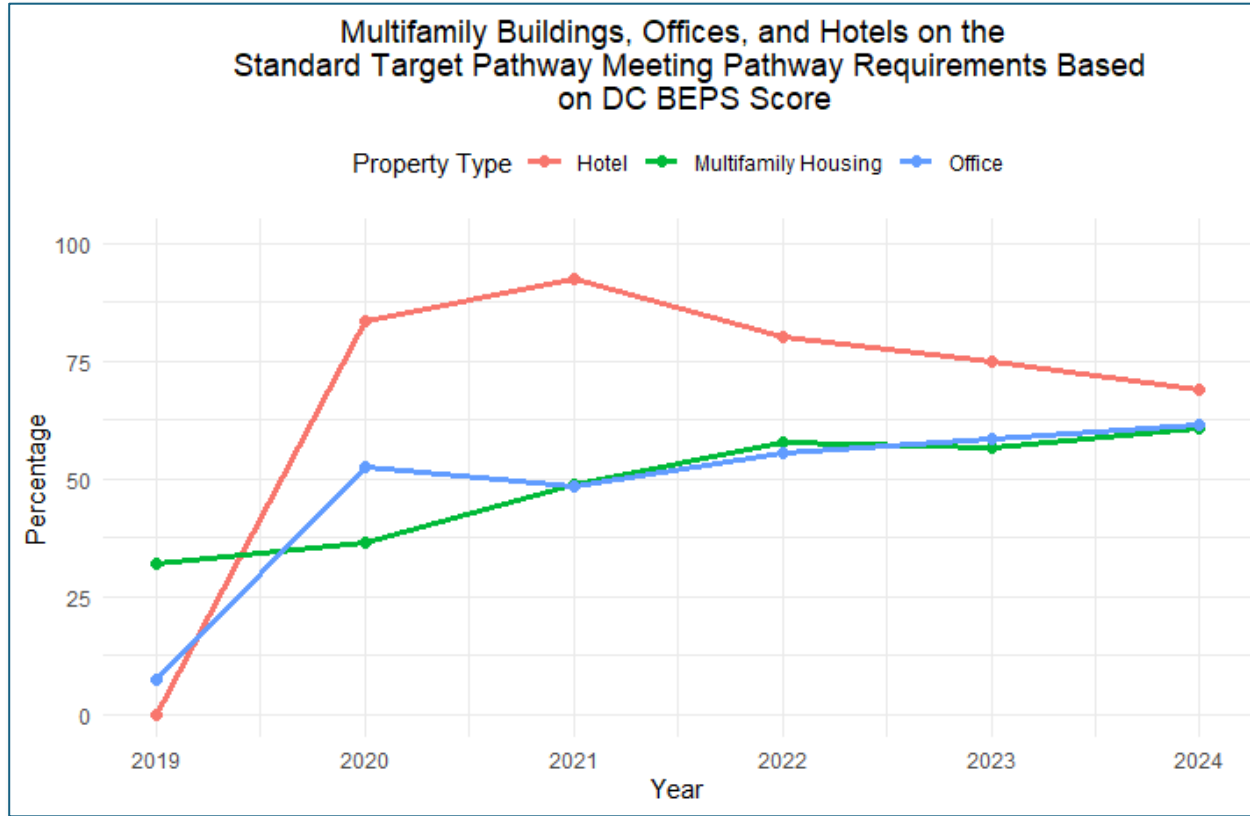


Figure 1: Buildings meeting Standard Target Pathway Requirements, based on 2024 data obtained on April 2, 2026.

Source: <https://buildinginnovationhub.org/dc-benchmarking-trends-2026-part-3/>

AOBA and the Hub collaborated on analysis of buildings that needed to take action for compliance with BEPS (not including buildings already in compliance at start of cycle):

- 69% of hotels on the Standard Target Pathway are meeting the compliance threshold with 2024 data

The standard for hotels is a BEPS Score (similar to an ENERGY STAR Score) of 54.

Getting to the Finish line

An End of Cycle Guide for Building Owners and Operators.

