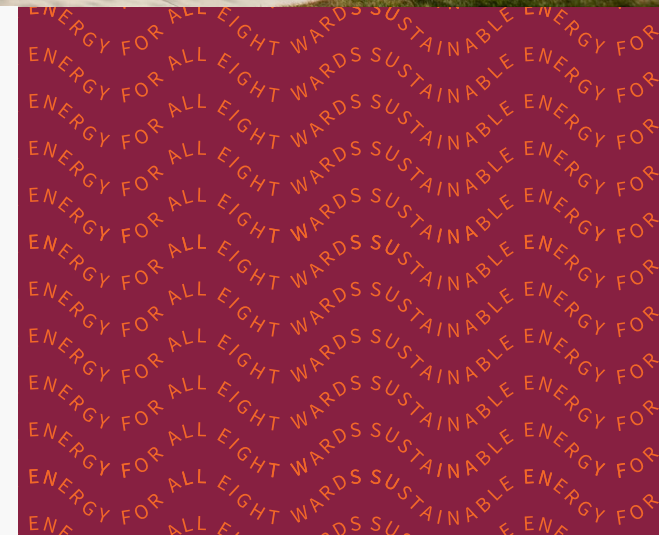


*As you join, please remain on mute and consider taking our welcome poll.*

# 2025 University & Commercial Building Roundtable



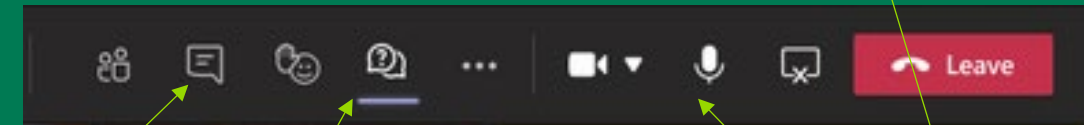
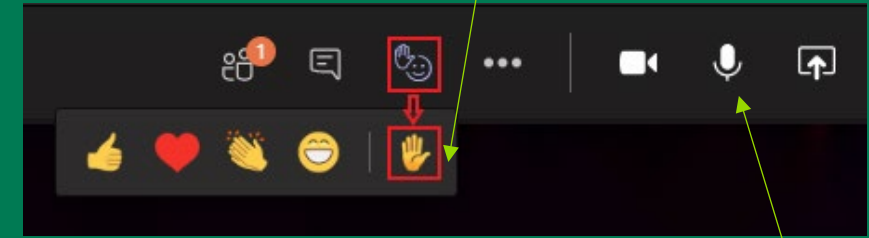
Thanks for joining us

**Take our welcome poll**

# Session Expectations

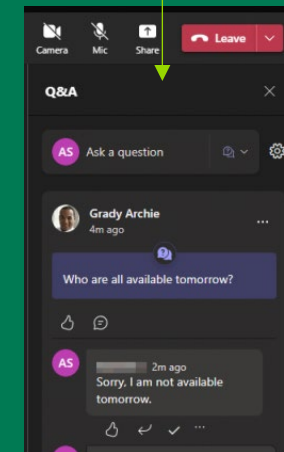
- Please note that there will be polls throughout today's session. All responses unless otherwise noted are anonymous.
- There will be one Q&A section where discussion is open for 15 mins.
- Please let us know in the chat section if you are having technical difficulties or difficulty hearing the presentation.
- 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.
- We will pause recording during the Q&A sections.
- 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.

## Raising Your Hand



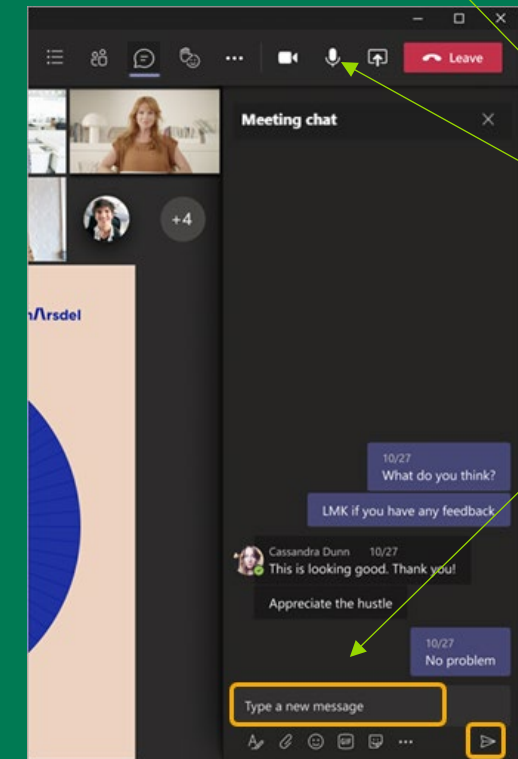
## Using Chat

## Using Q&A



## Mute Button

## Using Chat



# Ben Burdick

Managing Director, DCSEU



# Patti Boyd

Director, Technology and Innovation



# Agenda

## **Welcome & Introduction**

- Ben Burdick, Interim Managing Director, DCSEU
- Session Overview
  - Patti Boyd, Director of Technology and Innovation

## **Building Innovation Hub**

- Yolanda Bonner, Associate Director of Building Performance

## **Customer Spotlight: The George Washington University & BEPS**

- Josh Lasky, Interim Assistant Vice President for University of Resilience at The George Washington University

## **The DCSEU, Universities, and Commercial Buildings**

- Yvonne Coles, Manager, Account Management

## **Q&A**

# Yolanda Bonner

Associate Director of Building Performance





**Building  
Innovation  
Hub**



**IMT  
INSTITUTE  
FOR MARKET  
TRANSFORMATION**

# **2025 University & Commercial Building Roundtable**

**September 16, 2025**

# Our Team



**Theresa Backus**  
Director,  
*Building Innovation Hub*



**Mary Thomas**  
**Associate** Director,  
*Building Innovation Hub*



**Yolanda Bonner**  
Associate Director of  
Building Performance,  
*Building Innovation Hub*



# About Us

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 the Institute for Market Transformation**





# Brief BEPS Overview

Snapshot of what you should already know.

# What is Building Performance Standard (BEPS)?

The basic concept.

