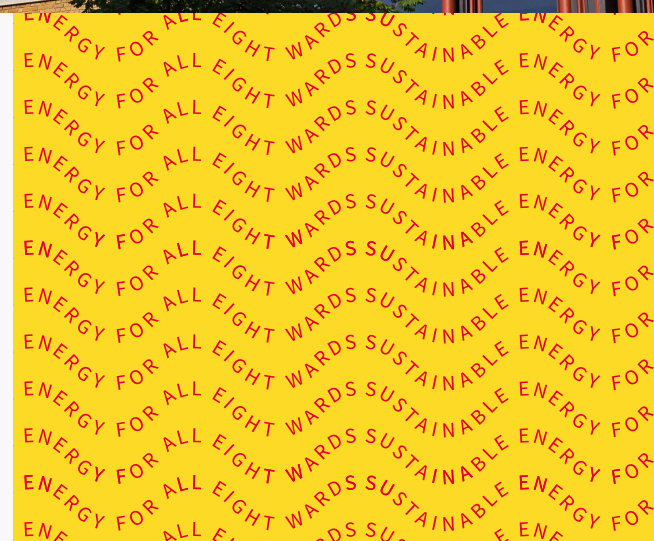


As you join, please remain on mute and consider taking our welcome poll.

FY 2025 Commercial & Multifamily Building Roundtable



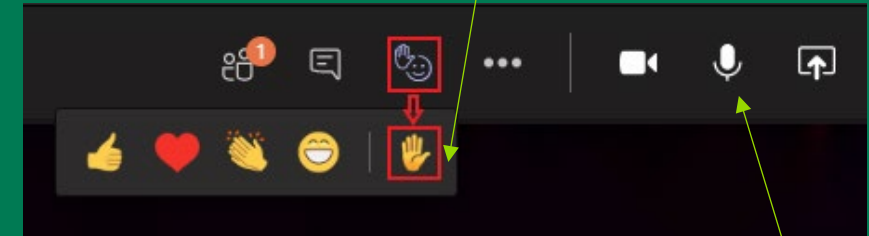
**DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY**



Session Expectations

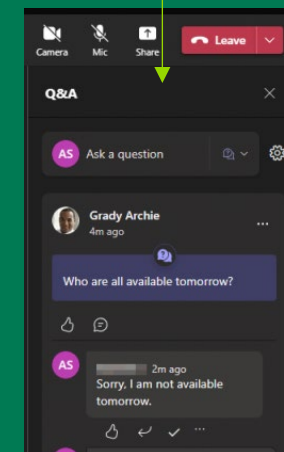
- Please note that there will be polls throughout today's session. All responses unless otherwise noted are anonymous.
- There will be one Q&A section where discussion is open for 15 mins.
- Please let us know in the chat section if you are having technical difficulties or difficulty hearing the presentation.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



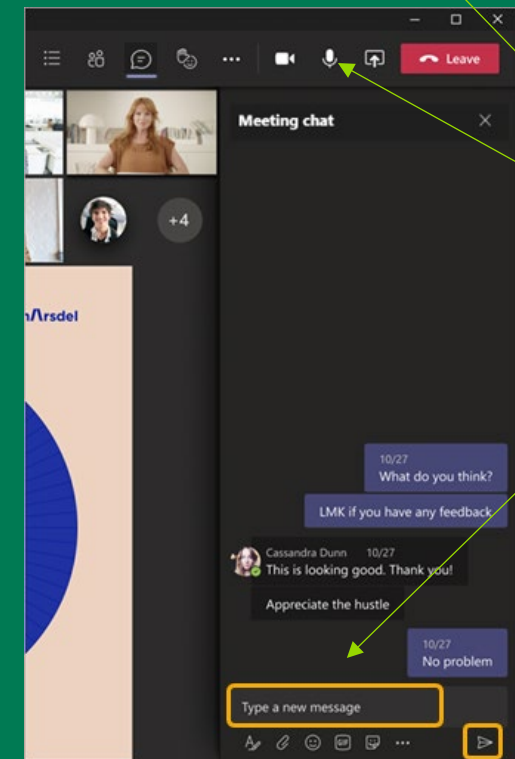
Using Chat

Using Q&A



Mute Button

Using Chat



Roundtable Agenda

Welcome & Introduction

- Katie Bergfeld, Associate Director, Building Performance Division, DOEE
- Ben Burdick, Interim Managing Director, DCSEU

Apartment & Office Building Association of Metropolitan Washington (AOBA)

- Chris Pendley, Director of Sustainability Policy and Strategy

Washington Area Community Investment Fund (WACIF)

- William Mitchell, Lending Business Manager

DC Green Bank

- Gabriela Kluzinski, Investment Manager
- Ronald Hobson, DC PACE Program Director

Building Innovation Hub

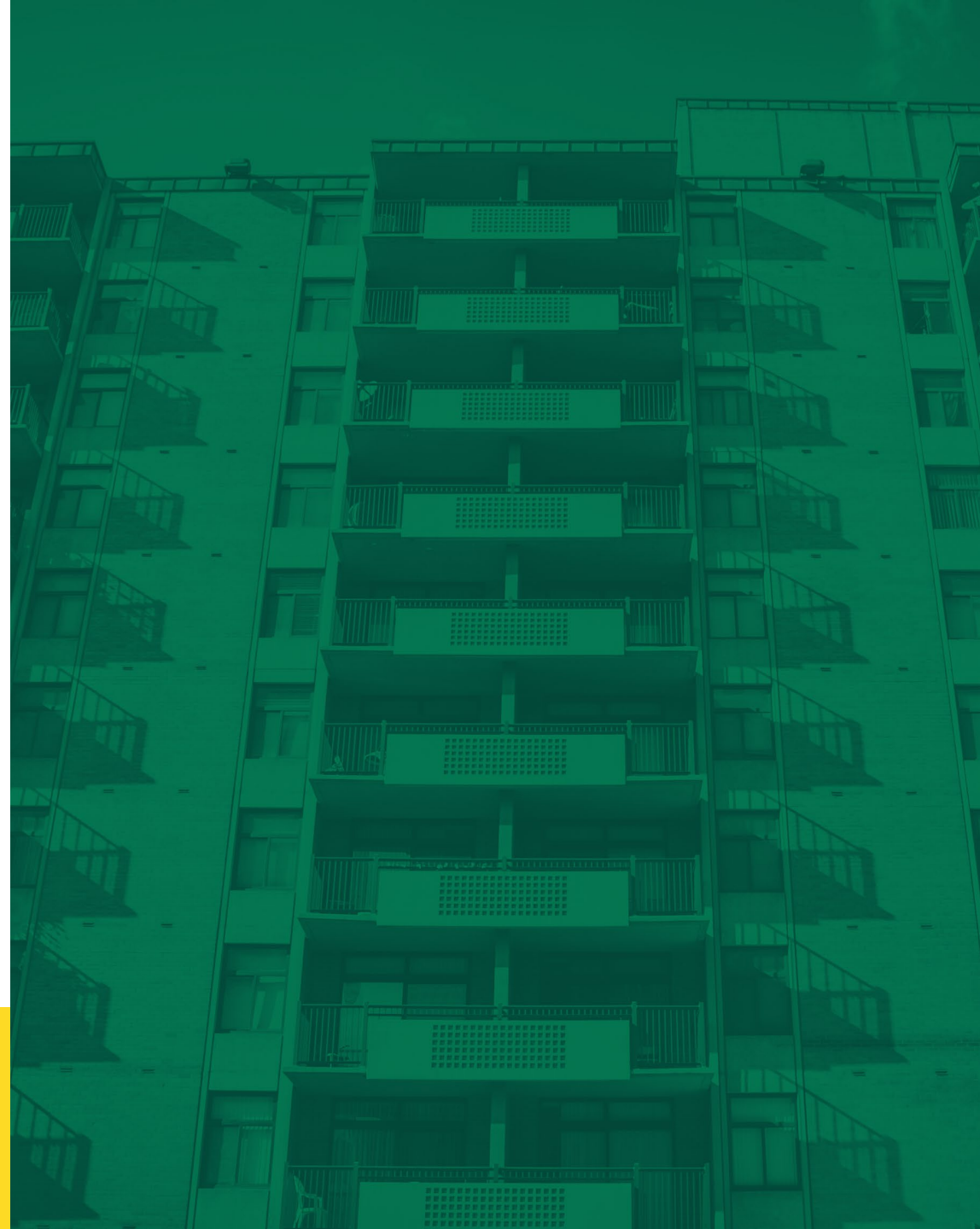
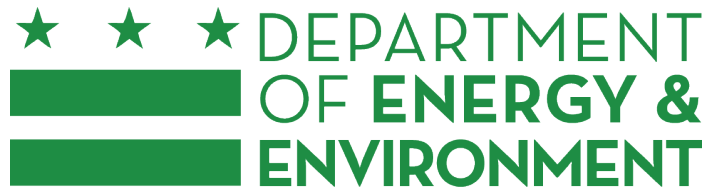
- Yolanda Bonner, Associate Director of Building Performance

Commercial/Multifamily Properties & the DCSEU

- Crystal McDonald, Director, Account Management & Workforce Development

Katie Bergfeld

Associate Director, Building Performance Division, DOEE



Ben Burdick

DCSEU Interim Managing Director



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.



Chris Pendley

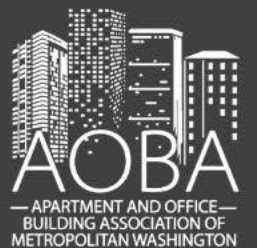
Director of Sustainability Policy and Strategy



DCSEU, Hub, and AOBA

AOBA's Latest on the Market and Member Resources

March 27, 2025



What does a Director of Sustainability Policy and Strategy Do?