2026

- ❑ Reported CY2025 data by May 1
- ❑ Operation and maintenance, implement any remaining EEMs
- ❑ Collect evaluation-year CY2026 data
- ❑ Start third-party verification process
- ❑ Apply for relief, if applicable
 - Exemption for financial distress
 - Delay of compliance
 - Pathway change application

2027

- ❑ Finish third-party verification CY2026 data by May 3
- ❑ Report CY2026 benchmarking data May 3
- ❑ Prepare and submit Completed Action Report (and any other assigned reporting milestones) by May 3
- ❑ Pay any alternative compliance payments or settle with DOEE, if applicable
 - Building Improvement Agreement
 - Good Faith Effort



Third-Party Verification

Data accuracy.



- ❑ Required every **3 years** starting in 2024 and every **6 years as of 2027**.
- ❑ Building owners will perform third party verifications of their District Benchmark results and compliance reports.
- ❑ Verifier must meet certain credentials.
- ❑ Verification will be submitted no later than **May 1 deadline** of the reporting year (CY2026 data)



Third-Party Verification

Practical tools and resources to help with compliance.

Resources on the Building Innovation Hub website:



A Downloadable Third-Party Data Verifier sample scope of work (SOW) and How-to-guide to help with Third Party Benchmarking Data Verification



Third-Party Verification Tips

DOEE RESOURCES:



DOEE's third-party verification FAQs



Benchmarking & Third-Party Verification

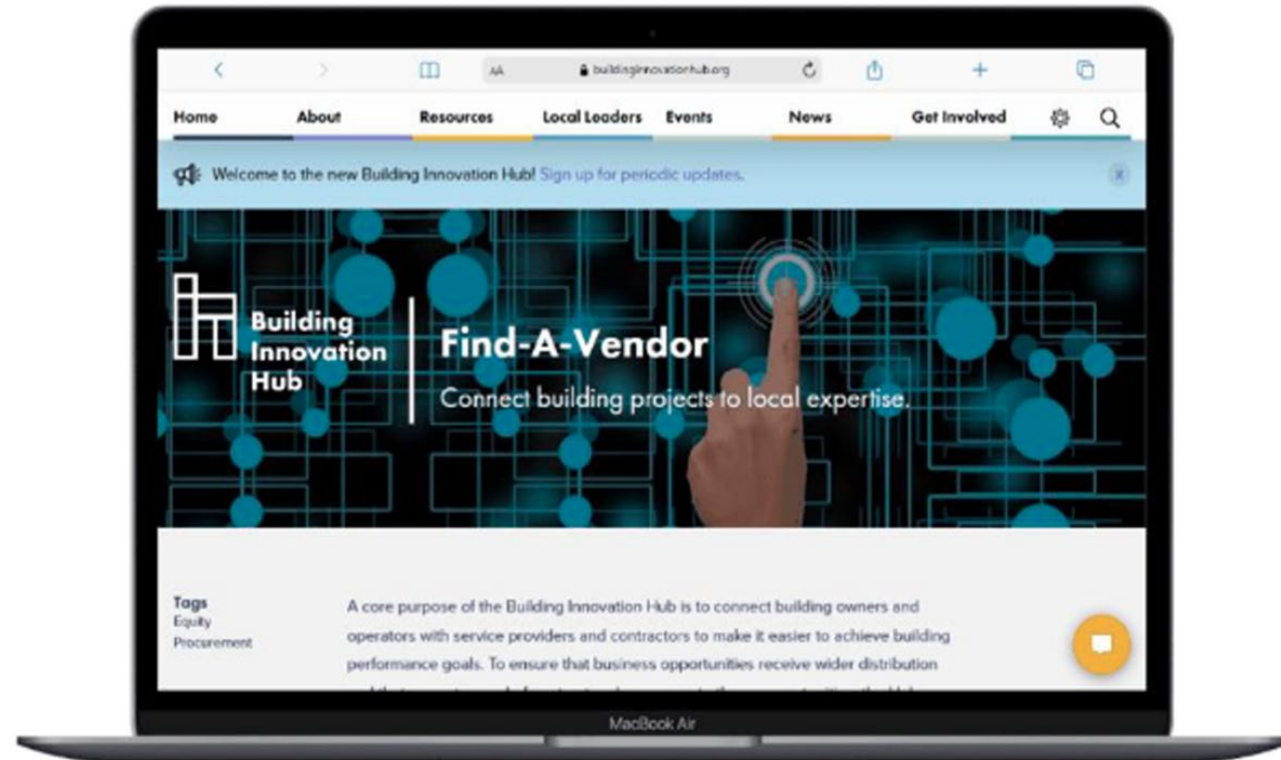


How to find a verifier

Connect directly with service providers.