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

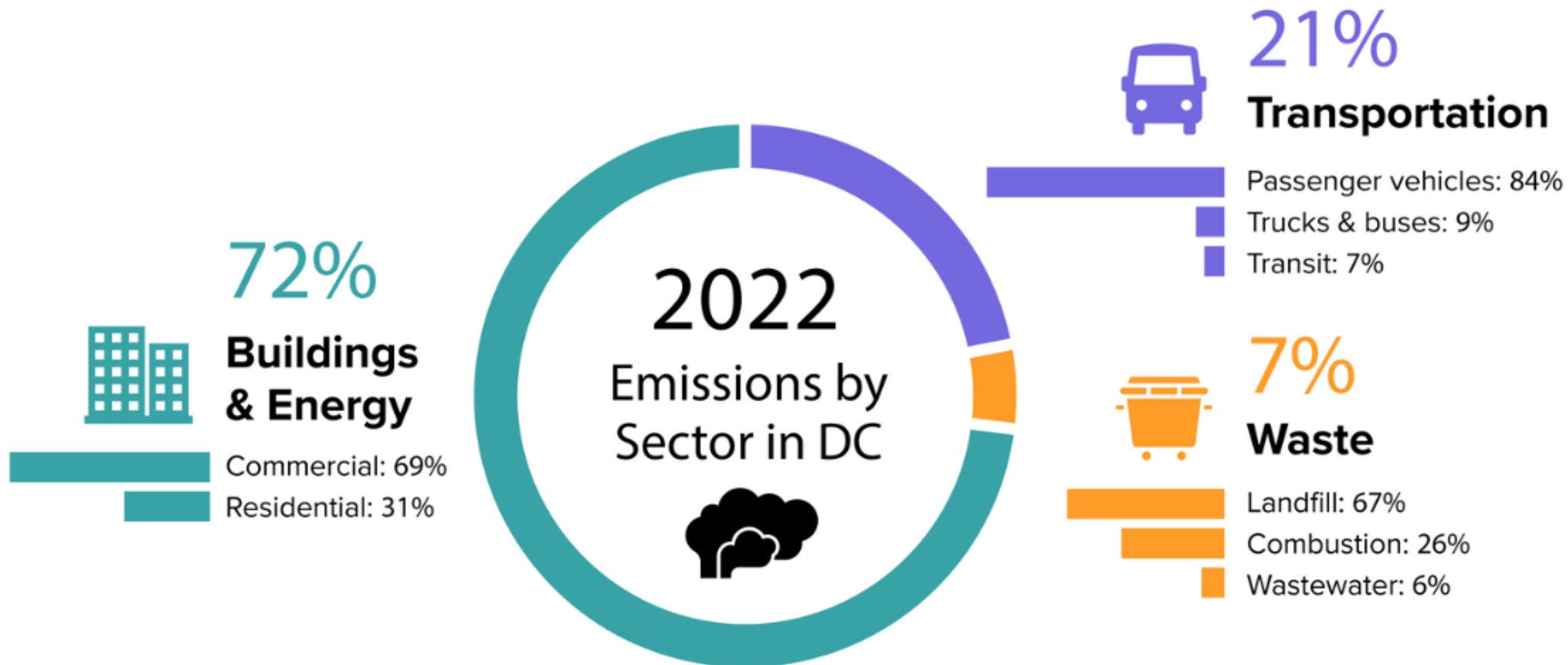
These standards are based on and measured against a building's demonstrated energy performance, as shown in their benchmarking data.

Metric is ENERGY STAR Score for eligible buildings; Source EUI otherwise



# Linking to DC's goals

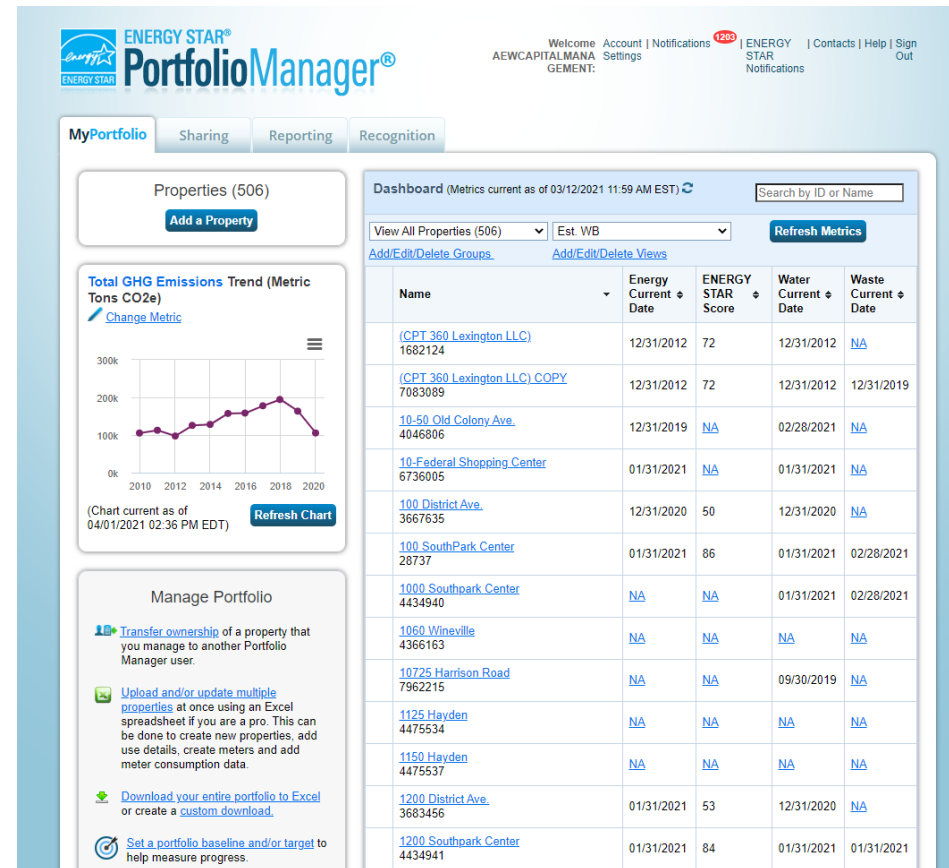
Tying to the District's climate goals.