Sustainability Policy

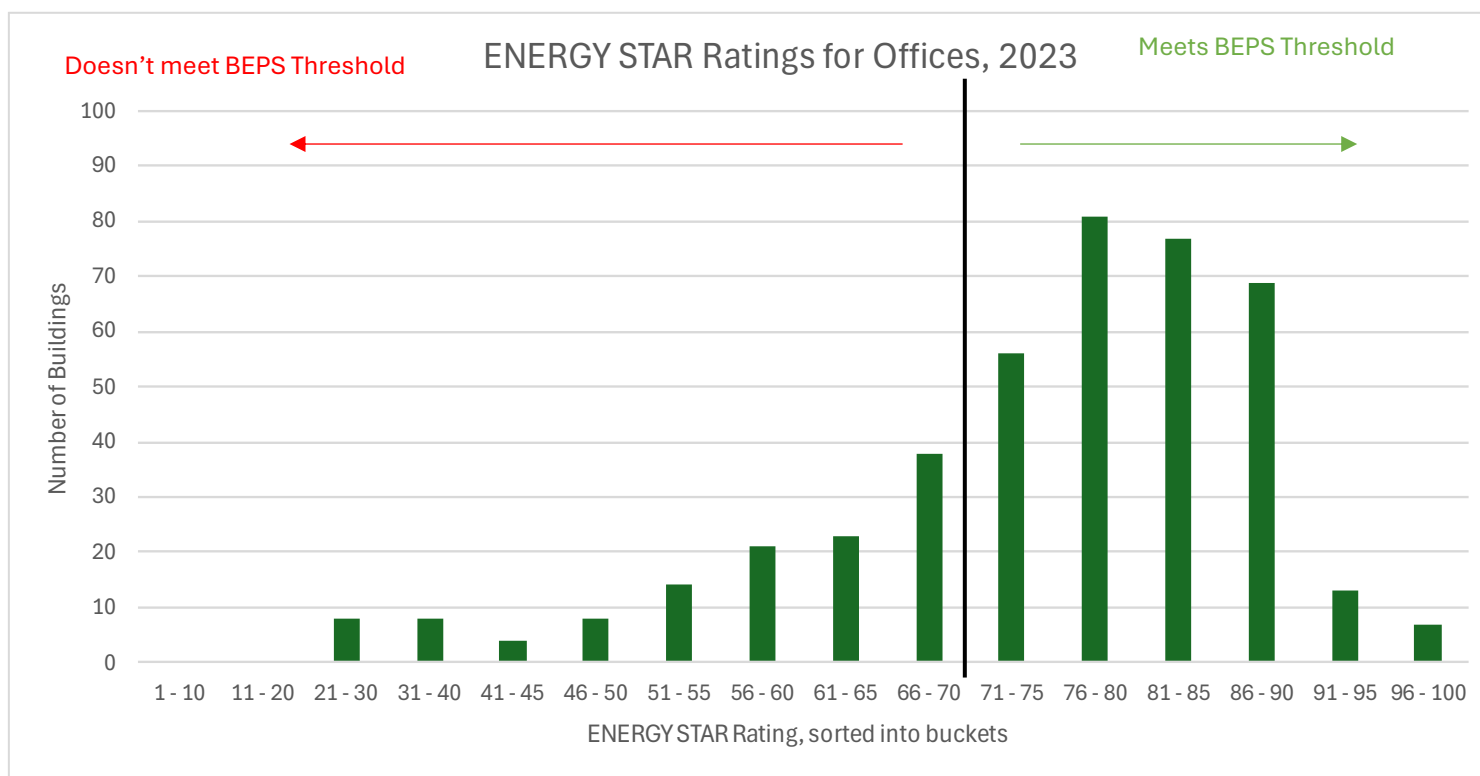
Compliance Approaches

To provide input and guidance to assist AOBA in the development and implementation of educational offerings and information exchange pertaining to