Building Innovation Hub [Vendor Matchmaking Portal](#)

- Directory of vendors
- Matching service via
Owner submission form to
connect directly with
vendors



Upcoming Exemptions and Settlement

As the end of BEPS Cycle 1 approaches: DOEE is considering updated guidance and potential relief options to support buildings in meeting technical requirements

Financial Distress Exemptions

- Potential relief for buildings experiencing documented financial hardship.
- May apply when required improvements cannot be completed due to financial constraints.
- Buildings which meet criteria set by DOEE can apply for a whole-cycle exemption.

Settlement Options

Optional Agreements for Building Improvements

- For buildings facing technical or implementation challenges.
- May provide an alternative path to achieving compliance.

Good Faith Efforts

- Intended for buildings that have made substantial progress but may not have fully met BEPS requirements by the deadline.
- Documentation of completed actions and efforts.

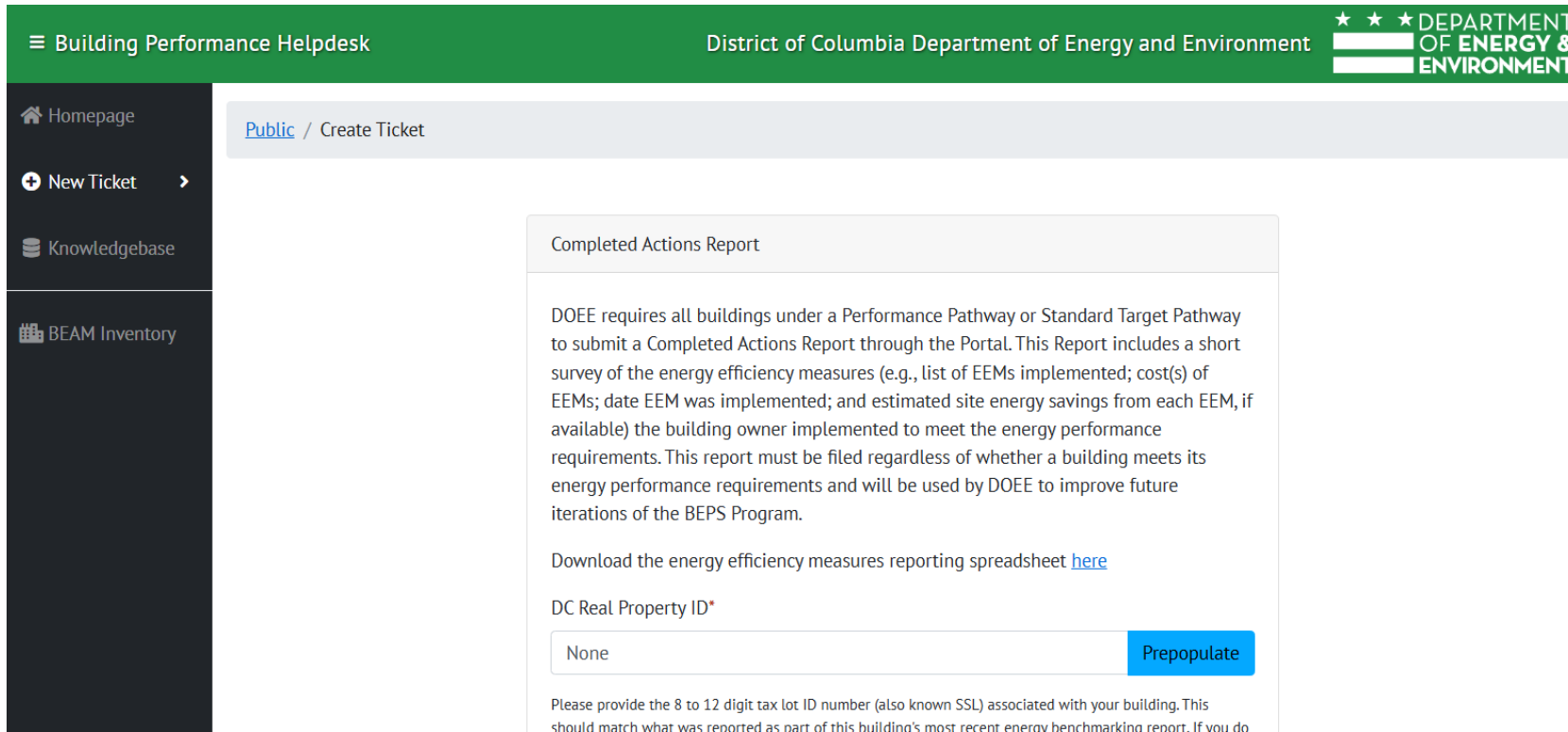
Note: Relief options are under review and not yet released by DOEE. Stay Tuned!



