



Pepco Whole-Building, Deep Energy Retrofit Program Annual Report for EEEEC Task Force Program Year 2022

Background Information

On November 20, 2020, Order No. 20663, the Commission accepted and approved the Task Force recommendation to select ICAST (International Center for Appropriate and Sustainable Technology), a national 501c3 nonprofit, as the program implementer of the Pepco Whole-Building, Deep Energy Retrofit Program. The Program assists affordable multifamily building owners with energy efficiency retrofit financing and helps them identify other energy programs that could minimize their buildings' energy usage.

The primary goal for the program over the three-year contract is to achieve energy savings of 200 million lifetime kWh and to award \$9 million in rebates for energy efficiency upgrades. Unofficial targets have been broken out across this three-year period to serve as a road map in achieving the primary program goal. The target for 2022 was to complete retrofit projects that provided 60 million kWh of lifetime energy savings by expending \$1.8 million of the incentive budget. This target was surpassed with the program achieving 86 million kWh of lifetime energy savings. This brings the total program savings over the first two years of implementation to 143 million kWh of lifetime energy savings.

Outreach and Education Efforts

In 2022 ICAST engaged in quarterly email campaigns to market the program. ICAST has assigned a resource for follow-up calls to these email campaigns. In March, ICAST developed an email blast highlighting the program's success to date and a testimonial from a "thrilled" participant. In May, ICAST distributed an additional email blast as a call to action to multifamily stakeholders to take advantage of the program's consulting assistance and remind them of the first come first-serve rule for accessing the program budget. In the second half of the year marketing efforts increased. In August, ICAST distributed a Building Energy Performance Standard (BEPS) compliance email blast. In September, ICAST developed an outreach campaign to ensure the market was aware of how much of the budget was spent, and how much remained for them to take advantage of. In November, a case study was distributed for the heat pump project that occurred at the D Street Apartments. These efforts reached 511 unique multifamily property representatives.



2021-2022 Program Impact

Completed Projects	2021	2022	Total
Number of Households Served	342	1,317	1,659
~ Annual Water Savings (gallons)	682,027	474,670	1,156,697
~ Annual Electric Savings (kWh)	2,824,754	1,820,118	4,644,872
~ Annual Gas Savings (therms)	12,890	123,052	135,942
~ Lifetime Electric Savings (kWh)	56,737,033	86,706,883	143,443,916

2021-2022 Budget Spend

Completed Projects	2021	2022	Total
Planned Budget/Actual Spend	\$2.55M / \$2.18M	\$2.55M / \$3.27M	\$5.10M / \$5.45M
% of Budget Allocated to Project Incentives	80%	77%	78%
Total Project Expenses, including participant-paid costs	\$5.6M	\$6.8M	\$12.1M
Budget spent on Health & Safety measures	\$0	\$0	\$0
Outside funding leveraged to achieve energy savings credited to this program	\$4.2M, from Property Owners	\$3.5M, from Property Owners	\$7.7M, from Property Owners



Energy Efficiency Measures (EEM) Installations Completed

2021

EEM	Qty	EEM	Qty
Appliances	334	Showerheads	99
Boilers	3	Bath Aerators	101
Central Hot Water	2	Kitchen Aerators	99
Heat Pump HVAC	189	LED Lights	839
Energy Star Windows	1,264	Smart Thermostats	0

2022

EEM	Qty	EEM	Qty
Appliances	66	Showerheads	83
Boilers	14	Bath Aerators	84
Central Hot Water	4	Kitchen Aerators	66
Heat Pump HVAC	121	LED Lights	371
Energy Star Windows	233	Smart Thermostats	79

2022 Project Summary

During 2022, ICAST conducted site assessments at 47 eligible multifamily affordable housing (MFAH) properties spread across the District. Of these, 22 submissions for completed projects were approved and credited to the program for 2022, their details are:

Completed Project # ¹	Unit Quantity	Participant Paid Cost	Total Project Cost	DC Ward / Quadrant	Meets BEPS (for Cycle 1) ²	Rent Affordability ³
40 P1	0 ⁴	\$26,596	\$111,444	8 SE	N/A < 50k SF	Yes
35 P2	0	\$660,335	\$290,010	8 SE	N/A < 50k SF	Yes
33	58	\$148,851	\$232,471	2 NW	N/A < 50k SF	Yes
34	16	\$38,784	\$187,029	7 SE	N/A < 50k SF	Yes
39	13	\$357,949	\$426,990	4 NW	N/A < 50k SF	Yes
23 P2	10	\$26,779	\$52,360	8 SE	N/A < 50k SF	Yes
24 P2	10	\$19,434	\$55,376	8 SE	N/A < 50k SF	Yes
11	5	\$61,548.00	\$86,435	8 SE	N/A < 50k	Yes

¹ Occasionally energy efficiency projects will desire to submit their project in multiple phases. Projects with “P#” indicate a phased submission. This is often done due to cash flow considerations for the program participant or due to installation timeline impacts such as supply chain disruptions. Phases are sometimes broken up by physical space (e.g. building 1 submitted in phase 1, building 2 submitted in phase 2, and so forth) and in other instances broken up by equipment (e.g. all HVAC energy efficiency measures will be submitted in phase 1 and all windows/insulation measures will be submitted in phase 2).

² Properties that are over 25,000 sq ft are required to benchmark their energy usage. Properties that are over 50,000 sq ft are currently required to comply with D.C.’s Building Energy Performance Standard (BEPS). A “Yes” in this column means that the property is covered by BEPS and does meet the multifamily performance standard (has an Energy Star score of 66 or above). A “No” in this column means that the property is covered by BEPS and does not meet the multifamily performance standard (has an Energy Star score less than 66). A “N/A < 50k SF” in this column means that the property is not currently covered by BEPS because it is less than 50,000 sq feet.

³ Income qualification is based on a majority of the tenants earning less than 80% of area median income (AMI), as evidenced by the incomes of the tenants and certified by the property owner/manager, OR, the avg. rents at the MF property being less than 80% of avg. market rent, as evidenced by the rent roll provide by the property owner/manager

⁴ To avoid ‘double counting’ households served for phased projects, only the final phase will include the quantity of households. Unit Quantity will be entered as “0” for all phases preceding the final phase. The final phase will include the total households served by the energy efficiency project.

					SF	
35 P1	0	\$338,253	\$477,000	8 SE	N/A < 50k SF	Yes
38	299	\$415,048	\$860,000	3 NW	Yes	Yes
16	80	\$91,100	\$149,912	7 NE	No	Yes
13 P1	0	\$969,433	\$1,211,791	4 NW	N/A < 50k SF	Yes
30	16	\$6,300	\$27,541	6 NE	N/A < 50k SF	Yes
8 P3	14	\$3,890	\$15,455	4 NW	N/A < 50k SF	Yes
25	329	\$13,863	\$75,959	8 SW	Yes	Yes
4 P2	0	\$279,980	\$352,151	8 SE	No	Yes
15	9	\$47,979	\$131,063	7 SE	N/A < 50k SF	Yes
7	205	\$134,664	\$346,095	1 NW	No	Yes
23 P1	0	\$23,999	\$44,040	8SE	N/A < 50k SF	Yes
24 P1	0	\$26,493	\$53,556	8 SE	N/A < 50k SF	Yes
8 P1	0	\$75,143	\$273,518	4 NW	N/A < 50k SF	Yes
14	348	\$11,000	\$26,544	7 SE	N/A < 50k SF	Yes
2 P4	189	\$162,983	\$237,034	8 SE	N/A < 50k SF	Yes

The following 3 eligible MFAH projects are in the 'in-progress' stage i.e., their retrofit work has begun but not yet completed. Their details are:

In-Progress Project #	Unit Quantity	Participant Paid Cost	Total Project Cost	DC Ward / Quadrant	Meets BEPS (for Cycle 1)	Rent Affordability
40 P2	12	\$18,005	\$54,595	8 SE	N/A < 50k SF	Yes
48	9	\$53,489	\$128,356	2 NW	N/A < 50k SF	Yes
8 P2	14	\$293,308	\$318,346	4 NW	N/A < 50k SF	Yes

There are 9 eligible MFAH properties in the 'reserved' category (customer has finalized their Scope of Work, but has not yet started the retrofit project) and their details are:

Reserved Project #	Unit Quantity	Participant Paid Cost	Total Project Cost	DC Ward / Quadrant	Meets BEPS (for Cycle 1)	Rent Affordability
43	20	\$10,900	\$71,803	6 NE	N/A < 50k SF	Yes
22	26	\$298,413	\$512,707	4 NW	N/A < 50k SF	Yes
46	4	\$38,000	\$68,288	7 NE	N/A < 50k SF	Yes
41	14	\$41,437	\$75,239	8 SE	N/A < 50k SF	Yes
42	18	\$129,875	\$240,181	3 NE	N/A < 50k SF	Yes
4 P3	325	\$650,000	\$826,449	8 SE	No	Yes
35 P4	379	\$1,756,938	\$3,700,866	8 SE	N/A < 50k SF	Yes
35 P3	0	\$2,598,658	\$3,700,860	8 SE	N/A < 50k SF	Yes
13 P2	56	\$375,000	\$724,309	4 NW	N/A < 50k SF	Yes

And finally, there are 16 projects still in the ‘pipeline’ category (customer has indicated interest in a retrofit project but has not finalized their Scope of Work) and their details are:

Pipeline Project #	Unit Quantity	Participant Paid Cost	Total Project Cost	DC Ward / Quadrant	Meets BEPS (for Cycle 1)	Rent Affordability
45	12	\$9,981	\$39,688	7 SE	N/A < 50k SF	Yes
47	15	\$9,878	\$48,697	7 SE	N/A < 50k SF	Yes
50	14	\$111,984	\$166,349	8 SE	N/A < 50k SF	Yes
36	15	\$35,000	\$163,422	1 NE	N/A < 50k SF	Yes
54	230	\$100,000	\$418,760	1 NW	No	Yes
17	173	\$1,500,541	\$1,597,927	7 NE	No	Yes
37	164	\$166,573	\$363,398	7 SE	N/A < 50k SF	Yes
54	4	\$47,6767	\$72,251	4 NW	N/A < 50k SF	Yes
29	64	\$184,220	\$292,519	3 NW	No	Yes
51	42	\$322,209	\$616,020	3 NW	N/A < 50k SF	Yes
6	312	\$75,666	\$143,058	5 NE	N/A < 50k SF	Yes
52	48	\$419,288	\$580,120	1 NW	N/A < 50k SF	Yes
53	189	\$1,825,920	\$2,345,219	1 NW	No	Yes
49	64	\$21,083	\$30,000	4 NW	Yes	Yes
31 P2	48	\$1,213,917	\$1,221,000	8 SE	N/A < 50k SF	Yes
32	130	\$111,607	\$435,619	1 NW	N/A < 50k SF	Yes

The remaining properties from the 47 site visits conducted by ICAST in 2022 have dropped out of the pipeline, primarily due to a lack of interest from the customers to pursue any EE retrofits. Some were simply interested in a free energy assessment. However, the predominant reason for not moving forward was budget limitations.

Looking ahead into 2023, the “In Progress” and “Reserved” projects are expected to yield 140 million in Lifetime kWh savings, bringing the total completed project savings to well over the total program goal of



200M kWh in lifetime energy savings. The ICAST team continues to add projects to the pipeline, which should result in budget exhaustion in 2023.