# Benchmarking

## BEPS and Benchmarking Your Building(s)

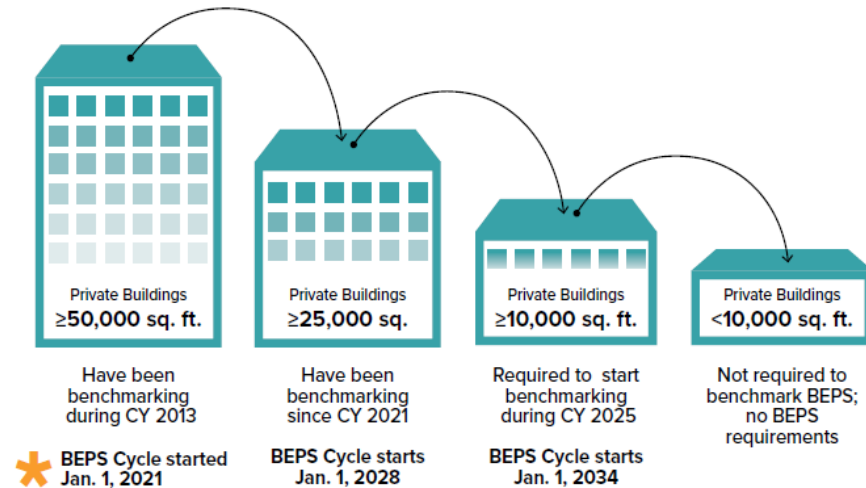
- Buildings are subject to benchmarking based on their floor area.
- If you are required to benchmark your building, you must track your energy and water use annually using ENERGY STAR® Portfolio Manager and report it to the Department of Energy and Environment (DOEE) by May 1 of each year.



# Building Size Requirements

## Learn About BEPS & Your Building(s)

- The first BEPS cycle applies to buildings over 50,000 square feet.
- Cycle 2 will expand to also apply to buildings 25,000 sq. ft. and greater.
- Cycle 3 will expand to include buildings 10,000 sq. ft. and greater.

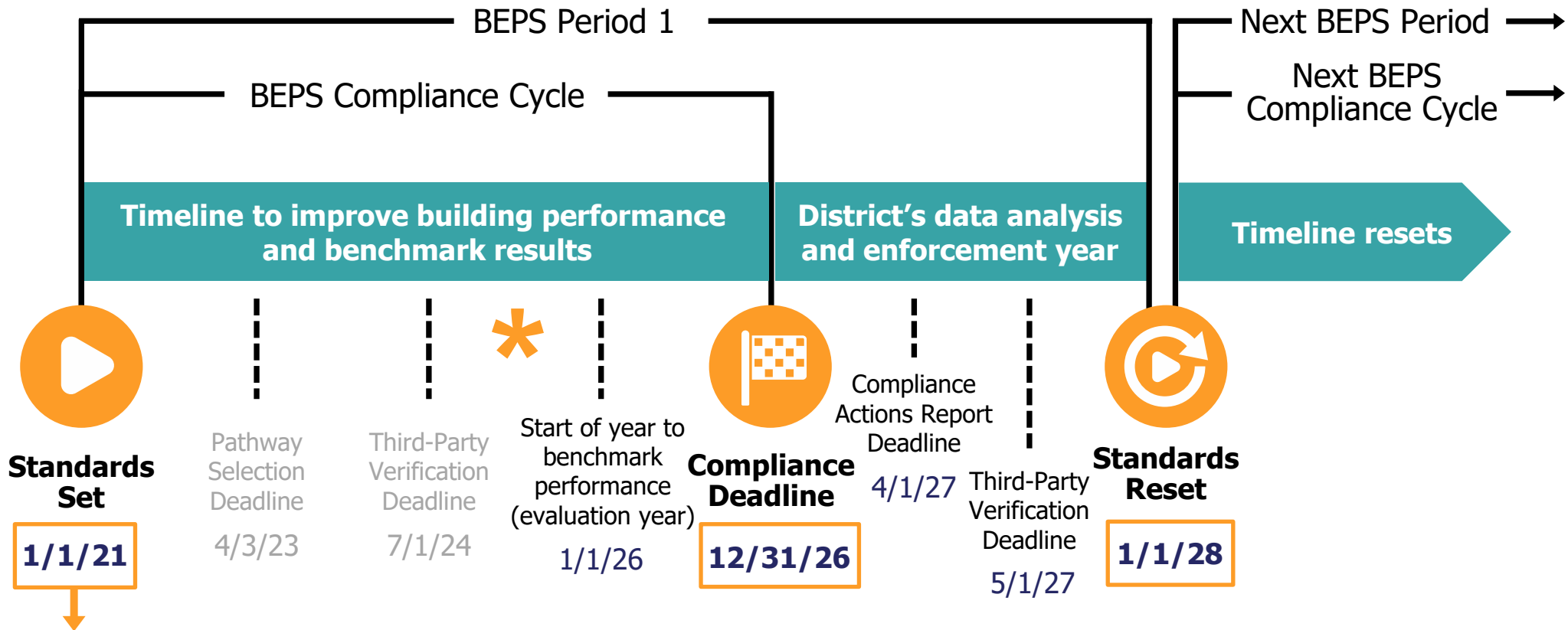


- Buildings that met the standard during the baseline year do not need to take any immediate action, but if they don't meet the next standard, they will want to prepare for that next deadline.
- For any buildings that do not meet the energy performance standards for their size and type, DOEE will provide a set amount of time to comply with the requirements. This is called a "compliance cycle."



# Timeline

## Snapshot Review of BEPS Cycle 1



**Meet the Standard?** No action required under BEPS 1. Plan for BEPS 2 NOW.  
**Do not meet the Standard?** Must improve performance in the Compliance Cycle.

\* Where we are  
NOW in the timeline.





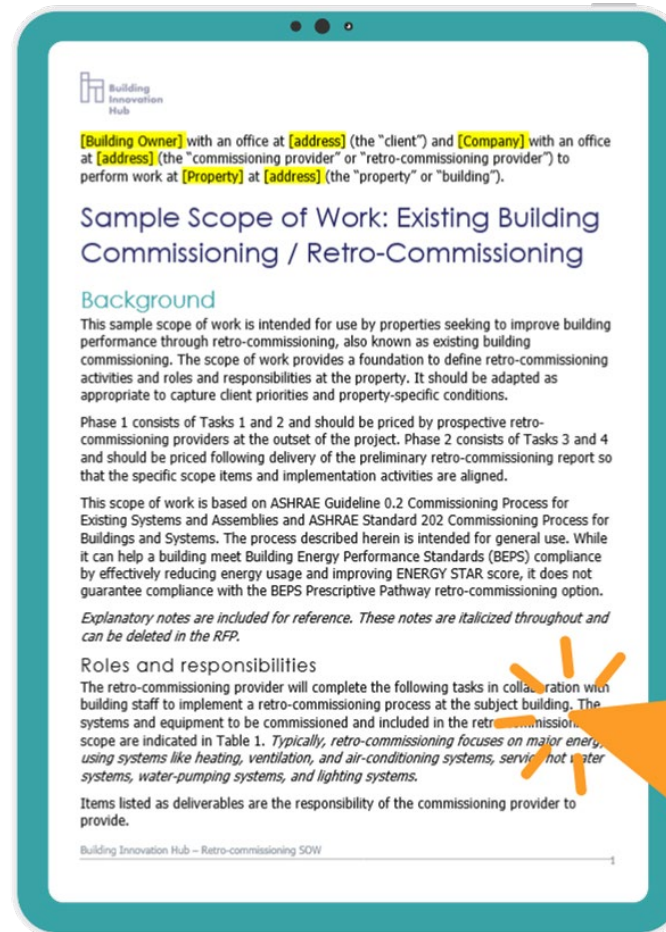
# Let's Talk About Resources

What are they & where you can find them

# Retro Commissioning & SOW

Hub created

- an [RCx scope of work](#) with associated templates
- a [companion blog](#) post to understand how it works, best practices, and how it might apply to your building.