Completed Actions Report

In preparation for compliance.

See DOEE Guidebook's [Performance](#) & [Standard Pathway](#) for requirements. Stay tuned for more!



The screenshot shows the 'Building Performance Helpdesk' interface for the District of Columbia Department of Energy and Environment. The left sidebar contains links to 'Homepage', 'New Ticket', 'Knowledgebase', and 'BEAM Inventory'. The main content area is titled 'Public / Create Ticket' and features a form for submitting a 'Completed Actions Report'. The form includes a text area with instructions on the report's purpose, a link to download a reporting spreadsheet, and a dropdown menu for 'DC Real Property ID*' with a 'Prepopulate' button. A note at the bottom of the form explains the requirement for the 8 to 12 digit tax lot ID number (SSL).

Building Performance Helpdesk

District of Columbia Department of Energy and Environment

Public / Create Ticket

Completed Actions Report

DOEE requires all buildings under a Performance Pathway or Standard Target Pathway to submit a Completed Actions Report through the Portal. This Report includes a short survey of the energy efficiency measures (e.g., list of EEMs implemented; cost(s) of EEMs; date EEM was implemented; and estimated site energy savings from each EEM, if available) the building owner implemented to meet the energy performance requirements. This report must be filed regardless of whether a building meets its energy performance requirements and will be used by DOEE to improve future iterations of the BEPS Program.

Download the energy efficiency measures reporting spreadsheet [here](#)

DC Real Property ID*

None

Please provide the 8 to 12 digit tax lot ID number (also known SSL) associated with your building. This should match what was reported as part of this building's most recent energy benchmarking report. If you do

Completed Actions Report Ticket : <https://dc.beam-portal.org/helpdesk/tickets/submit/16/>



What are the non-compliance risks?

Estimated risks and enforcement details.

❑ **Alternative Compliance Payments.** For failure to meet the energy performance requirements of the building's approved Pathway. Max. payment for a building is **\$10 per GSF** or **\$7.5M**.