Summary

Completed Projects: 23

Completed Projects are those which have successfully installed energy efficiency measures, the associated energy savings has been processed through the program and an incentive has been paid to the customer.

In Progress Projects: 3

In Progress Projects are those which have physically begun the installation of energy efficiency measures but have not yet finished.

Reserved Projects: 9

Reserved Projects are those which have indicated commitment to pursuing an energy efficiency project and have taken additional steps in pursuance of the energy efficiency recommendations they have received from the program. This may include early project stages such as reviewing bids from local contractors.

Pipeline Projects: 16

Pipeline Projects are those which have had energy efficiency opportunities identified during an onsite energy assessment and have received energy efficiency improvement recommendations but are not willing to act on the recommendations at the present time.

2023 Program Modifications

Proposed Modification to the Households Served Goal

Order No. 21562, released in December 2022, directs the upcoming annual report to include the following: "The EEEEC Task Force's second annual report should include a detailed description of any program modifications that are planned during 2023, including revisions to expected program participants, installed measures, resulting savings, and the reasons for those changes."

The Pepco Income Eligible Multifamily Program was introduced to Washington, D.C. rate payers in 2021 and included a goal of 10,000 households served. In Q1 2021 at the behest of the FC1148 EEEEC Task Force the program design was altered after its initial launch in two significant ways.

First, projects made up of predominantly direct install (DI) energy efficiency measures were omitted from the program offering. The decision was made in March 2021 for ICAST and DCSEU to coordinate with DCSEU providing incentives for DI measures and ICAST for longer payback measures. Under the agreement, DCSEU would receive credit for savings related to DI measures. This agreement was documented in the program design that was filed with the Commission on March 18th, 2021, with the following language:

“DCSEU may pass project leads from DCSEU Trades who are doing mainly DI work, to ICAST, to ascertain if ICAST can ‘upsell’ more EEMs to that DI customer. If ICAST is successful, DCSEU gets to take credit for all of the energy savings for the DI work (and paying for those incentives), and both programs can share the energy savings for the ‘upsell’ EEMs that ICAST managed to install, with both programs providing the same incentives to share the savings.”

This language was proposed to the Task Force jointly by ICAST and DCSEU. The Task Force approved the program design with this language via email over the course of 3/10/21 of 3/16/21.

DI projects install low-cost energy efficiency measures (EEMs) such as lights, showerheads, aerators, pipe-wrap, thermostats, etc., that provide sufficient energy savings to make them free to the customer. A DI program spends very little rebate funds to garner a good amount of energy savings (i.e., the cost of rebate per kWh is very low). However, since DI projects are omitted from the multifamily Program in favor of deep energy retrofits, the cost per kWh saved is greater (since EEMs like heat pumps, windows, etc. are more expensive). This change in program design significantly impacts the potential number of households served.

Second, natural gas energy efficiency measures were re-affirmed to be included in the program offering in June 2021. In Order No. 20663, the PSC approved ICAST as the program implementer, including approving the SOW filed by Pepco. The order stated that, “The SOW also notes that the Implementer “will provide EEM recommendations for electric, gas and water savings to all MFAH customers” and that “[e]nergy savings will include both electric and gas EEM savings.”

While ICAST’s initial program design did not include gas EEMs, ICAST brought to the Task Force’s attention in May 2021 that nearly 60% of energy use savings in DC come from addressing space and water heating measures and that including gas measures would be necessary for meeting the program’s energy savings goals. NHT/NCLC filed a revised program design report with the PSC in June 2021 to reflect the inclusion of the gas measures as included in the SOW approved by the PSC.

This allowed for deep retrofits to be delivered to program participants covering both electric and gas equipment. The result was a higher rebate spend per household served by the program. At the beginning of 2023 the program averaged \$2,103 in rebate spend/household, for all invoiced (Completed) projects. Including all projects (Completed, In Progress, Reserved, and in Pipeline) the program will average \$2,532 in rebate spend/household. At this rate, a program rebate budget of approximately \$25,000,000 would be required to achieve the original 10,000 households served target.