# Energy Audit

## Consider an energy audit

- **Get an [Energy Audit](#):** It will help you get a full understanding of how your building uses energy or what type of energy efficiency measures are needed to meet the BEPS.
- **What kind should I get?:** ASHRAE Level II Energy Audit
- **SOW-**The Hub created a sample [Energy Audit scope of work](#) to help with hiring a vendors. The scope can be downloaded and edited to fit your needs.



# Find-A-Vendor Portal

Submit your RFP or RFQ to the Hub's vendor notification system using the [Owner Submission Form](#). Once submitted, the Hub distributes it to the vendors via an email distribution list. Hub vendors will contact the owner representative directly for proposals and general coordination.

This portal ensures that business opportunities reach a wide variety of contractors, including **small-, minority-owned, women-owned, and disadvantaged businesses** in DC, specializing in energy efficiency and building performance.

**No RFP?** Building owners and managers can also easily find specific service providers using the new [Vendor Library](#), making it easier to connect with the right experts for their needs.



# Additional Resource

- [Overview of BEPS including FAQs](#)
- Up-to-date plain-speak articles on [BEPS Standards and Rules](#) and the [BEPS Compliance Guidebook](#), including pathway requirements, exemptions, delays, and penalties
- Downloadable one-pager overviews of [BEPS](#) and how [BEPS Meets Code](#)
- An overview of [technical amendments to the BEPS](#) passed by DC Council in December 2024 and pending final legislation

**Building Innovation Hub**

buildinginnovationhub.org  
Note: updated February 2025 to reflect pending legislative changes due to the BEPS Amendment Act of 2024.

## Building Energy Performance Standards

Understand the basics.

**What are the Building Energy Performance Standards (BEPS)?**  
BEPS are regulatory tools that the District is using to help meet its green building and climate goals. BEPS set minimum thresholds for energy performance for existing buildings of various types. These thresholds, or standards, are based on and measured against a building's demonstrated energy performance, as shown in its benchmarking data.

**What are the standards?**  
The standards are performance targets based on ENERGY STAR scores for buildings that received a score, and Source EUI for buildings that did not receive an ENERGY STAR score.

Property Type	ENERGY STAR Score	Source EUI
Hotel	54	123.9
Multifamily Housing	66	110.7
Office	71	153.7
K-12 School	36	139

**Why does this regulation exist?**  
Since buildings account for over 70% of the District's GHG emissions, reducing the amount of energy used in buildings is paramount in order to achieve the District's climate commitments. This is one way we can all say, with what will eventually be data as concrete evidence, how our individual actions made a difference.

**What buildings are subject to BEPS?**  
If your building is  $\geq 50,000$  sq. ft. you are currently subject to the first BEPS period. As the benchmarking requirements ratchet down in square footage over time, additional buildings will be subject to the BEPS requirements in following periods until all buildings 10,000 sq. ft. and over are following the performance standards.

**How do you know if your building meets the standard?**  
For buildings that can receive an ENERGY STAR score, a building will not meet the standards if, based on its 2019 energy benchmarking data, its score is less than the ENERGY STAR score standard set for their property type.

**What do I do if my building doesn't meet the standard?**  
An owner of a building that does not meet the BEPS must implement one of the following pathways during the Compliance Cycle. Definitions and details can be found on DOE's website.

Performance Path	Standard Target Path
Prescriptive Path	Alternative Compliance Path

**What are the next BEPS deadlines I need to worry about?**  
January 1, 2026. Start of evaluation year. Complete performance improvements in time to allow for a full year of benchmarking data during the evaluation year to demonstrate compliance with BEPS.  
December 31, 2026. End of Compliance Cycle 1.  
April 1, 2027. Submit Completed Actions Report to DOE. Report to include a short survey of energy efficiency measures implemented to meet the energy performance requirements.  
May 1, 2027. Submit benchmarking report to DOE of 2026 data that is third-party verified.

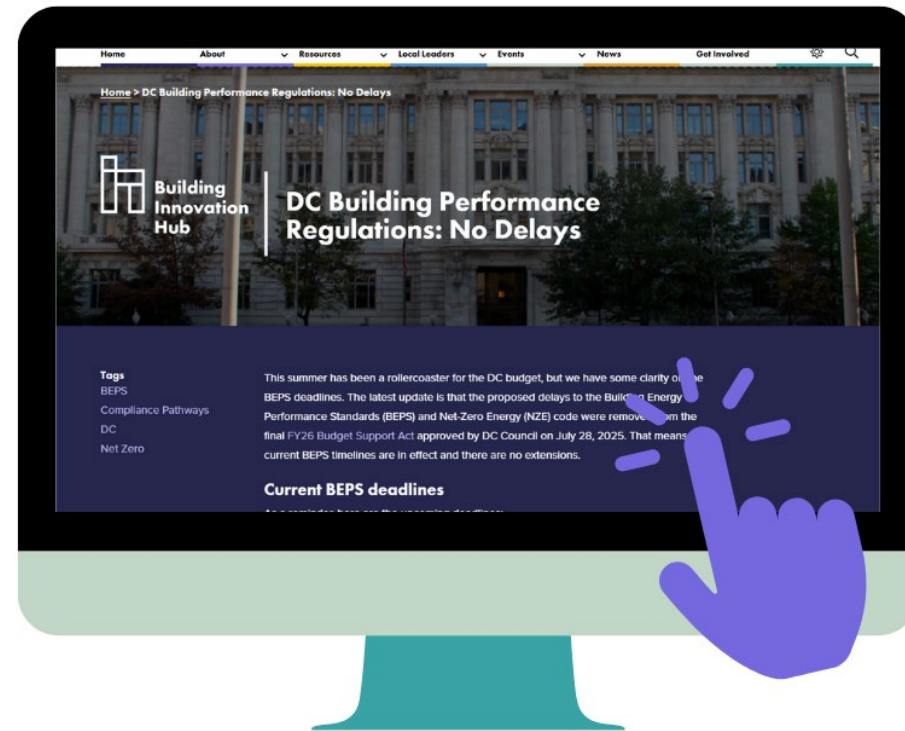
Learn more: <https://bit.ly/BEPSrules>



# Additional Resource

## DC Building Performance Regulation

The latest update is that the proposed delays to the Building Energy Performance Standards (BEPS) and Net-Zero Energy (NZE) code were removed from the final [FY26 Budget Support Act](#) approved by DC Council on July 28, 2025. That means the current BEPS timelines are in effect and there are no extensions.