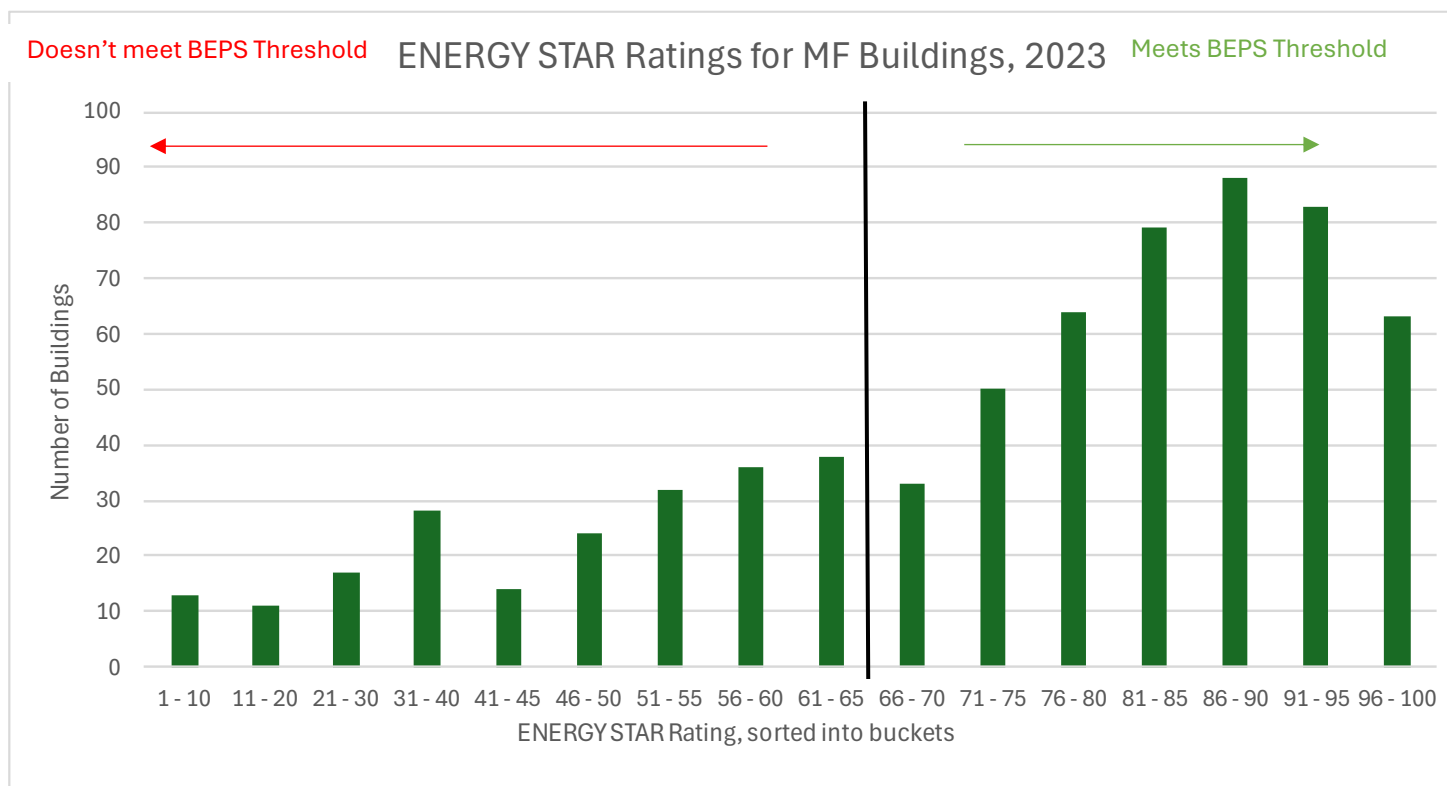
Resources

Technologies

Joint Resources with the Hub: 2023 Benchmarking

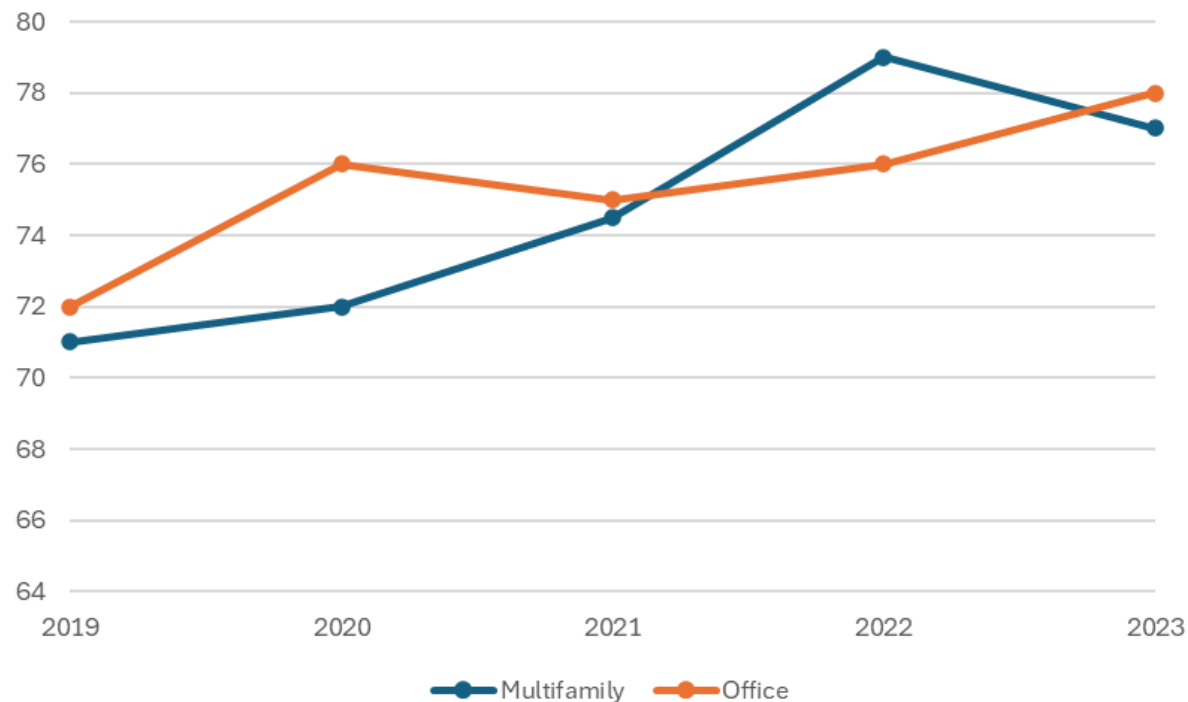


Joint Resources with the Hub: 2023 Benchmarking

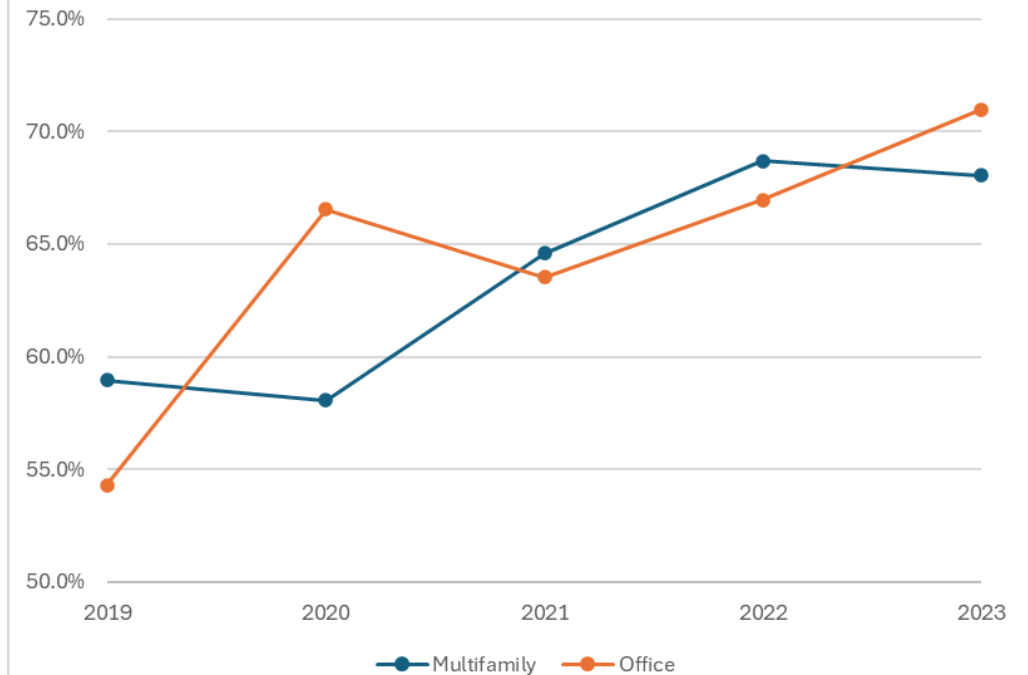


Joint Resources with the Hub: Year-over-Year Benchmarking

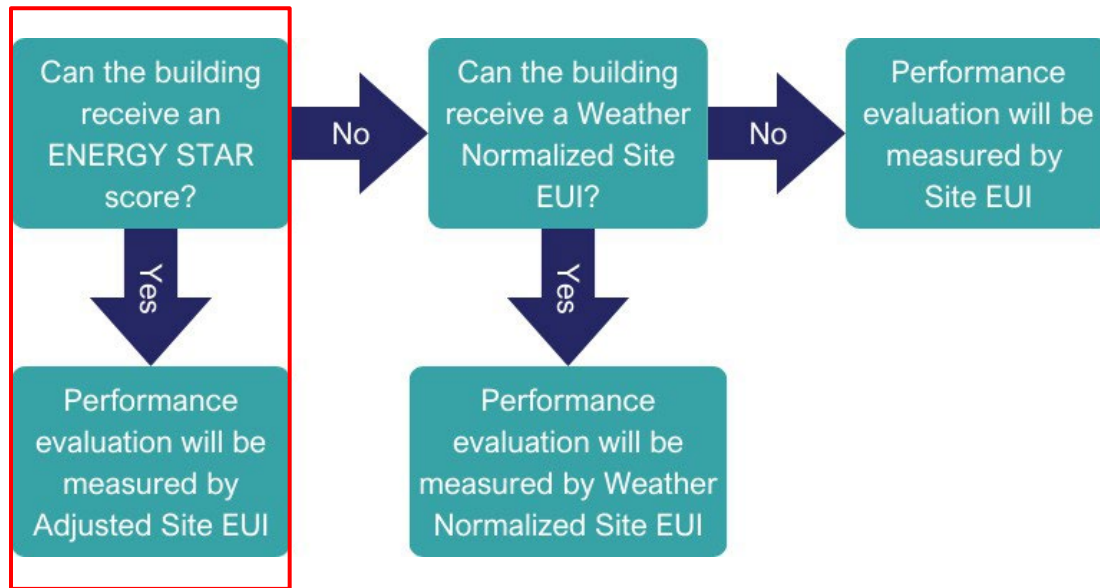
ENERGY STAR Median by Year



Percent of Buildings Meeting BEPS Thresholds by Year



Joint Resources with the Hub: Site EUI Adjusted to Current Year



Select Information & Metrics

Selected items: 7 of 7 maximum ([View Selection](#))

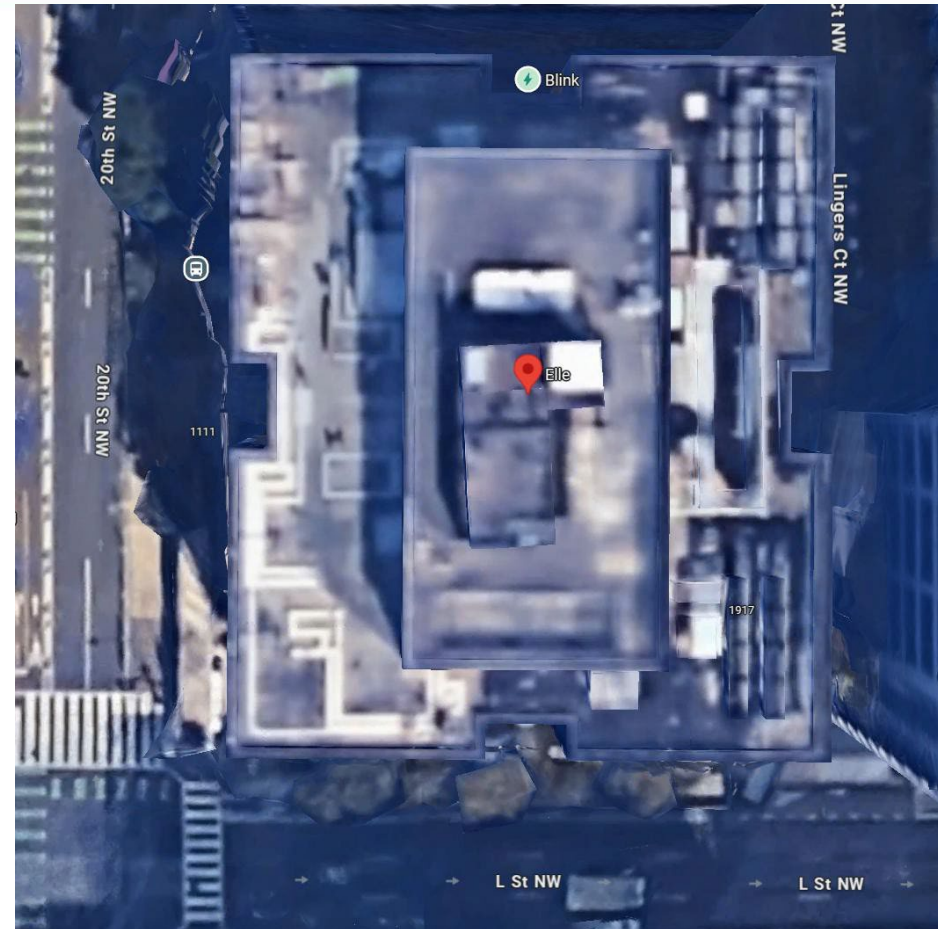
Property Information	<input type="checkbox"/> Energy Baseline Date
Property ID Numbers	<input type="checkbox"/> Energy Current Date
Property Use Details	<input checked="" type="checkbox"/> ENERGY STAR Score
Meter Information	<input type="checkbox"/> ENERGY STAR Score Preview for Model Updates
Energy Use by Fuel Source	<input type="checkbox"/> Site Energy Use (kBtu)
Data Accuracy	<input type="checkbox"/> Source Energy Use (kBtu)
Energy Performance Metrics	<input checked="" type="checkbox"/> Site EUI (kBtu/ft²)
Water Performance Metrics	<input checked="" type="checkbox"/> Source EUI (kBtu/ft²)
Waste Performance Metrics	<input type="checkbox"/> Weather Normalized Site Energy Use (kBtu)
Cost Performance Metrics	<input type="checkbox"/> Weather Normalized Source Energy Use (kBtu)
Greenhouse Gas Emissions	<input type="checkbox"/> Weather Normalized Site EUI (kBtu/ft²)
Renewable Energy & Green Power	<input type="checkbox"/> Weather Normalized Source EUI (kBtu/ft²)
ENERGY STAR/NextGen Certification	<input type="checkbox"/> National Median Site Energy Use (kBtu)
	<input type="checkbox"/> National Median Source Energy Use (kBtu)
	<input type="checkbox"/> National Median Site EUI (kBtu/ft²)
	<input type="checkbox"/> National Median Source EUI (kBtu/ft²)
	<input type="checkbox"/> % Difference from National Median Site EUI
	<input type="checkbox"/> % Difference from National Median Source EUI
	<input type="checkbox"/> Site Energy Use - Adjusted to Current Year (kBtu)
	<input type="checkbox"/> Site EUI - Adjusted to Current Year (kBtu/ft²)
	<input type="checkbox"/> Source Energy Use - Adjusted to Current Year (kBtu)
	<input type="checkbox"/> Source EUI - Adjusted to Current Year (kBtu/ft²)

Member Service: Return to Office Guidance for ESPM

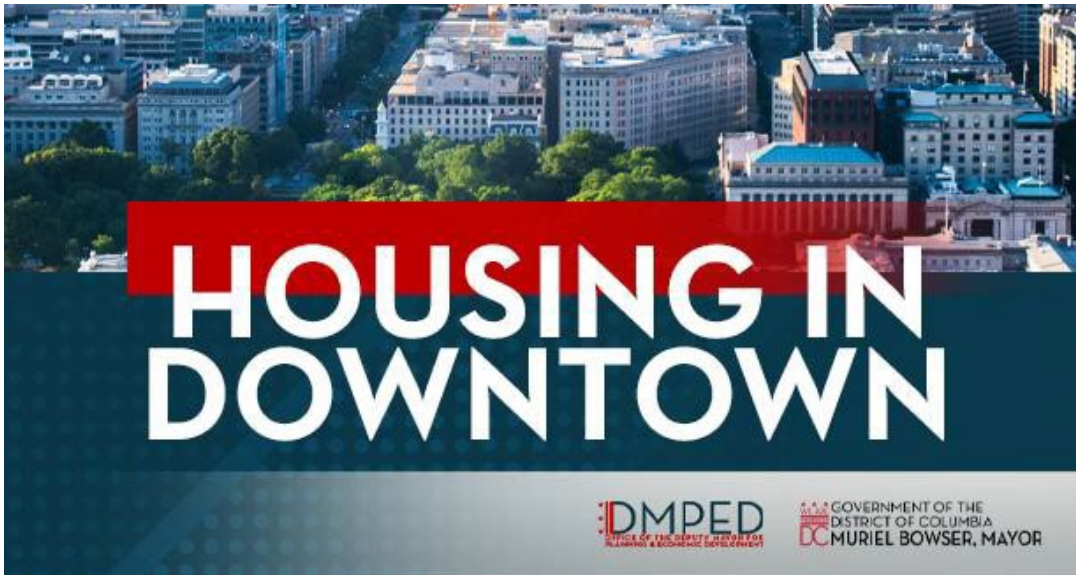
Name	Property Use Type	Gross Floor Area	Action	
▼ Office Use	Office	176,199 ft²	I want to... ▼	
	Value	Current As Of	Temporary Value?	
★ Gross Floor Area	176199 ft²	01/01/2018	No	
★ Weekly Operating Hours	66	12/01/2017	No	
★ Number of Workers on Main Shift	207	07/07/2023	No	
★ Number of Computers	600	07/01/2023	No	
★ Percent That Can Be Cooled	50 % or more	12/31/2017	No	
Percent That Can Be Heated	50 % or more	12/31/2017	No	
★ This Use Detail is used to calculate the 1-100 ENERGY STAR Score.				