At the February 2, 2023, EEEEC Task Force meeting, ICAST requested the Task Force consider recommending a formal adjustment to the households served goal that aligns with the current program design. ICAST has proposed reducing target households served from 10,000 to 3,600 based on an analysis of current rebate spend of \$2,103 per household and total program budget of \$9 million. The EEEEC Task Force is evaluating the proposal for potential recommendation to the Commission.

Appendix A: December Monthly Task Force Report (through 12/31/2022)



Pepco Multifamily Monthly Taskforce Report - December 2022

Completed Projects

Project #	BEPS Compliant	# of Units	Zipcode	Ward + Quadrant	Electric Savings (kWh)	Gas Savings (Therms)	Lifetime Savings (kWh)	Customer Share	Percent Energy Savings	Status	Gas End Uses	Fuel Switch	Fuel Switch Savings (Therms)	EEMS
39	N/A < 25k SF	13	20010	4 Northwest	41,865	5,512	3,210,898	84%		Complete	SH & DHW	Yes	5,513	"Heat Pumps, Water Heaters"
38	Yes	299	20008	3 Northwest	0	37,952	19,887,579	48%	26%	Complete	SH & DHW	No	0	"Boilers, Water Heaters"
11	N/A < 25k SF	5	20032	8 Southeast	24,548	918	894,453	72%		Complete	SH & DHW	Yes	837	"Aerators, Heat Pumps, Insulation, Lighting, Pipe Wrap, Shower Heads, T-Stats"
8 P3	N/A < 25k SF	14	20011	4 Northwest	16,403	0	328,059	25%		Complete	None	No	0	"Insulation, Windows"
25	Yes	329	20032	8 Southwest	0	5,296	2,018,134	18%	3%	Complete	DHW	No	0	Water Heaters
16	No	80	20019	7 Northeast	73,640	0	1,693,720	61%	3%	Complete	SH & DHW	No	0	Chillers
30	N/A < 25k SF	16	20003	6 Northeast	0	1,812	954,768	23%		Complete	SH & DHW	No	0	"Boilers, Water Heaters"
33	N/A < 25k SF	58	20007	2 Northwest	0	7,132	3,860,465	65%		Complete	SH & DHW	No	0	"Boilers, Water Heaters"
35 P1	N/A < 25k SF	0	20020	8 Southeast	0	11,834	4,509,291	71%		Complete	SH & DHW	No	0	Water Heaters
35 P2	N/A < 25k SF	0	20020	8 Southeast	369,028	11,647	12,771,018	44%		Complete	SH & DHW	Yes	11,647	"Heat Pumps, T-Stats"
13 P1	N/A < 25k SF	0	20011	4 Northwest	321,572	725	5,489,970	80%		Complete	SH	Yes	8,310	"Heat Pumps, Insulation, Lighting, Water Heaters"
1	N/A < 25k SF	54	20003	6 Southeast	0	6,841	3,707,018	28%		Complete	SH & DHW	No	0	"Boilers, Water Heaters"
4 P1	No	0	20032	8 Southeast	115,576	6,049	4,719,240	80%	20%	Complete	SH & DHW	No	0	"Aerators, Low-Flow, Refrigerators, Shower Heads, Windows"
14	N/A < 25k SF	348	20019	7 Southeast	0	1,325	777,200	41%		Complete	SH & DHW	No	0	Boilers
2 P4	N/A < 25k SF	189	20020	8 Southeast	0	6,316	2,406,662	69%		Complete	SH & DHW	No	0	Water Heaters
2 P1	N/A < 25k SF	0	20020	8 Southeast	843,402	0	15,032,589	69%		Complete	SH & DHW	Yes	25,373	"Heat Pumps, Lighting, Refrigerators, Windows"
2 P2	N/A < 25k SF	0	20020	8 Southeast	1,013,518	0	18,073,780	69%		Complete	SH & DHW	Yes	30,329	"Heat Pumps, Lighting, Refrigerators, Windows"
2 P3	N/A < 25k SF	0	20020	8 Southeast	852,258	0	15,204,407	69%		Complete	SH & DHW	Yes	25,461	"Heat Pumps, Lighting, Refrigerators, Windows"
4 P2	No	0	20032	8 Southeast	76,650	3,724	3,014,345	80%	20%	Complete	SH & DHW	No	0	"Aerators, Low-Flow, Refrigerators, Shower Heads, Windows"
23 P2	N/A < 25k SF	10	20032	8 Southeast	24,772	1,080	727,639	51%		Complete	SH & DHW	Yes	1,080	"Aerators, Shower Heads, Water Heaters"
23 P1	N/A < 25k SF	0	20032	8 Southeast	0	1,709	1,002,036	55%		Complete	SH & DHW	No	0	Boilers
23 P1	N/A < 25k SF	0	20032	8 Southeast	61,739	5,499	3,572,561	24%		Complete	SH & DHW	Yes	5,499	"Heat Pumps, Water Heaters"
24 P2	N/A < 25k SF	14	20032	8 Southeast	33,832	1,558	1,027,849	38%		Complete	SH & DHW	Yes	1,559	"Aerators, Shower Heads, Water Heaters"
24 P1	N/A < 25k SF	0	20032	8 Southeast	0	2,308	1,353,182	50%		Complete	SH & DHW	No	0	Boilers
15	N/A < 25k SF	9	20019	7 Southeast	103,288	49	1,776,146	47%		Complete	SH & DHW	Yes	3,436	"Heat Pumps, T-Stats, Water Heaters"
8 P1	N/A < 25k SF	0	20011	4 Northwest	247,968	0	4,463,437	27%		Complete	SH & DHW	Yes	8,460	Heat Pumps
34	N/A < 25k SF	16	20019	7 Southeast	110,020	9,340	6,310,926	21%		Complete	SH & DHW	Yes	8,417	"Heat Pumps, Pipe Wrap, T-Stats, Water Heaters"
7	No	205	20009	1 Northwest	314,792	0	4,654,548	39%	7%	Complete	SH & DHW	No	0	"Boilers, Chillers, Lighting, VFDs"
Total		1,659			4,644,871	128,616	143,443,920						135,942	