# Thank You!

## Let's keep in touch

Contact information for further assistance:

- [www.buildinginnovationhub.org](http://www.buildinginnovationhub.org)
- [www.linkedin.com/company/building-innovation-hub](http://www.linkedin.com/company/building-innovation-hub)
- [info@buildinginnovationhub.org](mailto:info@buildinginnovationhub.org)
- Sign up for the Hub newsletter through the QR code



# Josh Lasky

Interim Assistant Vice  
President for University of  
Resilience at The George  
Washington University



THE GEORGE  
WASHINGTON  
UNIVERSITY  
WASHINGTON, DC

Josh Lasky currently serves as Interim Assistant Vice President for University of Resilience at The George Washington University, where he leads Environmental Health and Safety, the Office of Emergency Management, and the Office of Sustainability. He owns GW's ambitious commitments to achieve carbon neutrality by 2030 and eliminate single-use plastics, and recently led GW to a Platinum rating in the Sustainability Tracking, Assessment, and Rating System (STARS), becoming the ninth U.S. university to hold that designation. Josh managed GW's first-ever building decarbonization study, facilitated the execution of a 15-year renewable energy power purchase agreement, and launched a comprehensive composting program that diverts more than 500,000 pounds of organic waste annually.





# Building Energy Performance Standards

September 2025

# Portfolio Overview

## ■ Annual Utility Spend: ~\$28M

- Electricity: ~\$18M
- Water: ~\$5M
- Gas: ~\$5M

## ■ Facilities Portfolio

- 136 buildings across 3 campuses (8,273,474 SF)
- 4.2 MW cogen plant on Foggy Bottom Campus

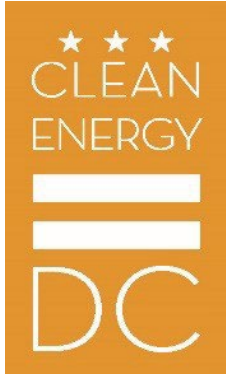
## ■ Challenges

- Number, variety, and age of buildings (average is 88 years)
- Mix of district and standalone systems (including a gas-powered cogeneration plant)
- Limited metering infrastructure (multiple buildings on a single meter, lack of submeters)
- Different and varied procurement regulations (VA versus DC, gas versus electricity)
- Significant deferred maintenance backlog

## ■ Regulatory Requirements and Commitments

- BEPS: DC's regulatory requirement for building energy efficiency
- Climate Neutrality: achieving net zero carbon emissions (emissions reductions plus offsets)

# DC Building Energy Performance Standards (BEPS)



## CLEAN ENERGY DC OMNIBUS AMENDMENT ACT OF 2018



### What is BEPS?

- On January 1, 2021, DOEE established a minimum threshold of energy performance for existing buildings
- Share annual electric, gas, fuel and water usage
- Publicly available data

### Energy Performance Requirements

- Campus needs to meet EUI threshold if non-compliant
- Multiple compliance pathways available
- Three defined cycles with 5-year performance timeline
- Up to \$7.5M fine associated to non-compliance.

# BEPS Compliance Cycles

Compliance Cycle 1: FY21 - FY27  
Private buildings > 50,000 ft<sup>2</sup>  
and DC-owned > 10,000 ft<sup>2</sup>

Compliance Cycle 2: FY27 - FY32  
Private buildings > 25,000 ft<sup>2</sup>  
and DC-owned > 10,000 ft<sup>2</sup>

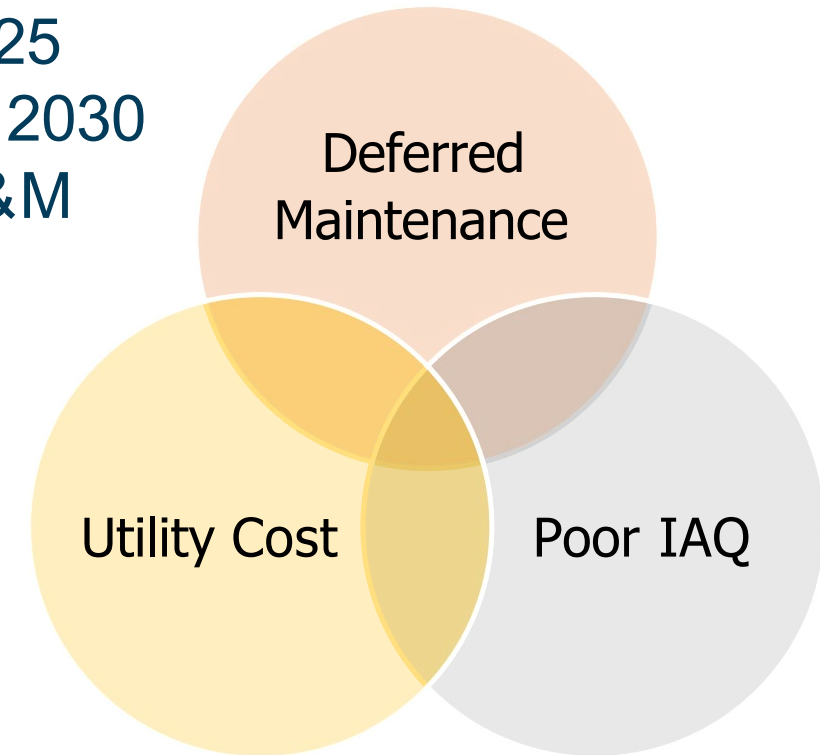
Compliance Cycle 3: FY33 - FY37  
Private buildings and  
DC-owned > 10,000 ft<sup>2</sup>