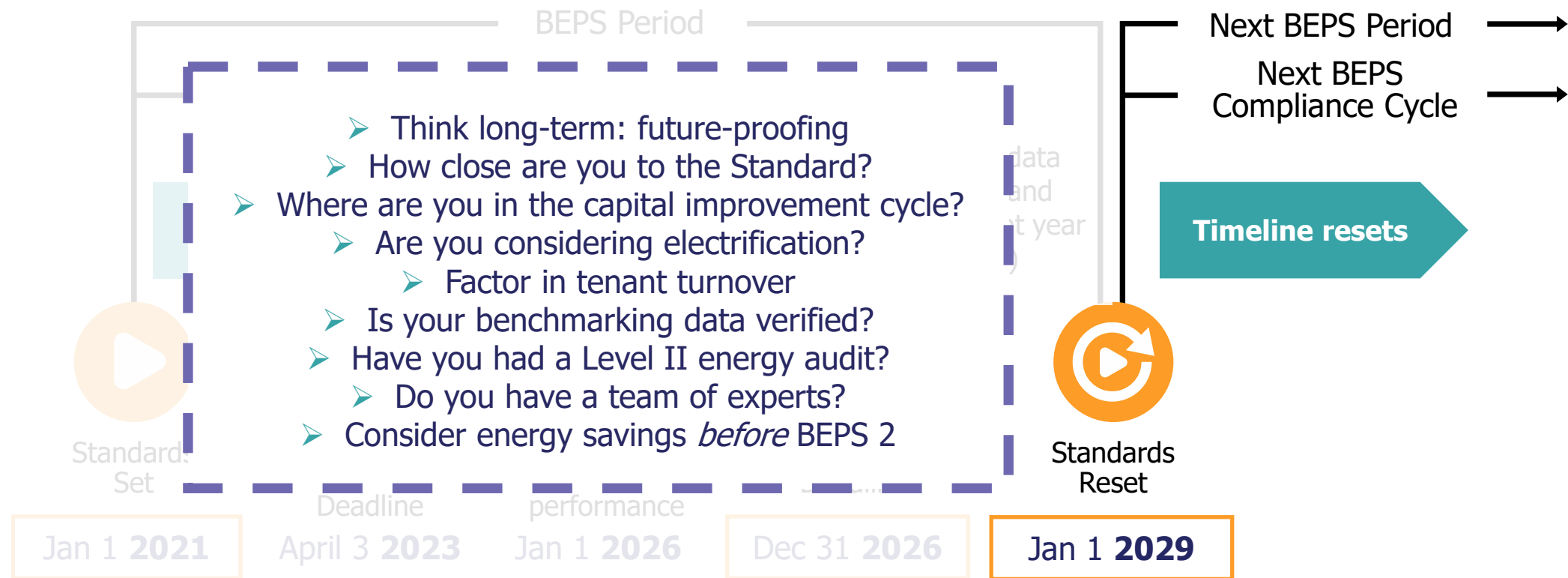
❑ **DOEE Guidebook Appendix: how to calculate your payment on the Standard Pathway**

❑ **Read DOEE Guidebook for Enforcement details**



So your Building Meets BEPS Cycle 1?

Congratulations! Here's what you need to do now.



Meet the Standard? No action required under BEPS 1. Plan for BEPS 2 NOW.

Do not meet the Standard? Must improve performance.



Thank you

Scan this QR code for
more on the Hub



buildinginnovationhub.org | www.imt.org

info@buildinginnovationhub.org



Take our midway poll!

Leigh Harrold

Senior Account Manager



Leigh Harrold, Senior Account Manager

The DCSEU, Hotels, and Hospitality Facilities

About the DCSEU

The District of Columbia Sustainable Energy Utility (DCSEU) is a community-minded organization committed to making energy efficiency and clean energy more accessible to every person and business in the District. Since 2011, we have helped District residents and business generate more than **\$2.2 billion in lifetime energy cost savings**. We provide the industry-leading learning opportunities, expert hands-on assistance, and vital financial support that save our communities both energy and money.



Pathways to Incentives & Technical Assistance



Self- Service

Who: Customers completing a project that have chosen a contractor and equipment with a defined timeline.

Value:

- Defined rebate amounts with **up to \$100k per commercial customer threshold.**
- Defined rebate amounts with **up to \$15k per residential customer threshold.**

How: Prescriptive rebate application or buy directly from Participating Distributor.



Custom Service

Who: Commercial customers considering a project for which the equipment is not listed in prescriptive rebates are subject to a custom analysis to determine the incentive level.

Value: 3rd party review, technical assistance, and incentive value tied to project energy savings.

How: Custom incentive calculation from DCSEU Account Manager and Engineering Consultant.

Business Rebates

When installing or replacing equipment like lighting, refrigeration, and HVAC in Hotels in the District, apply through our Online Rebate Center for rebates up to \$100,000 per location per fiscal year.