In Progress Projects

Project #	BEPS Compliant	# of Units	Zipcode	Ward + Quadrant	Electric Savings (kWh)	Gas Savings (Therms)	Lifetime Savings (kWh)	Customer Share	Percent Energy Savings	Status	Gas End Uses	Fuel Switch	Fuel Switch Savings (Therms)	EEMS
40 P2	N/A < 25k SF	12	20032	8 Southeast	25,715	2,484	1,756,265	33%		In Progress	SH & DHW	Yes	2,484	"Heat Pumps, T-Stats"
48	N/A < 25k SF	9	20001	2 Northwest	70,166	3,328	2,628,354	42%		In Progress	SH & DHW	Yes	3,328	"Aerators, Heat Pumps, Shower Heads, Water Heaters"
8 P2	N/A < 25k SF	14	20011	4 Northwest	32,946	0	575,443	91%		In Progress	SH & DHW	No	0	"Aerators, Heat Pumps, Shower Heads"
Total		35			128,827	5,812	4,960,062						5,812	

Reserved Projects

Project #	BEPS Compliant	# of Units	Zipcode	Ward + Quadrant	Electric Savings (kWh)	Gas Savings (Therms)	Lifetime Savings (kWh)	Customer Share	Percent Energy Savings	Status	Gas End Uses	Fuel Switch	Fuel Switch Savings (Therms)	EEMS
8 P3	No	325	20032	8 Southeast	187,803	9,078	7,262,342	80%	20%	Reserved	DHW	No	0	"Aerators, Low-Flow, Refrigerators, Shower Heads, Windows"
8	N/A < 25k SF	312	20002	5 Northeast	92,663	0	1,666,462	53%		Pipeline	SH	Yes	3,157	"Heat Pumps, T-Stats"
52	N/A < 25k SF	48	20009	1 Northwest	234,098	0	3,465,669	72%		Pipeline	None	No	0	"Heat Pumps, Refrigerators, Water Heaters, Dishwasher, Dryers, Washing Machines"
53	No	189	20009	1 Northwest	844,996	0	11,326,142	78%	13%	Pipeline	None	No	0	"Aerators, Heat Pumps, Refrigerators, Shower Heads, T-Stats, Water Heaters, Dishwashers, Dryers, Washing Machines"
49	Yes	64	20007	4 Northwest	11,146	0	133,753	70%	5%	Pipeline	None	No	0	Window A/C Units
31 P2	N/A < 25k SF	48	20020	8 Southeast	737,103	8,569	13,425,753	99%		Pipeline	DHW	Yes	8,570	"Heat Pumps, Insulation, Lighting, Water Heaters"
31 P1	N/A < 25k SF	0	20020	8 Southeast	14,165	0	283,310	88%		Pipeline	DHW	No	0	Insulation
32	N/A < 25k SF	130	20009	1 Northwest	535,159	0	6,575,190	50%		Pipeline	None	No	0	"Heat Pumps, Lighting, Pipe Wrap, T-Stats, Water Heaters"
35 P4	N/A < 25k SF	379	20020	8 Southeast	2,673,580	55,920	69,990,443	47%		Reserved	SH & DHW	Yes	89,103	"Heat Pumps, Lighting, T-Stats"
35 P3	N/A < 25k SF	0	20020	8 Southeast	1,097,962	34,713	38,025,296	70%		Reserved	SH & DHW	No	0	"Heat Pumps, Lighting, T-Stats"