- [Find it here](#) (must be logged in on AOBA's site)

Office-to-Residential: Elle Apartments

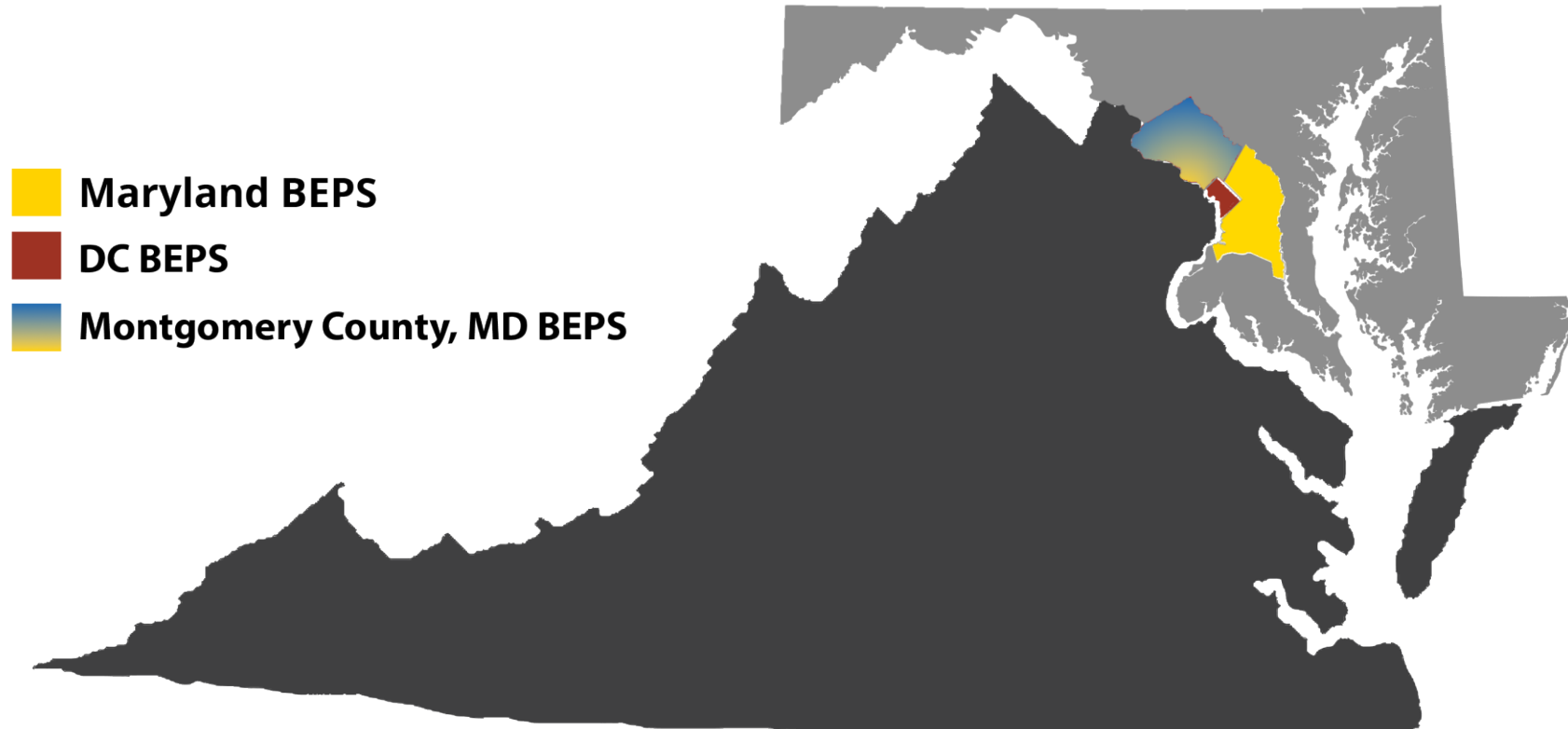


Office-to-Anything Conversions



	Office-to-Residential	Office-to-Anything (pilot)
Length of Abatement	20 years	15 years
FY25-FY26	\$2.5MM (\$1.7MM left)	\$0
FY27	\$6.8MM (\$2.9MM left)	\$5MM
FY28	\$41MM (\$35MM left)	\$8MM
Future Years	4% increase from previous year	4% increase from previous year

2025 Member Focus(es)





MAILING ADDRESS

1025 Connecticut Avenue, NW, Ste 1005
Washington, DC 20036

PHONE NUMBER

(202) 296-3390

WEBSITE

www.aoba-metro.org



@AOBAMetro



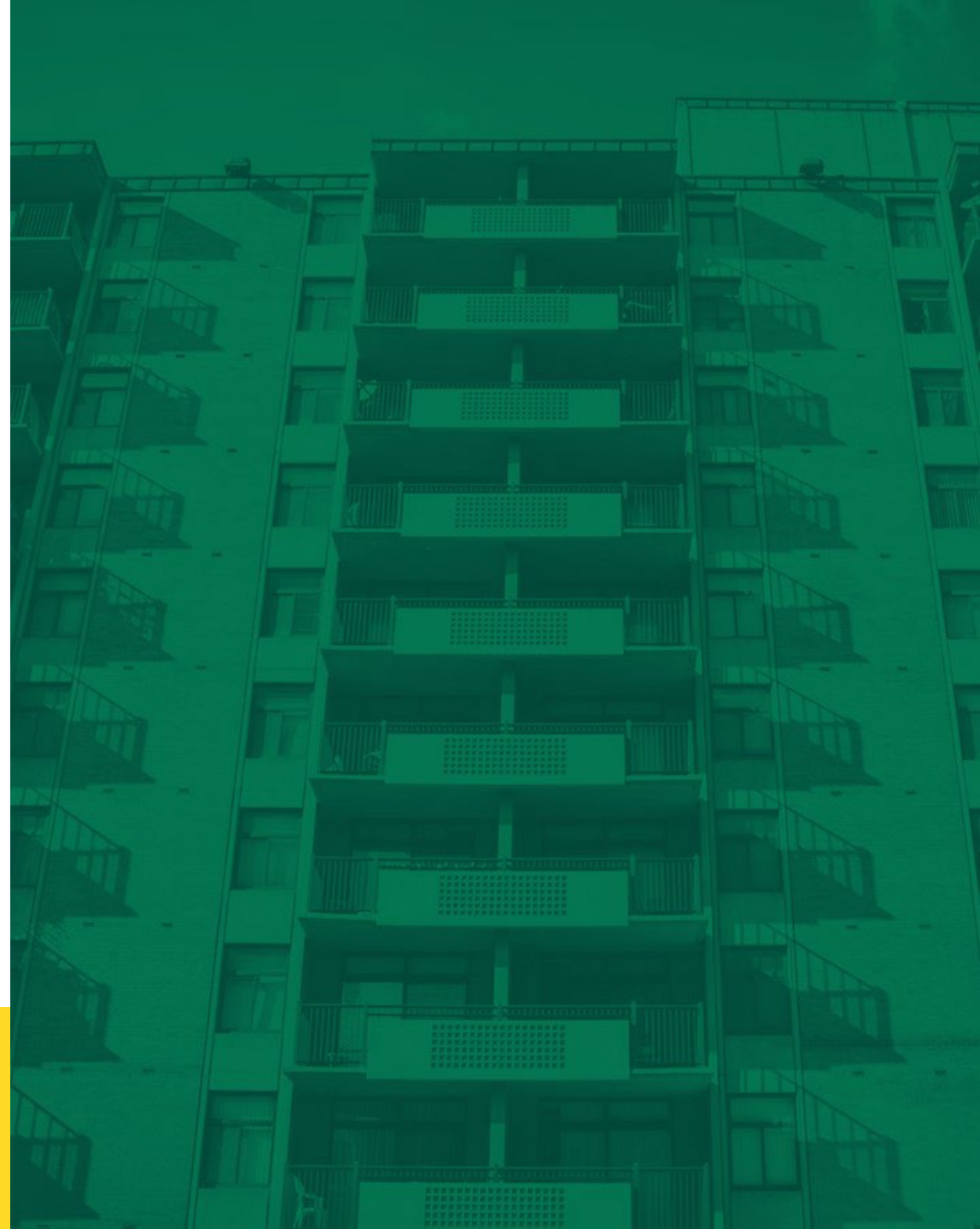
@AOBAORG



[linkedin.com/company/aoba-metro](https://www.linkedin.com/company/aoba-metro)

William Mitchell

Lending Operations Manager





Gabriela Kluzinski

Investment Manager



Ronald Hobson

DC PACE Program Director





DC Green Bank:

Decarbonizing DC – Better Buildings
Through Innovation and Collaboration



March 2025

Two Financing Pathways



Direct Financing



DC PACE Program



Alignment with District Priorities

Enabling Legislation

District of Columbia Green Finance Authority Establishment Act of 2018: DC becomes the first locality in the US to establish a green bank, with the express intent *to expand renewable energy, lower energy costs, reduce greenhouse gas emissions, and create green jobs.*

Our Mission

DC Green Bank provides access to capital, growing the clean economy to develop a more equitable, resilient, and sustainable DC