Standard Rebates

- Lighting
- Motors
- HVAC
- Refrigeration
- Food Service & Vending
- Electric Lawn Care

Instant Rebates with Distributors

- Lighting

Visit dcseu.com/business-rebates

Custom Incentives

Any measure or operational improvement you are making in your District-based Hotel that provides cost-effective electric savings is potentially eligible to receive technical assistance and rebates from the DCSEU.

Custom measures include but are not limited to:

- LED Lighting & Controls
- HVAC Equipment
- HVAC Controls Strategies and Retro-Commissioning
- Refrigeration Management & Leak Detection
- Rooftop Units
- Chillers

There are three ways to get started:

1. Complete the [Custom Project](#) form on our website.
2. Book time with a time with me! Email me @ Lharrold@dcseu.com
3. Call us at (202) 677-4855.

Visit dcseu.com/start-a-project

Custom Savings Analysis

We're here to help you meet your economic and operational goals. Uncover energy savings, run your buildings more efficiently, and identify efficiency improvements with the greatest returns on investment. Get a custom savings analysis from a DCSEU Engineering Consultant.

Identify Opportunities

- Site walkthroughs
- No-cost technical assistance
- Peer-to-peer information exchange
- New technology seminars

Analyze Project

- Estimate energy savings as it relates to...
- Vendor quotes
 - Operations/ controls adjustments
 - Utility data analysis re: pay-for-performance
 - Impacts on cash flow and ROI

Impacts

- Demonstrate value to decision makers
- Reduced operations and maintenance costs
- Increased comfort and employee performance

For Your Information

Facilities manager or contractor? Take free Train Green courses today.

Get your business and staff ready for new opportunities in the green energy sector with the following **free courses closing before September 15th** at dcseu.com/TrainGreen:

- Communicating Decarbonization to Residents
- Heat Pump Technologies – Application & Design
- Residential Heat Pump Water Heater (HPWH) Installation Training
- The Retrofit Lab: Mid-Construction Building Performance Testing & Air Sealing
- Environmental Social and Governance (ESG), Sustainable Investing, and Buildings
- Decarbonization in Residential Buildings
- LEED AP O+M v5 Exam Preparation Workshop (Hybrid)
- Introduction to Residential Electrification
- Climate Adaptation for Homes: Assessment and Planning for Resilience
- Introduction to Healthy Buildings
- Building Electrification Strategies (Residential & Commercial)
- Introduction to Climate Change and Buildings
- Electrification Retrofit Planning for Existing Buildings
- The Retrofit Lab: Upgrading to High Performance Heat Pumps
- Energy Management Systems Fundamentals
- Grid-Interactive Efficient Buildings (GEB) Fundamentals
- DC BEPS, Green Building Codes and Regulations
- Heat Pump Water Heater (HPWH) Sales & Customer Engagement
- Green Building 101
- Overview of Green Building Rating Systems



**Don't know where
to start?**

**Book time with
Leigh today!**

Visit our [bookings page](#) to
schedule time with Leigh, our
Account Manager for Hotels
and Hospitality Facilities!



SCAN ME





DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY

Thank you

Leigh Harrold
Senior Account Manager



(202) 677-4855



lharrold@dcseu.com



www.dcseu.com

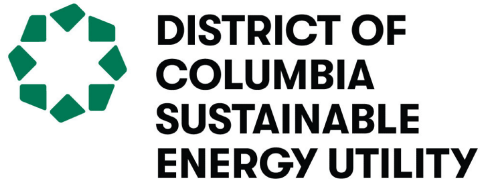




**EMBASSY
SUITES**
by Hilton™

Washington DC Convention Center

Energy Efficiency Without Compromising Hospitality



- 388 Suites, Embassy Suites Washington DC Convention Center
- Sustainability is both an environmental responsibility and a business strategy
- Our goal: Reduce energy consumption while improving the guest experience

What Partnership Looks Like

DCSEU

Technical Expertise
Financial Incentives
Project Identification
Performance Analysis
Industry Best Practices



Embassy Suites

Capital Planning
Engineering
Operations
Ownership Support
Guest Experience



Results

Lower Energy Use
Lower Costs
Improved Building Performance
Guest Comfort
BEPS Progress