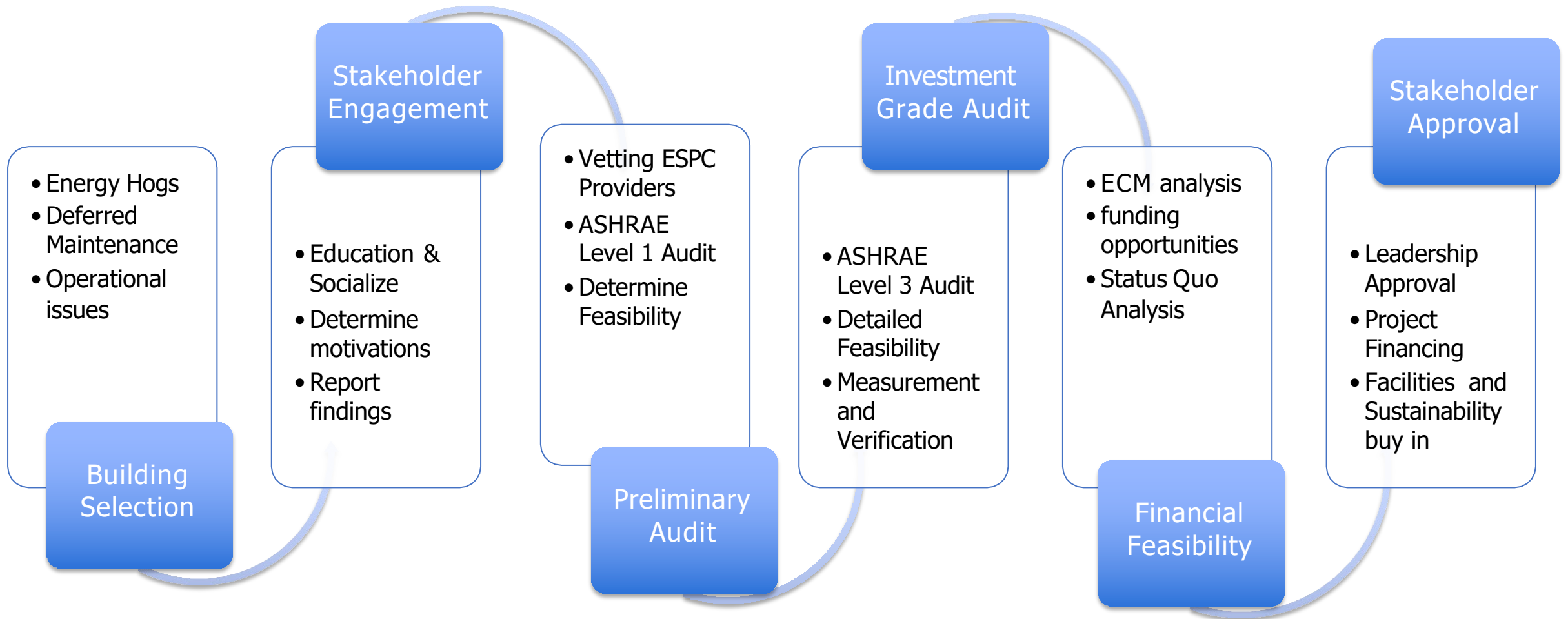
# Investing in Energy Efficiency

## Driving Forces:

- Continuous increase in utility costs (10% annually for the last 3 years)
- Escalating construction costs
- Building Energy Performance Standards (BEPS) - 2025
- BOT commitment to achieving carbon neutrality by 2030
- Opportunity to modernize HVAC while reducing O&M
- Improve indoor air quality (IAQ)
- Enhance the student experience
- Funding opportunity