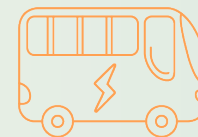
Our Investment Focus



Solar



Green Buildings



Clean transportation



Stormwater management

Our Values

- *Inclusive Prosperity*
- *Clean Economy*
- *Sustainability*



DC Green Bank Impact

\$71 Million of Total DC Green Bank Investment

\$740 Million of Public and Private Investment Unlocked

PROJECTED IMPACTS OF TOTAL INVESTMENTS



3,160

Total Jobs Created



16,595,017 MWh

Annual Solar Energy Production



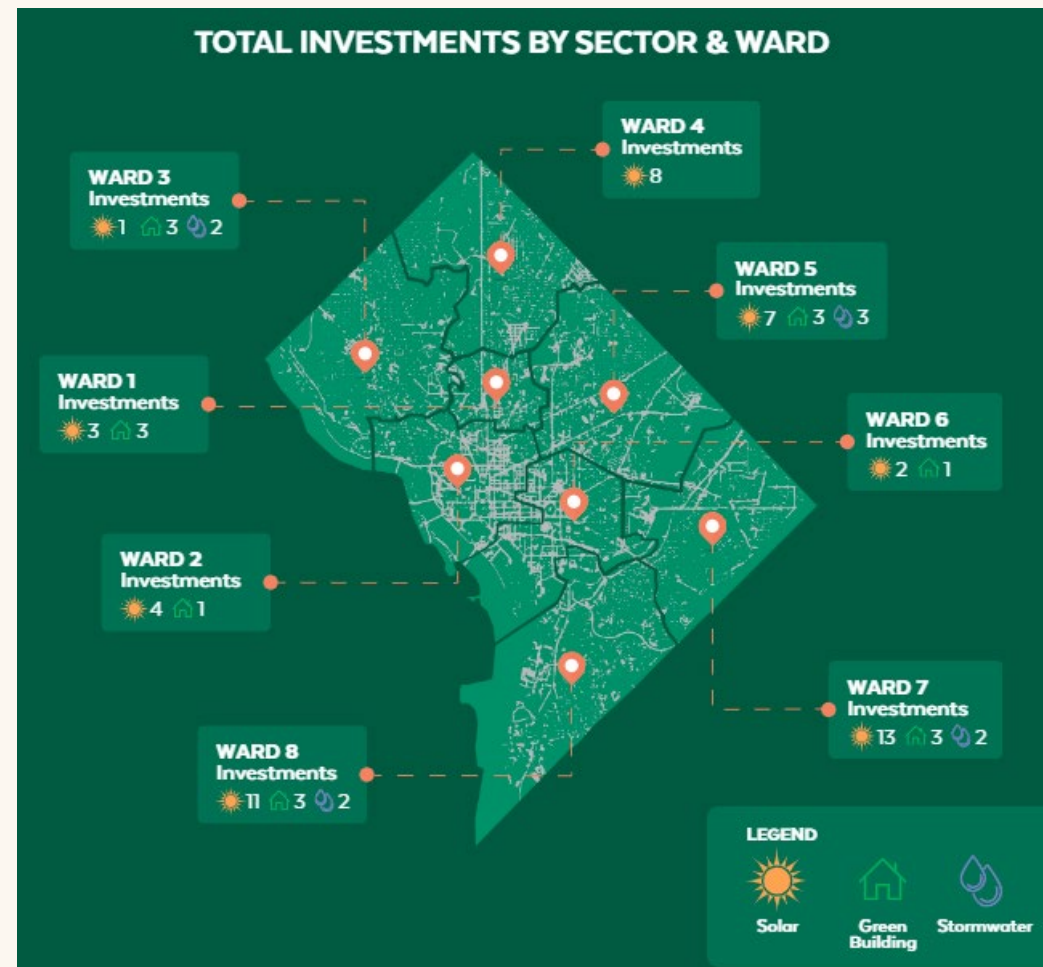
985 Units

Affordable Housing Created or Perserved

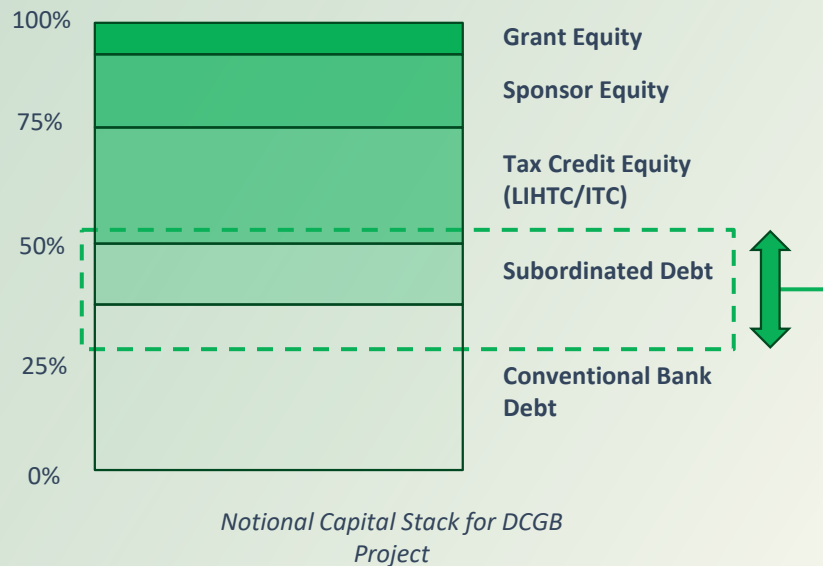


428,913 Gallons

Annual Water Retention



Our Role in the Capital Structure



DCGB's Typical Position in the Structure

1

Credit Enhancement

- Providing a stand-by loan loss reserve facility to reduce commercial rates for a borrower

2

Pre-Development Loan

- Short-term loan to acquire land, conduct required studies, and kick off the permitting process

3

Construction Bridge Loan

- Typically beneficial to cover a financing gap during the period between project completion / stabilization and the receipt of tax credits or tax credit finance

4

Construction-to-Permanent Loan

- Our most common structure, converting an interest-only construction loan to a long-term P&I structure upon stabilization



Indicative Eligible Uses

- Design, Planning, and Energy Audits
- Solar Energy Systems
- Stormwater Management and Green Infrastructure
- Heating, Ventilation, and Air Conditioning (HVAC)
- Lighting Efficiency
- Electrical Systems
- Roofing
- Insulation and Building Envelope
- Water Use Efficiency
- Windows
- Appliance Upgrades
- Electric Vehicles and Charging Infrastructure
- Other energy, efficiency, and resilience related investments

Accelerating the Achievement of District Priorities



REVITALIZE DOWNTOWN

DC Green Bank derisks and catalyzes private sector investment in redevelopment by:

- Financing energy saving improvements for **DC sports facilities** and broader development.
- Offering financial products for **office-to-anything conversions**.
- **Supporting business owners and tenants** by helping them realize utility bill savings.



EXPAND AND PRESERVE AFFORDABLE HOUSING

Our finance supplements the Housing Production Trust Fund (HPTF) by:

- **Providing construction and permanent financing** for building retrofits.
- **Preserving rental housing** and assisting projects with BEPS compliance.
- Working with DHCD to **extend the reach of HPTF** by leveraging federal and private funding.



SMALL BUSINESSES AND ECONOMIC DEVELOPMENT

We support small and emerging businesses to deliver economic development and the jobs of the future by:

- Providing financial resources and technical assistance to **bring small businesses from early-stage development to commercial viability**.
- Collaborating with partners to **create jobs, grow the workforce**, and help small businesses put down roots in the District.



LOWER UTILITY BILLS

We help families, businesses, and community-serving organizations save money by:

- Investing in solar energy systems that not only **bring down energy costs** but also **generate revenue** for years to come.
- Prioritizing energy efficiency and water conservation measures to realize **utility and operating savings for owners and tenants**.



Examples of DC Green Bank Impact

The Faircliff

- **Total Loan Size:** \$1,850,000
- **Project Overview:** Pre-development loan for the redevelopment of an affordable housing property that will increase the number of affordable units by more than 50% while pursuing the highest sustainability standards. Loan included a sliding interest rate to incentivize sustainability.

Medici Road

- **Total Loan Size:** \$850,000
- **Project Overview:** Pre-development loan to develop a new property with 25+ affordable housing units with nearing net zero construction. The property will include a grocery store, office space, solar panels, and stormwater recycling system.

Enterprise Community Partners

- **Total Loan Size:** \$3,750,000
- **Project Overview:** A construction plus permanent debt facility that will support the construction of 2.2 MWs of rooftop and carport community solar that will serve 530+ affordable housing properties. The project will also include a workforce development program, EV charging stations, and utility bill savings for low-income residents.

Fairfax Villages

- **Total Loan Size:** \$1,500,000
- **Project Overview:** A solar construction loan to install solar panels across an entire community that will deliver nearly \$3.4 million in energy savings to more than 450 low-to-moderate income residents across the city over the life of the systems.