Projects We've Delivered Together

***LED Upgrades**

-Resulted in 140 Annual MWH savings

***VFD Pumps**

-Resulted in 84 Annual MWH Savings

Most Recent Project

*Lighting and Rooftop Exhaust fans

-Resulted in 61 Annual MWH Savings

The Results

Financial

- Lower operating costs
- Better return on capital investments

Environmental

- Lower energy consumption
- Water savings
- Progress toward BEPS compliance

Operational

- Better data
- Smarter decision-making
- Improved preventive maintenance

Partnership

- Stronger engineering knowledge
- Better project planning
- Long-term sustainability strategy

Lessons Learned

What we have learned

Partnership Matters

- The best projects start with collaboration.

Start with Data

- Measure first.

Think Long-Term

- Small improvements become significant over time.

Engage Your Team

- Technology doesn't save energy, people do.

Never Stop Improving

- Energy management is a continuous journey.

Advice to Other Operators

Treat DCSEU as a strategic partner, not just an incentive program.

Prioritize projects that improve both operational performance and occupant comfort.

Build momentum—one successful project creates confidence for the next.

Take our closing poll!

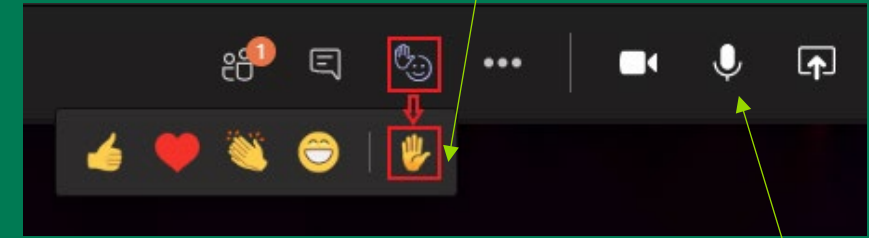
We're ready for your questions!

Q&A

Asking questions

- To submit a question, please use the chat/Q&A to write out your question or use the 'raise hand' feature (see photo). Once your hand is raised the moderator will call on you to come off mute to give an auditory response
- Please try to use the Q/A for all your questions
- All slides along with the recording will be posted to the DCSEU website

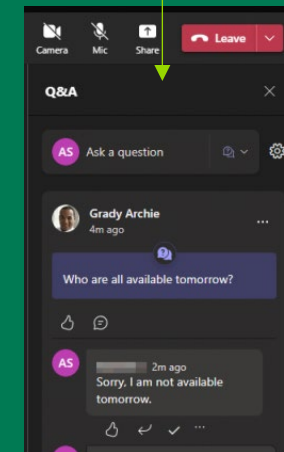
Raising Your Hand



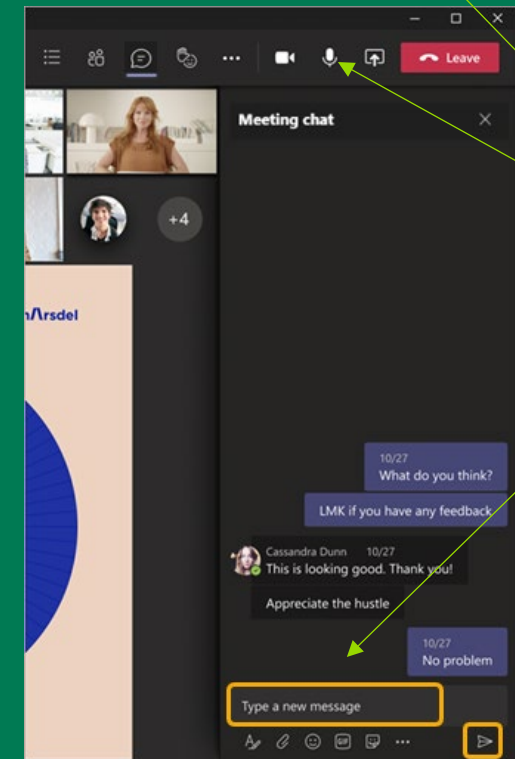
Using Chat



Using Q&A



Mute Button



Using Chat