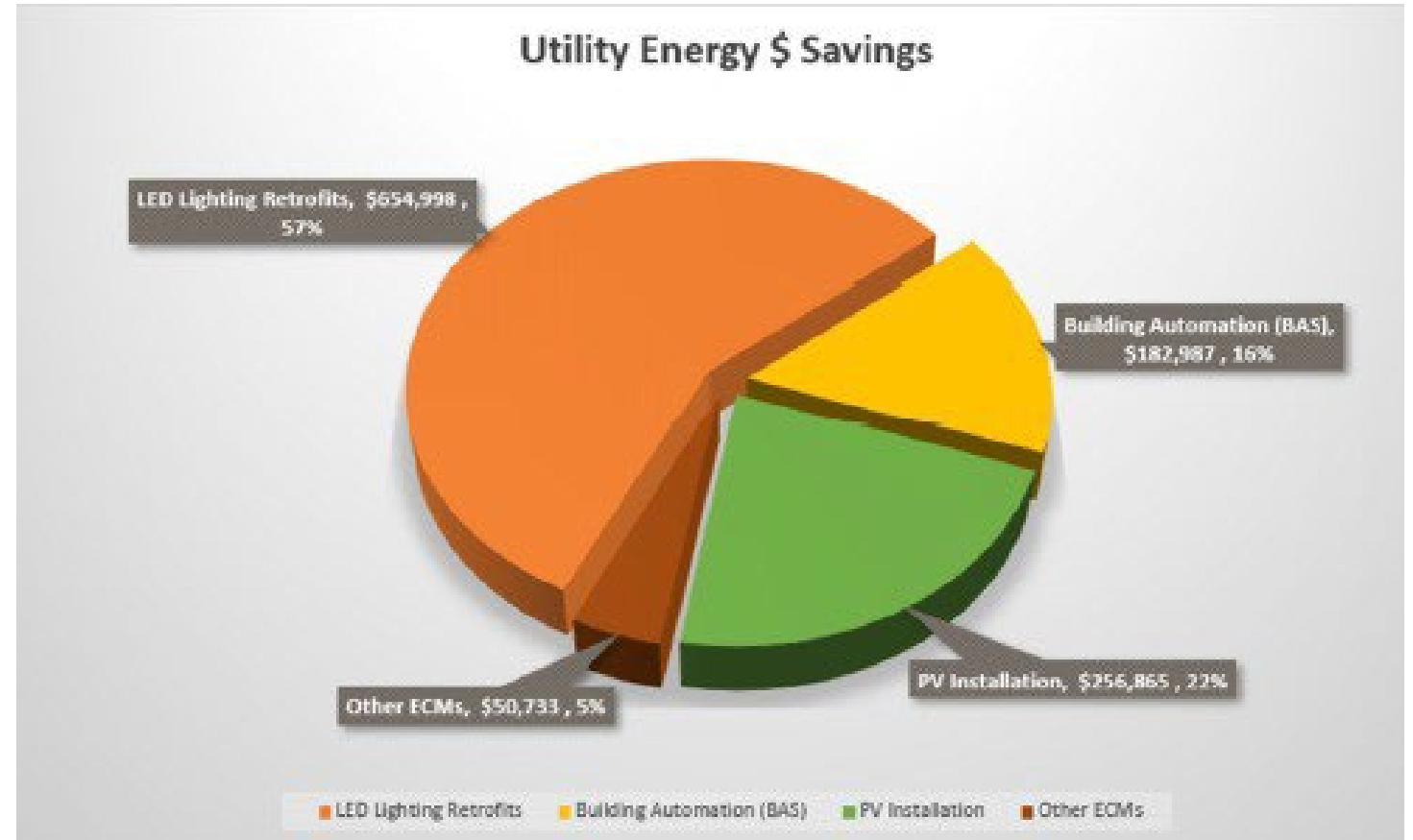


# ESPC Development Process



# Project Overview

10 Year - Financial Support	
Grants/Rebates	\$3,837,420
SREC Revenue	\$2,746,544
Utility Rebates	\$616,000
10 Year - Avoided Cost	
Utility Savings	\$16,847,382
BEPS Penalty Avoided	\$4,375,000
US Tons CO2 Avoided	947,070
Net Project Benefit	
Return of Investment	7.8 Years



# Project Scope

## ■ Lighting

- 37 buildings (5,150,723 SF)
- ~45,000 Lighting fixtures

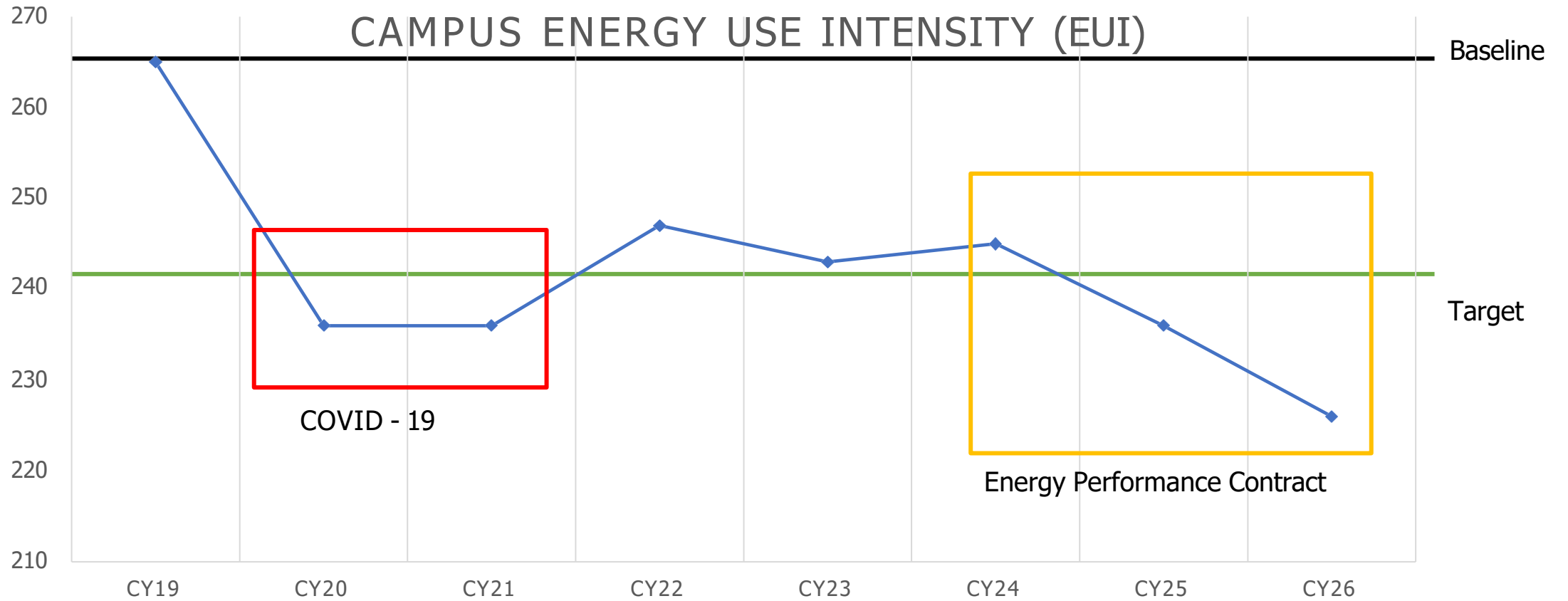
## ■ Solar Photovoltaic

- 12 rooftops and ground mount at VSTC (Ashburn)

## ■ Additional Measures

- HVAC/BMS
- Envelope and insulation
- High-efficiency transformers
- Steam traps

# Projected Progress



# Key Takeaways

- **Align multiple goals to establish a clear vision**
  - Mission fulfilment, cost reduction, regulatory requirements, voluntary commitments
- **Invest time in choosing the right partner early**
  - Distribute risk exposure if possible (via EPC, for example)
- **Build a rigorous business case (financial and non-financial)**
  - Funding and rebate opportunities
  - Escalation and inflation
  - BEPS penalty avoidance
  - Cost of delays/inaction
  - Social cost of carbon?
  - SREC monetization
- **Develop a strong stakeholder engagement strategy to generate buy-in**
  - Early (and regular) information and feedback gathering

**Josh Lasky**

Interim Assistant Vice President, University Resilience

The George Washington University

[jlasky@email.gwu.edu](mailto:jlasky@email.gwu.edu)

**Sustainable GW** 

[@sustainablegw](https://twitter.com/sustainablegw) | [sustainability.gwu.edu](https://sustainability.gwu.edu)

**Yvonne Coles**

# **The DCSEU, Universities, and Commercial Buildings**

## 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 \$1.4 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.



# Customer Engagement with Universities

The DCSEU works with university campuses and commercial buildings in several ways:

- Account Managers hold monthly meetings with partners to be proactive and identify project opportunities and potential incentive options.
- Develop savings estimates and, thus, economic benefits based on conservative analysis methodology for implementing more efficient equipment.
- Support colleges and universities with satellite locations in Washington, DC.
- Accept District-based students in the Workforce Development and Summer Internship programs.
- Maintain partnerships, like the Building Innovation Hub, to create resources for BEPS support.
- In FY 2024, we completed the 50001 Ready Cohort for Universities, a structured training program focused on implementing energy management processes, in partnership with VEIC. Participants received program materials and tools developed and supported by the US Department of Energy.

# 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 businesses, multifamily residences, or other commercial buildings in the District, submit an application 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
- HVAC

Visit [dcseu.com/business-rebates](https://dcseu.com/business-rebates)

## Custom Incentives

Any measure or operational improvement you are making in your District-based building that provides cost-effective energy savings is potentially eligible to receive technical assistance and incentives 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
- Solar Incentives (with Energy Efficiency Measures)

There are three ways to get started:

1. Complete the [Custom Project](#) form on our website.
2. Book time with an [Account Manager](#) based on your building type.
3. Call us at (202) 479-2222.

Visit [dcseu.com/start-a-project](https://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

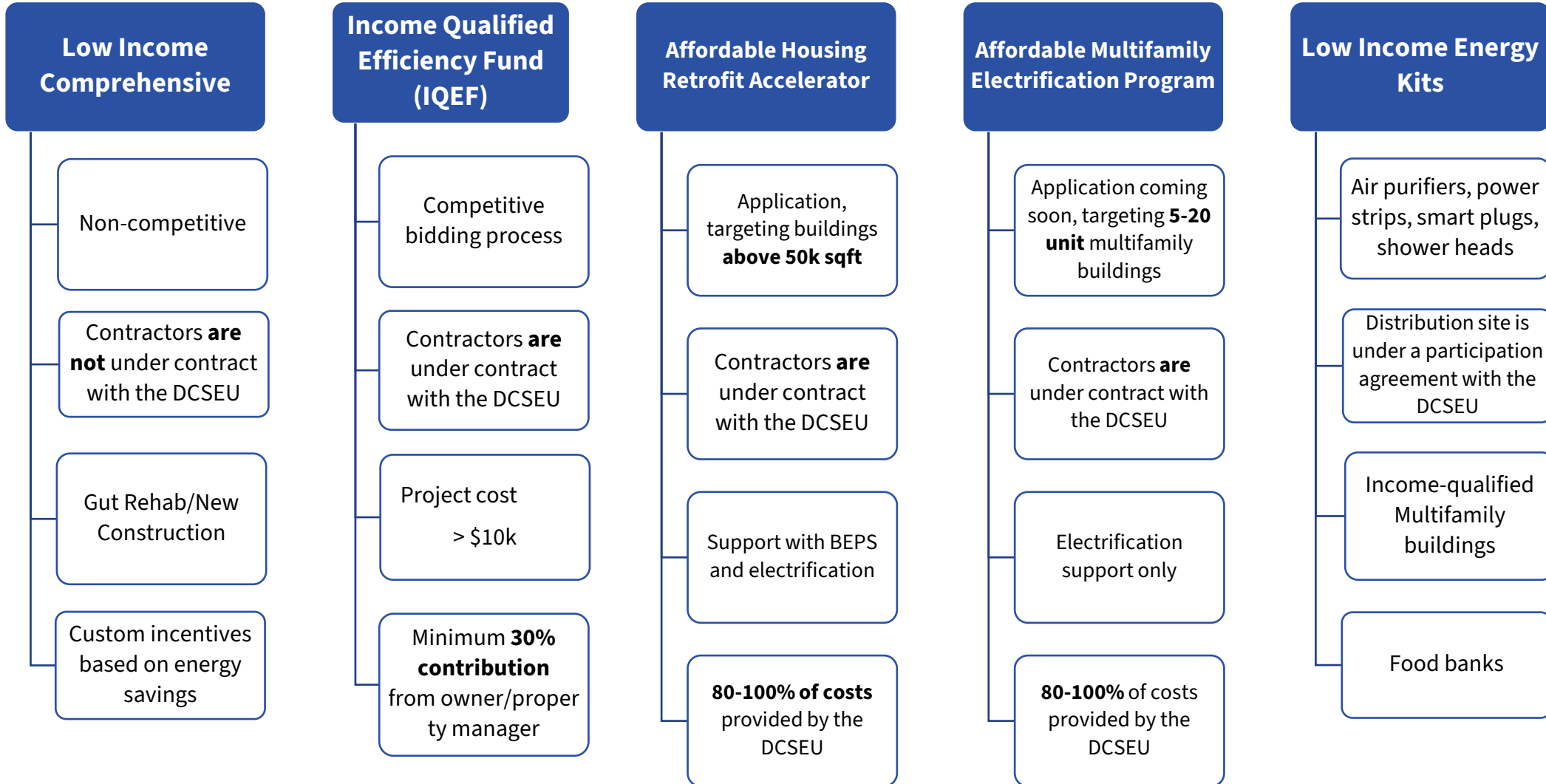
- Estimate energy savings as it relates to...
- Vendor quotes
  - Operations/ controls adjustments
  - Utility data analysis re: pay-for-performance
  - Impacts on cash flow and ROI

## Impacts

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

**For Your Information**

# DCSEU Affordable Housing Offerings Overview



# 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 available courses **closing before September 30<sup>th</sup>** at [dcseu.com/TrainGreen](https://dcseu.com/TrainGreen):

- BPI Air-Conditioning & Heat Pump (ACHP) Certification Training & Proctored Testing
- Heat Pump Design and Application
- NABCEP PV System Inspector Training & Certification
- GPRO Fundamentals of Building Green
- Energy Management Systems
- The Retrofit Lab: Upgrading to High Performance Heat Pumps – Demonstration Project
- Multifamily Air Sealing Strategies to Pass Unit Infiltration Testing Requirements
- Top 10 Multifamily Design Mistakes
- Passive House & Net Zero Building Concepts, Techniques, and Benefits
- Cx in Practice: A How-To for Code Compliance and Quality Assurance in DC
- Electrifying Homes: Heat Pump Design & Installation Best Practices
- Electrifying Homes: Water Heating with Heat Pumps
- Building Science Principles (BSP) Certificate Training
- Increasing Residential HPWH Sales Best Practices for Residential HPWH Installation





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

**Book time with  
Yvonne today!**

Visit our [bookings page](#) to  
schedule time with Yvonne,  
our Account Manager for  
Universities, Hospitals, and  
Affordable Housing!



**SCAN ME**

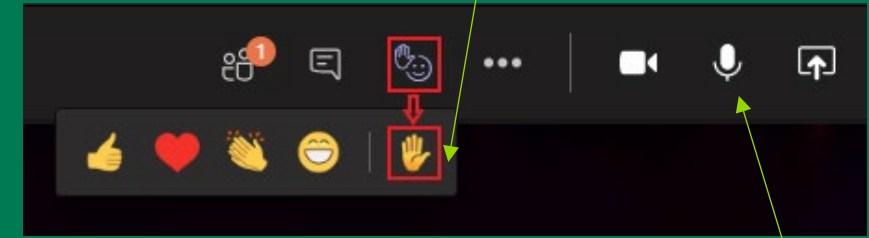


**Thank you and take our closing  
poll before you leave!**

## Asking questions

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- 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