DC PACE Program

DC Property Assessed Clean Energy:

- Is a mechanism that enables property owners of commercial & multi-family (5+units) buildings to reduce operating costs and improve property value
- Financing can cover up to 100% of green energy project costs
- Is paid back over up to 30 years through a special tax assessment that remains with the property, regardless of ownership changes
- Can be structured to be off or on balance sheet
- Can supplement or replace expensive mezzanine debt in the capital stack for qualifying projects



Alternative to a Direct DCGB Loan: DC PACE

Eligibility Criteria

Property Types

- Commercial buildings and multifamily dwellings (5+ units) located in the District
- For-profit and tax-exempt non-profits are both eligible
- Can be standalone or part of a larger capital structure
- Cannot be publicly-owned in fee simple (long-term ground lease carve out)
- Must be owned free and clear of any competing claim

Benefits

- 100% upfront financing for the full cost of the upgrade
- Offers competitive rates comparable to traditional bank rates
- Does not require a guarantee
- Off-balance sheet

Uses

- Large multi-measure retrofits
- Includes solar system installation, and any energy efficiency upgrades (boiler replacement, HVAC upgrade, lighting, envelope)
- Water conservation upgrades
- Rehab or new Construction

The DC PACE Program has surpassed \$130 million in total financing since inception

DCGB:
The DC PACE
Administrator

Examples of DC PACE Impact

Audi Field

- **Total PACE Project Size:** \$25,000,000
- **Project Overview:** Multi-use stadium delivered 884 kW solar system, high efficiency HVAC, LED lighting, building insulation, stormwater infrastructure, green roofing, water conservation – LEED Gold Standard
- **Ward(s) Impacted:** Ward 6
- **Private Capital Partner(s):** Eagle Bank

2805 Jasper Street SE

- **Total PACE Project Size:** \$380,000
- **Project Overview:** Three-story multi-family property that is completely renovating the existing envelope, lighting, and HVAC systems into an energy-efficient 8-unit apt building.
- **Ward(s) Impacted:** Ward 8
- **Private Capital Partner(s):** Forbright Bank

1640 Columbia Road NW

- **Total PACE Project Size:** \$2,200,000
- **Project Overview:** Rehabilitation of a three-story 20,000 sq. ft. nonprofit-owned office building to install energy-efficient HVAC, lighting, LED, electrical, plumbing and solar PV system.
- **Ward(s) Impacted:** Ward 1
- **Private Capital Partner(s):** MainStreet Bank

5600 East Capitol Street SE

- **Total PACE Project Size:** \$1,151,000
- **Project Overview:** Public charter school delivered HVAC upgrades, window replacement, LED lighting, and water conservation measures
- **Ward(s) Impacted:** Ward 7
- **Private Capital Partner(s):** City First Bank



Thank You

WWW.DCGREENBANK.COM

202-301-8300

@DCGreenBank



Yolanda Bonner

Associate Director of Building Performance





FY 2025 Commercials & Multi-Family Building Roundtable

March 27, 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



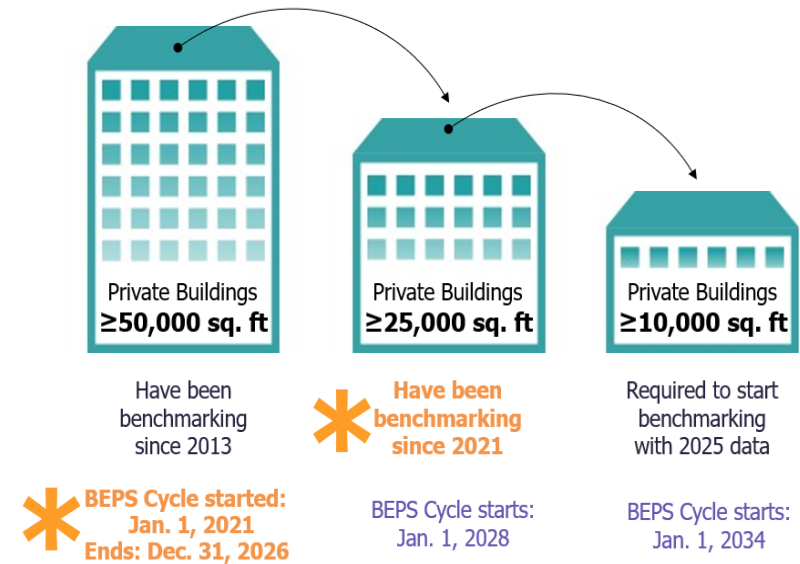


Let's Talk About Resources

What are they & where you can find them

Re-Introduction to BEPS

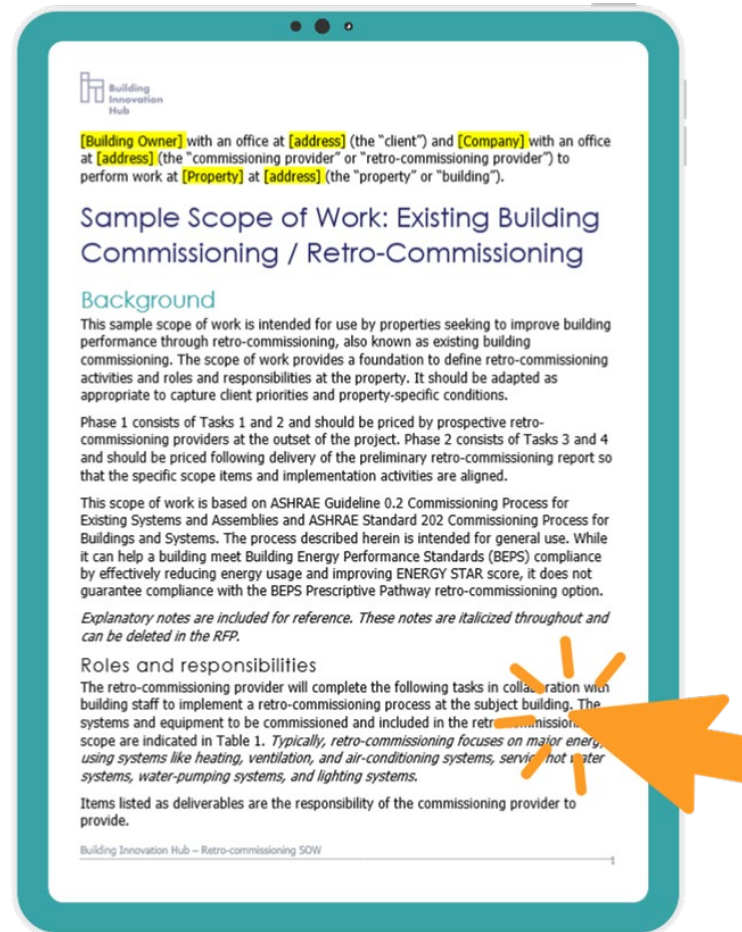
- [Overview of BEPS including FAQs](#)
- Up-to-date plain-speak articles on [BEPS Standards and Rules](#) and the [BEPS Compliance Guidebook](#), including pathway requirements, exemptions, delays, and penalties
- Downloadable one-pager overviews of [BEPS](#) and how [BEPS Meets Code](#)
- An overview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



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.

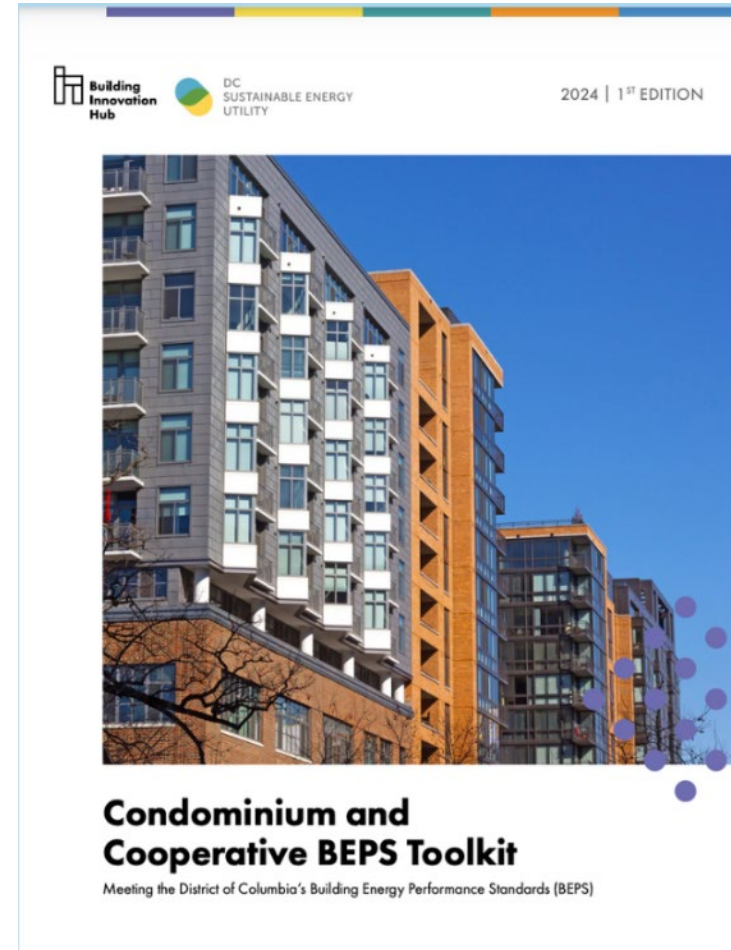
No RFP? Building owners and managers can also easily find specific service providers using the new [Vendor Library](#), making it easier to connect with the right experts for their needs.



Condo/Co-Op Toolkit

- Tips for condo and co-op buildings to meet the BEPS
- How to approach the BEPS in a way that is not overwhelming
- How to create a plan for your building
- Where you can find funding & financing options
- What to do if something goes wrong, if you need more help as well as if you need additional time from the District
- Helpful language to use when hiring a contractor or consultant

Our companion PowerPoint deck has sample slides to share with your board and other stakeholders.

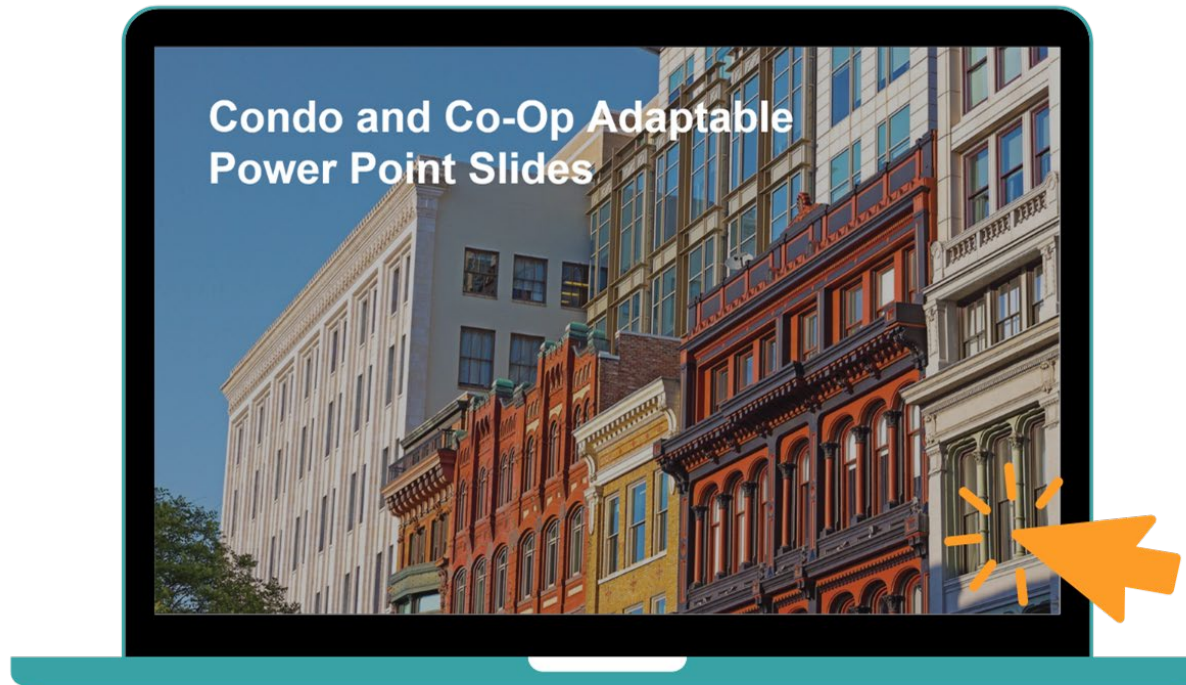


Communication Slide Deck

Our companion PowerPoint deck has sample slides to share with your board and other stakeholders.