13 P2	N/A < 25k SF	56	20011	4 Northwest	463,478	1,045	7,912,625	53%		Reserved	SH	Yes	11,977	"Heat Pumps, Insulation, Lighting, Water Heaters"
43	N/A < 25k SF	20	20003	6 Northeast	54,303	2,901	1,755,918	15%		Pipeline	DHW	Yes	1,702	"Aerators, Heat Pumps, Low-Flow, Shower Heads, T-Stats, Water Heaters"
22	N/A < 25k SF	26	20011	4 Northwest	253,752	4,103	5,784,623	58%		Reserved	SH & DHW	Yes	14,226	"Aerators, Heat Pumps, Insulation, Lighting, Shower Heads, T-Stats, Water Heaters"
46	N/A < 25k SF	4	20003	7 Northeast	24,660	1,796	1,333,552	56%		Pipeline	SH	Yes	1,796	"Aerators, Heat Pumps, Low-Flow, Shower Heads, T-Stats, Water Heaters"
45	N/A < 25k SF	12	20003	7 Southeast	37,252	252	517,384	25%		Pipeline	SH	No	0	"Aerators, T-Stats, Water Heaters"
47	N/A < 25k SF	15	20020	7 Southeast	52,757	2,901	1,775,835	20%		Pipeline	SH & DHW	Yes	2,901	"Aerators, Heat Pumps, Lighting, Shower Heads, T-Stats, Water Heaters"
41	N/A < 25k SF	14	20032	8 Southeast	45,826	0	603,339	55%		Pipeline	None	No	0	"Aerators, Heat Pumps, Low-Flow, Shower Heads, T-Stats, Water Heaters"
42	N/A < 25k SF	18	20019	3 Northeast	137,882	0	2,208,247	54%		Pipeline	None	No	0	"Heat Pumps, T-Stats, Water Heaters"
50	N/A < 25k SF	14	20032	8 Southeast	72,411	0	1,236,115	67%		Pipeline	None	No	0	"Aerators, Heat Pumps, Shower Heads, T-Stats, Water Heaters"
36	N/A < 25k SF	15	20009	1 Northeast	113,670	4,642	6,399,231	21%		Pipeline	SH & DHW	Yes	10,178	"T-Stats, Aerators, Heat Pumps, Pipe Wrap, Shower Heads, Water Heaters"
17	No	173	20019	7 Northeast	893,833	0	15,721,796	94%	56%	Pipeline	None	No	0	"Heat Pumps, T-Stats"
37	N/A < 25k SF	164	20020	7 Southeast	153,913	8,421	7,105,984	46%		Pipeline	SH & DHW	Yes	10,821	"Heat Pumps, Pipe Wrap, Water Heaters"
54	N/A < 25k SF	4	20011	4 Northwest	22,994	958	824,420	66%		Pipeline	SH & DHW	Yes	958	"Heat Pumps, Water Heaters"
29	No	64	20015	3 Northwest	134,374	272	2,429,567	63%	13%	Pipeline	SH & DHW	No	0	"Aerators, Chillers, Shower Heads, VFDs"
51	N/A < 25k SF	42	20015	3 Northwest	236,622	16,208	11,558,122	52%		Pipeline	SH & DHW	Yes	16,208	"Heat Pumps, Pipe Wrap, T-Stats, Water Heaters"
Total		2,136			9,126,402	153,599	219,321,118						171,596	

Report Key

Status Definitions	
Complete	EEM install is complete
In Progress	Work to install EEMs is underway
Reserved	Customer has agreed to project scope and is planning for the retrofit

Yellow highlighted projects are new since last report

Blue highlighted projects which appeared on last month's report, that have changed Status since last report

*Therm savings from fuel switch projects are converted to kWh savings. The therm savings represented here are to show the savings but should not be included in the total energy savings for a project to avoid double counting

Column Definitions			
Project #	Projects are numbered for privacy issues	Lifetime Savings (kWh)	Energy savings (converted to kWh) times the effective useful life (EUL) of a measure gives Lifetime savings
BEPS Compliant	Are the buildings on this property compliant with BEPS Program?	Customer Share	The percentage share of the project cost paid by the customer
# of Units	Number of units for the whole property	Percent Energy Savings	The % savings for the retrofit project (energy savings from project divided by total energy consumption for property)
Zipcode	The zipcode of the property	Status	See adjacent "Status Definitions" legend
Ward + Quadrant	The DC ward number and quadrant of the property	Gas End Uses	SH=Space Heating, DHW= Domestic Hot Water Heating
Electric Savings (kWh)	Annual kWh savings derived from the Mid-Atlantic TRM	Fuel Switch	Is the property switching from one fuel source (i.e. gas) to another (i.e. electric)?
Gas Savings (Therms)	Estimated annual therm savings derived from the Mid-Atlantic TRM	EEMS	A list of Energy Efficiency Measures (EEMs) installed



pepco™
AN EXELON COMPANY



Income Qualified Multifamily Energy Efficiency Program

Case Study: D Street Apartments

9-unit affordable apartment property in Washington, D.C.

Total Project Cost: **\$130,463**

Utility Rebate: **\$83,084**

Annual Utility Cost Savings: **\$11,412**

Customer Satisfaction Survey Score: **10 out of 10**

Project Scope:
Replaced existing 20-year-old in-unit gas forced air furnaces and central AC with dual-fuel and cold-climate heat pumps. Installed an 80-gallon heat pump water heater leaving existing gas unit as backup. Plus, installed smart thermostats.

Pepco has contracted with ICAST, a leader in multifamily housing, to manage and administer a custom energy efficiency incentive program for income eligible multifamily properties in their DC service territory.



64%
of project costs were covered by incentives

“I did really like the team who worked on the project and overall am satisfied with the outcome.”

- Andreas Pericli, Chairman, CEO and Chief Strategist, Euclid Financial Group, Inc.

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