The slides cover:

- What is BEPS
- Timeline for compliance
- Benefits
- Resources to help you



Upcoming Events and Webinars

Sign up for the Hub's newsletter



May 14: Green Table Talk with a BEPS overview



June 26: Roundtable session, topic TBD



Thank You!

Let's keep in touch

Contact information for further assistance:

- www.buildinginnovationhub.org
- www.linkedin.com/company/building-innovation-hub
- info@buildinginnovationhub.org
- Sign up for the Hub newsletter through the QR code





Thank you to
our supporting
members!

Sponsored by generous
funding provided by:



Transformer

ARUP

Innovator



Partner



Contributor



Friend



NATIONAL CAPITAL REGION



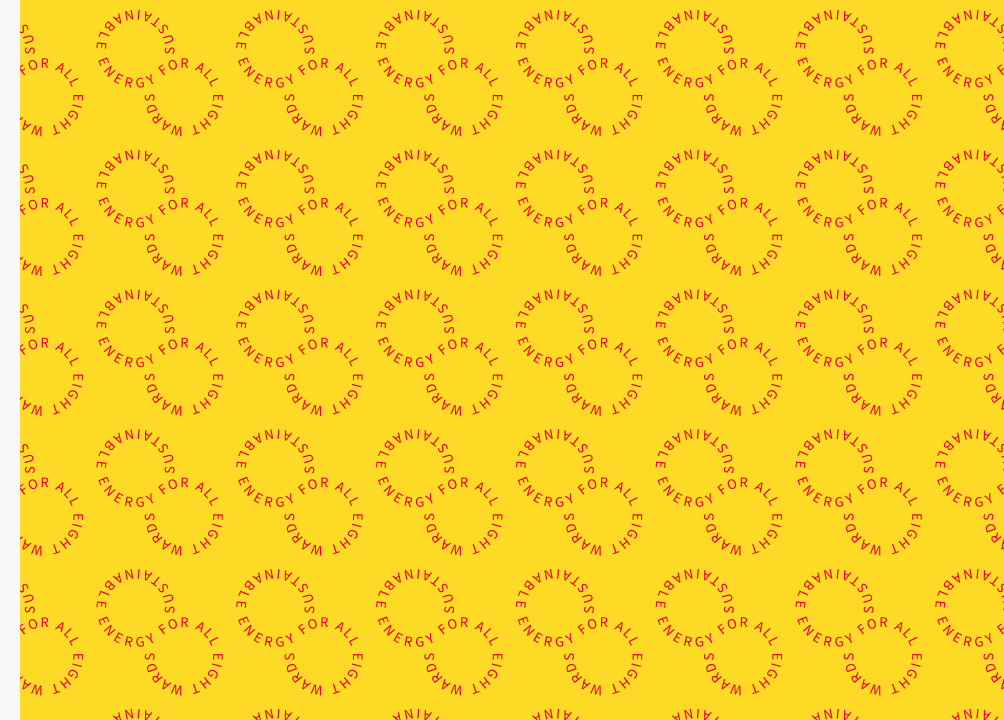
Commercial/Multifamily Properties & the DCSEU

Crystal McDonald

DCSEU Programs & Services



**DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY**



Business Rebates & Custom Incentives

Standard Rebates

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

Instant Rebates

- Lighting
- HVAC

Custom Incentives

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

Custom measures include:

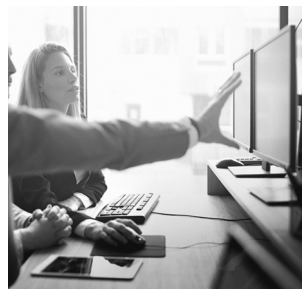
- LED Lighting & Controls
- Cooling equipment
- Variable Frequency Drives (VFDs)
- Refrigeration Management & Leak Detection
- Solar Incentives (with EE)

No-Cost Technical Support



Identifying Opportunities

- Site walkthroughs
- Capital planning assistance
- No-cost technical assistance
- Interval data analysis
- Peer-to-peer information exchange
- New technology seminars



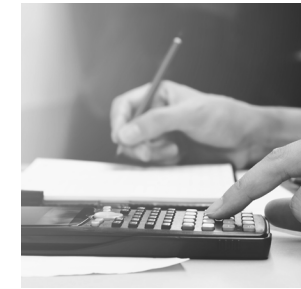
Finding Solutions

- Project planning and prioritization
- Unbiased review of vendor quotes
- Data logging baseline energy usage
- Guidance on operations and maintenance adjustments



Project Analysis

- Cash flow and ROI analysis
- Post-installation data logging
- Project savings regression analysis



Calculating Impact

- Demonstrating value to decision makers
- Analysis of reduced operations and maintenance costs
- Increased comfort and employee performance
- Guidance on PR and marketing opportunities

Get up to \$15k toward an ASHRAE Level II Audit

Audit Incentive Offer

Audit Incentive Offer Overview

The DCSEU is offering up to **\$15,000 in incentives towards a qualifying ASHRAE Level II audit to buildings above 50,000 square feet that do not meet the District's Building Energy Performance Standards (BEPS)** until September 30, 2025, or while funding is available. Owners and managers of commercial and multifamily buildings can work with a DCSEU Participating Auditor to:

- Analyze their building's systems (envelope, lighting, HVAC, etc.)
- Identify cost and practicality for multiple energy conservation measures to assist with meeting BEPS
- Determine eligibility for DCSEU rebates and incentives and develop plan
- Implement new equipment and strategies to increase efficiency, cut energy usage and costs, and reduce greenhouse gas emissions.



Incentive, Building Requirements, BEPS Status

Does NOT Meet BEPS

- ASHRAE Level II 211-2018 compliant audit with DC Amendments
- District building at least 50,000 sq. ft.
- **5 cents per sq. ft. up to \$15,000**
- Custom preliminary incentive analysis provided by the DCSEU after audit is completed
- Limit of two audit incentives per property owner, management company, or authorized representative per fiscal year unless approved in writing by the DCSEU

Meets BEPS

- ASHRAE Level II 211-2018 compliant audit with DC Amendments
- District building at least 50,000 sq. ft.
- **2.5 cents per sq. ft. up to \$7,500**
- Custom preliminary incentive analysis provided by the DCSEU after audit is completed
- Limit of two audit incentives per property owner, management company, or authorized representative per fiscal year unless approved in writing by the DCSEU

Participating Auditor Requirements

Contractors providing ASHRAE Level II Audit Services within the District of Columbia and meet the required criteria are encouraged to apply.

- Participating Audit Firms must employ one or more certified professionals to complete the Energy Audit. For purposes of this Program, a certified professional shall be an employee who holds one or more of the following credentials:
 - MFBA from Building Performance Institute (BPI) for Multi-Family property types
 - CEM Certified Energy Manager (Association of Energy Engineers (AEE) Certification)
 - CEA (AEE Certification)
 - BEAP from ASHRAE
 - HBDP from ASHRAE
- Additional relevant ASHRAE, BPI, or RESNET certifications may be submitted for DCSEU consideration but will require DCSEU pre-approval in writing prior to acceptance as a Participating Auditor



Get paid for a better performing building.

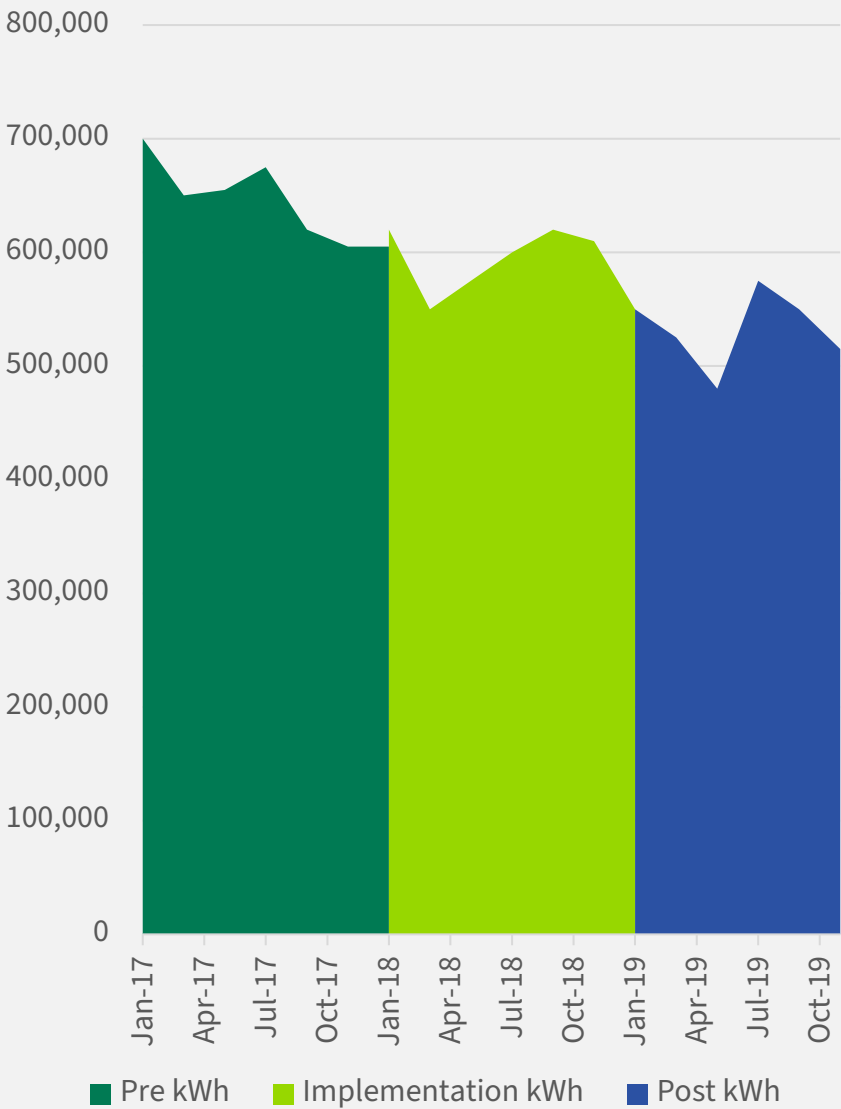
Pay for Performance

Pay for Performance

- A savings analysis tool within the DCSEU Custom Program
- P4P accounts for actual energy consumption
 - Baseline: pre-implementation
 - Performance period: post-implementation
- Regression analysis determines energy savings

Eligibility:

Annual target project savings	Metered Data	Participate with other DCSEU Offers	New construction note
Must exceed 100,000 kWh of electricity or 500 MMBtu of natural gas saved	Must have access to 15-minute interval electric data or gas utility monthly data	Participants may also qualify for separate incentives through the DCSEU’s other programs	Since at least 1 year of metered baseline energy use data is needed new constructions may not qualify





Why P4P and what types of measures can help reduce energy use?

Why P4P?

- Incentivizes continuous energy improvement
- Encourages creative solutions beyond traditional projects
- Aligns with BEPS compliance actions

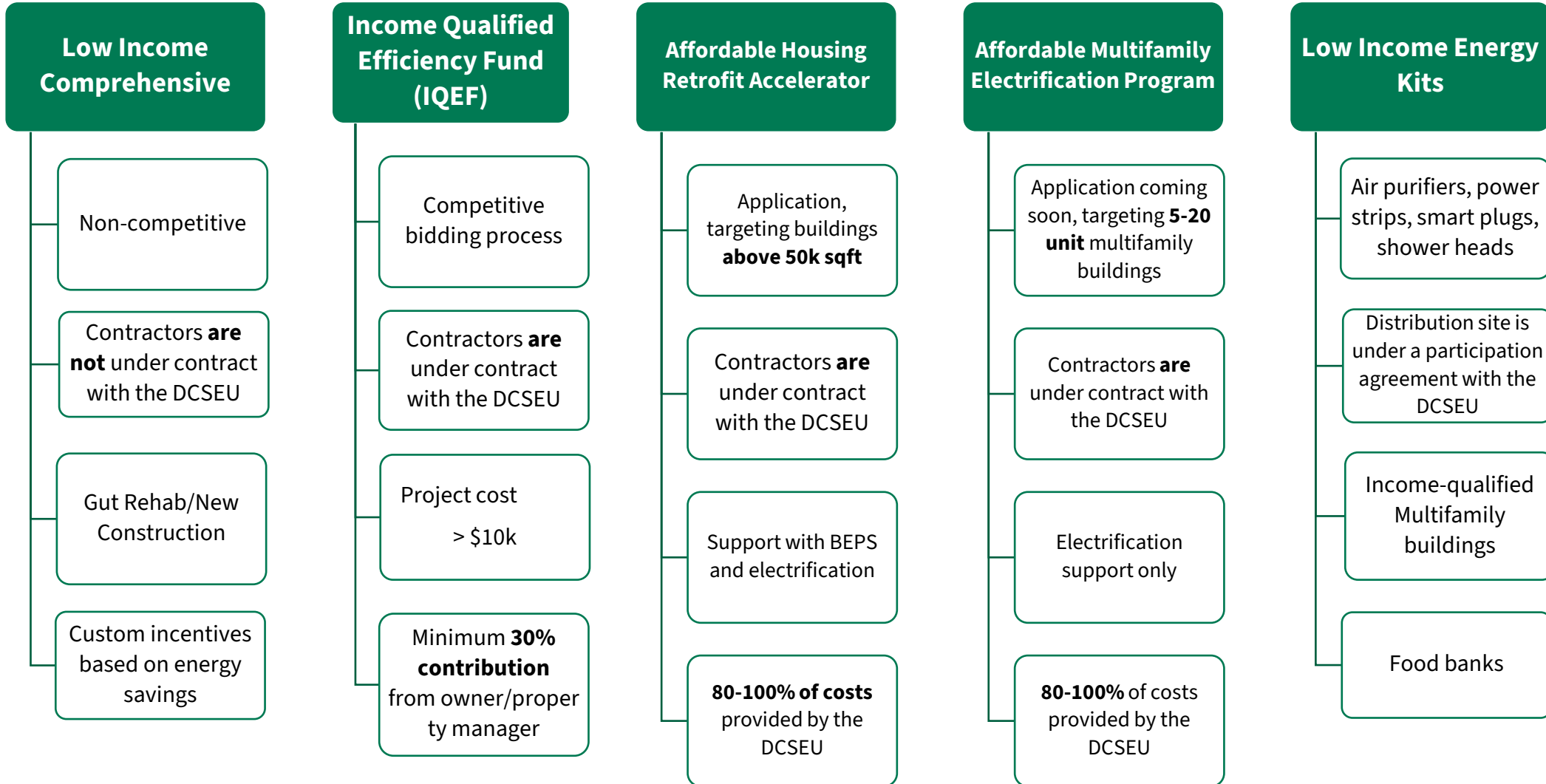
P4P Measure Examples

- Controls/setback changes
- Envelope/weatherization/other sealing
- Re/retro commissioning

Make building upgrades that benefit your residents, the community, the environment, and your bottom line

Affordable Multifamily Support

DCSEU Affordable Housing Offerings Overview



Mentorship, externship, and no-cost training opportunities

Workforce Development at the DCSEU

Workforce Development at the DCSEU



Workforce Development Program

Twice a year, the DCSEU connects District residents with 3-5 month green externships working with local contractors and other organizations to discover new careers in energy efficiency and sustainability

Host Sites/Mentors play a key role in the hiring, training, and graduation at little to no cost to their company

Learn more at dcseu.com/workforce-development



Train Green SEICBP

District CBEs or CBE Eligible firms can acquire new or enhanced skills around energy efficiency and renewable energy design, construction, inspection, and maintenance

All trainings, credentialing and certification courses are offered at No-cost

Available to (in the order of preference):

- District CBE or CBE Eligible firms
- District Residents working outside of the District

Learn more at www.dcseu.com/TrainGreen

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

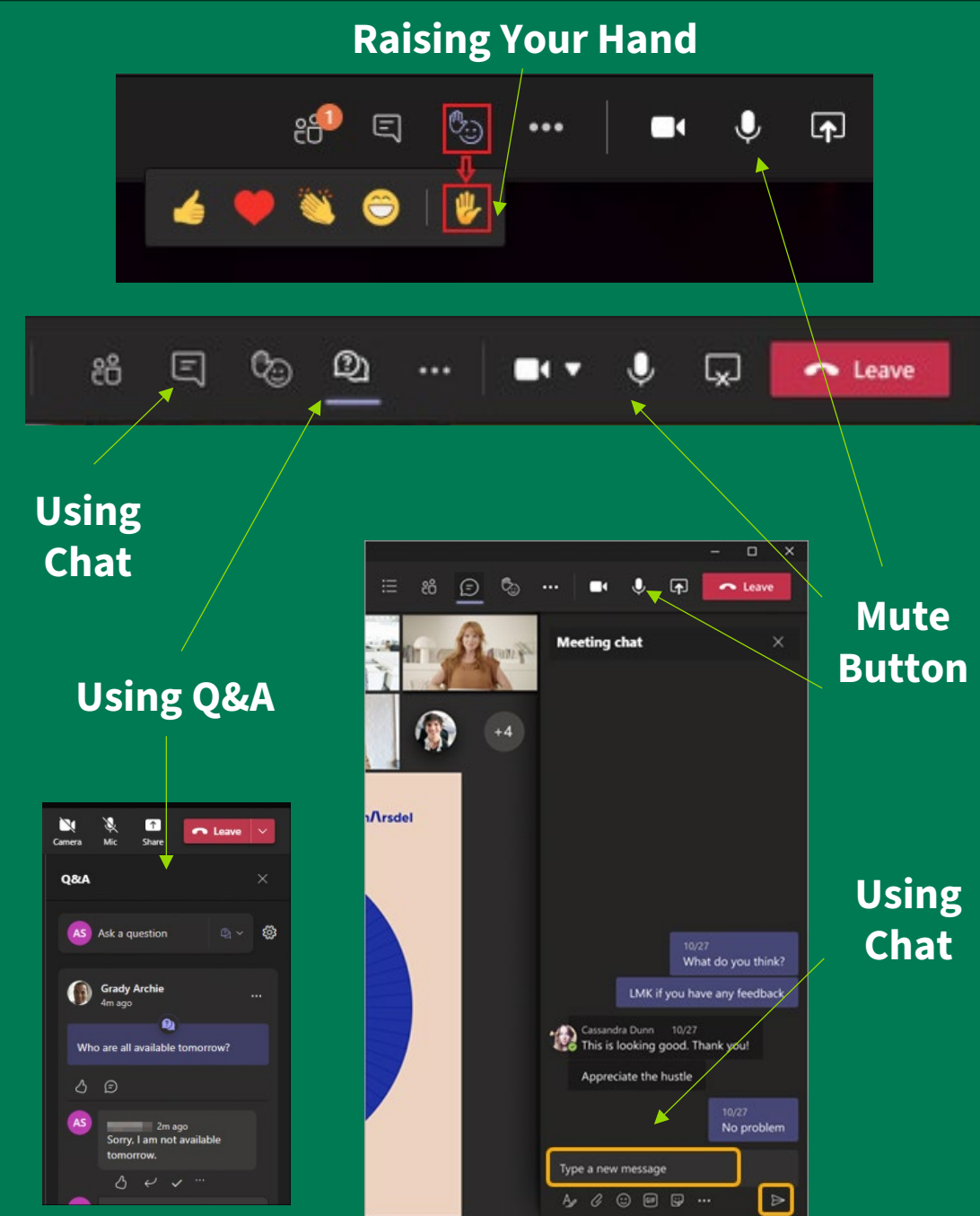
**Schedule time with
an DCSEU Account
Manager today**

**Visit our [bookings
page!](#)**



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



Thank You



**DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY**