



DC Electrification Rebates Contractor Onboarding Session

November 14, 2024

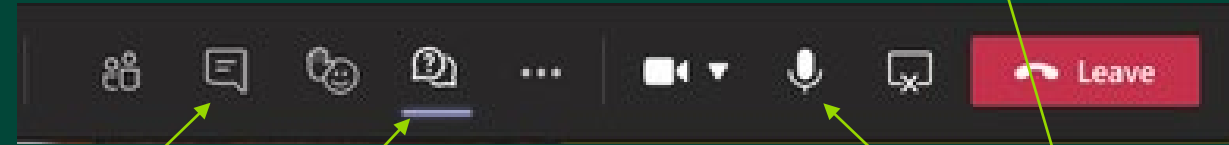
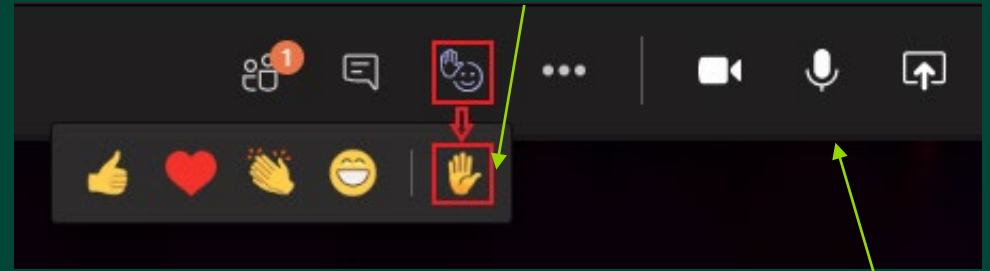
Emmett Deitcher, Program Manager

Brooke Shane, Associate Program Manager

Session Expectations

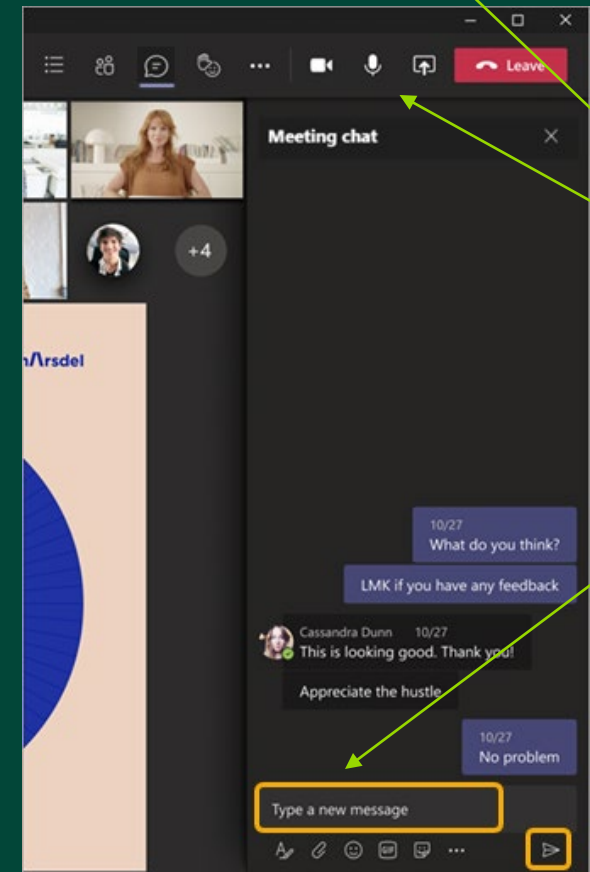
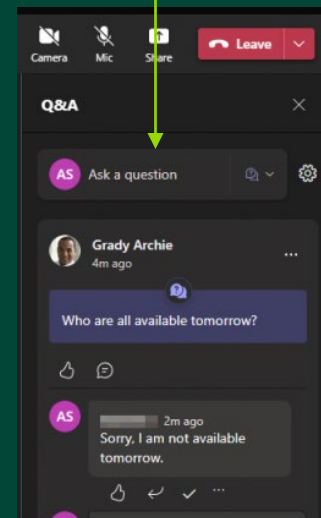
- Q&A will be at the end of the session.
- Please let us know in the chat section if you are having technical difficulties or difficulty hearing the presentation.
- To submit a question, please use the chat/Q&A to write out your question or use the 'raise hand' feature (see photo). Once your hand is raised the moderator will call on you to come off mute to give an auditory response
- Please put all questions in the chat bar and we will address as many as possible. DCESU will be bound only to written answers to questions provided under the formal RFP process.
- The webinar will be posted on our website for anyone wanting to review the information discussed today at www.dcseu.com/resource-library

Raising Your Hand



Using Chat

Using Q&A



Mute Button

Using Chat

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.

What is the Sustainable Energy Utility?

- Clean & Affordable Energy Act (2008)
- Ratepayer-funded, privately operated
- Performance-based contract to DOEE
- Designed to fulfill DC's clean energy and climate goals through community-centered initiatives that foster equity and deliver lasting value to the people and businesses of the District.

Program Goals



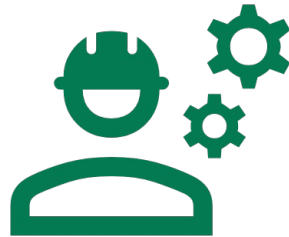
**DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY**



**Residential
electrification**



**Middle-to-high
income households**



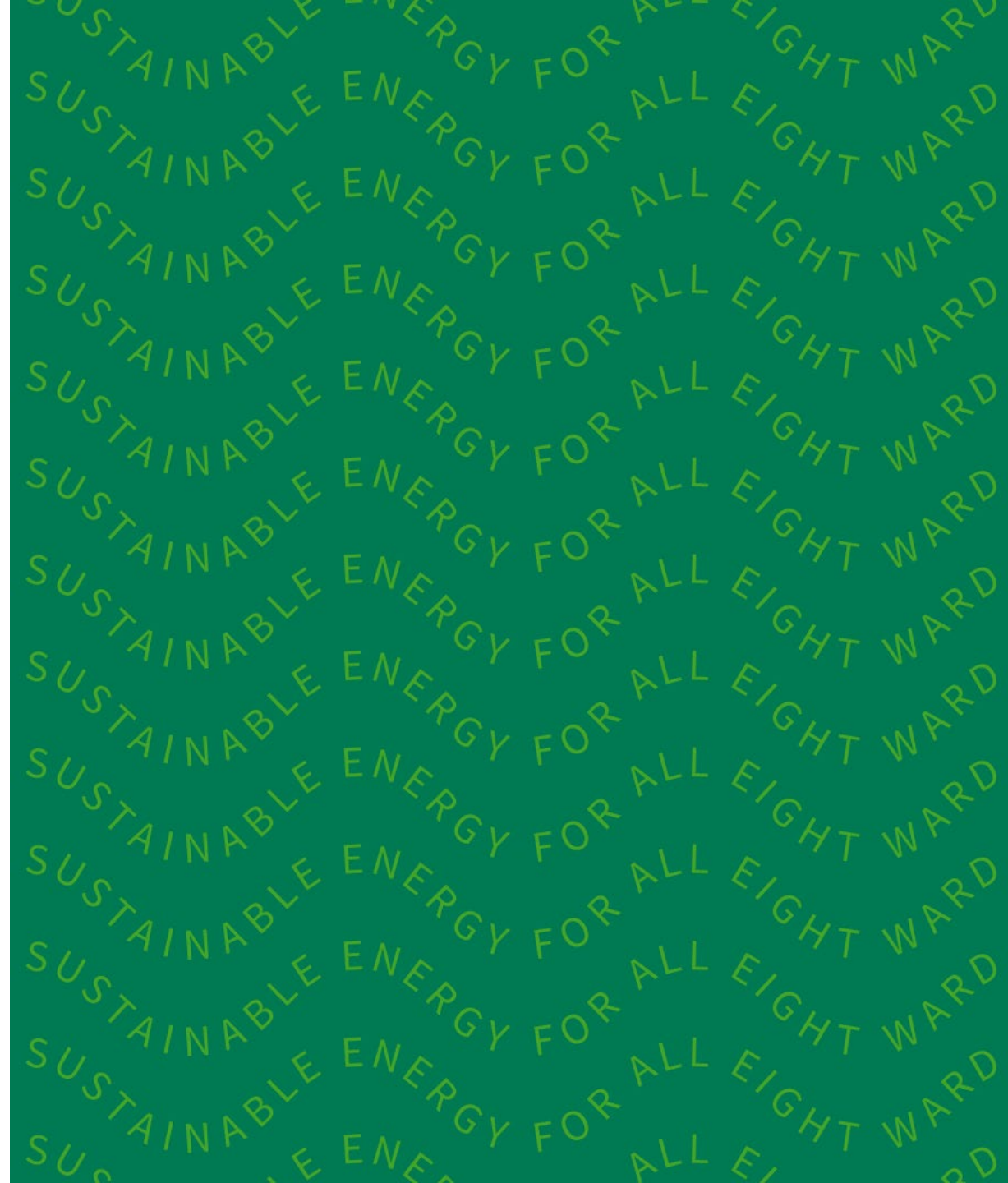
**Working with local
contractors**



**More funding, more
measures offered!**

Agenda

- Program Introduction
- Rebate Offerings
- Required Compliance and Documentation
- Other DCSEU Programs for Contractors
- Q & A





DC Electrification Rebates

The DC Electrification Rebates (DCER) will provide enhanced rebates to middle- and higher-income folks in DC looking to electrify their homes with efficient heating/cooling equipment, certain Energy Star appliances, and electrical upgrades. For homes switching their fuel source from gas to electric, we will provide significant rebate amounts to cover the costs of these changes; for homes doing electric-to-electric upgrades, we will also be providing a lower (but still enhanced) rebate.

These are NOT IRA Rebates.

All DCSEU Residential Rebates

All rebates are only for qualifying electric equipment



Home Heating*
\$1,000-\$5,000 off



Dehumidifiers*
\$35 off



Smart
Thermostats*
\$50 off



Air Conditioning*
\$250-\$5,000 off



Washers & Dryers*
\$75-\$700 off



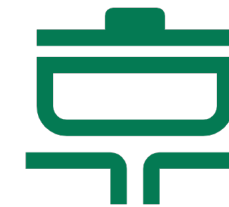
Refrigerators*
\$75-\$100 off



Water Heating
\$750-\$1,600 off



Electric Lawn
Equipment
\$75-\$500 off



Stoves*
\$400-\$800 off



*Look for the ENERGY STAR logo and/or check the model # on our [site](#)



DC Electrification Specific Rebate Offerings

- Heat Pumps for Heating & Cooling (ENERGY STAR)
- Heat Pump Water Heaters (NEEA Certified)
- Electric Heat Pump/Hybrid Clothes Dryers (ENERGY STAR)
- Conventional Electric Clothes Dryers (ENERGY STAR)
- Electric Cooktop, Stove, Range or Oven (ENERGY STAR)
- Induction Cooktop, Stove, Range or Oven (ENERGY STAR)

Resident & Equipment Qualification Criteria

Resident Criteria

- Must be an owner or tenant of a single-family home (four units or less) located in the District of Columbia. This can also include owners of individual condominiums and co-operative units located in the District of Columbia.
- Total rebates are limited to **\$15,000 per household**, per fiscal year

Equipment Criteria

- Must be new; used or refurbished equipment is **NOT** eligible for rebates.
- Must be installed in accordance with all laws, codes and other requirements applicable under federal, state and local authority
- All installed appliances and HVAC equipment **MUST** be Energy Star certified, or NEEA certified (for water heaters).
- The Energy Star Most Efficient level will qualify for the higher rebate (as will NEEA tiers 3 & 4), where applicable.
- The Energy Star heat pump ratings are very similar to CEE.
 - Minimum efficiency: SEER2- 15.2, EER2- 11.7, HSPF2- 7.8

HVAC ENERGY STAR Criteria

Product Type	SEER 2	EER2	HSPF2
Heat Pump Systems	≥ 15.2	≥ 11.7	≥ 7.8

- Though these are the baseline standards, please double check our [Qualified Products List](#) to make sure that heat pump systems you are installing, meet the Energy Star or Energy Star Most Efficient Criteria.

Qualified Products List

The screenshot shows the DCSEU Qualified Products search interface. At the top left is the DCSEU logo and the text 'QUALIFIED PRODUCTS'. Below this are three navigation links: 'Search by Model Number', 'Browse Product List', and 'Download Product List'. The main heading is 'Search for Heat Pumps - Ducted & Ductless' with a '(change product)' link. Below the heading is a search instruction: 'Enter a Model Number, Brand/Manufacturer, or both to search'. There are four input fields: 'Outdoor Model Number/Name', 'Optionally enter the Indoor Model Number', 'Brand/Manufacturer', and 'Optionally select a Technology' (a dropdown menu currently showing 'All Technologies Selected'). A blue 'Search' button is located at the bottom right of the search area.

- If you do not know whether a measure qualifies or which rebate tier a measure qualifies for, search [here](#)
- We download this list directly from the Energy Star website

Measures	Electric-to-Electric Low	Electric-to-Electric High	Fuel Switch Low	Fuel Switch High
Heat Pump Water Heater	\$750	\$1,000	\$1,200	\$1,600
Heat Pump for Space Heating & Cooling	\$1,000	\$1,500	\$4,000	\$5,000
Electric Heat Pump Clothes Dryer	-	\$400	-	\$600
Conventional Electric Dryer	\$175	-	\$275	-
Electric Cooktop, Stove, Range or Oven	-	\$400	-	\$600
Induction Cooktop, Stove, Range or Oven	-	\$600	-	\$800

Solar Contractors

- Do **NOT** use this program to access discounted heavy ups.
- You **must install** a heat pump water heater or heat pump to access heavy up rebate.
- If you do this, the rebate will be denied.

Required Documentation

- Paid Contractor Invoice with balance due of \$0
- Materials Invoice that matches model number
- DOB Permit (or Inspection Scorecard) if needed
- Pre- and Post-Installation photos for **fuel switch** projects
 - Must be Geotagged to match home address

Geotagged Photos 101

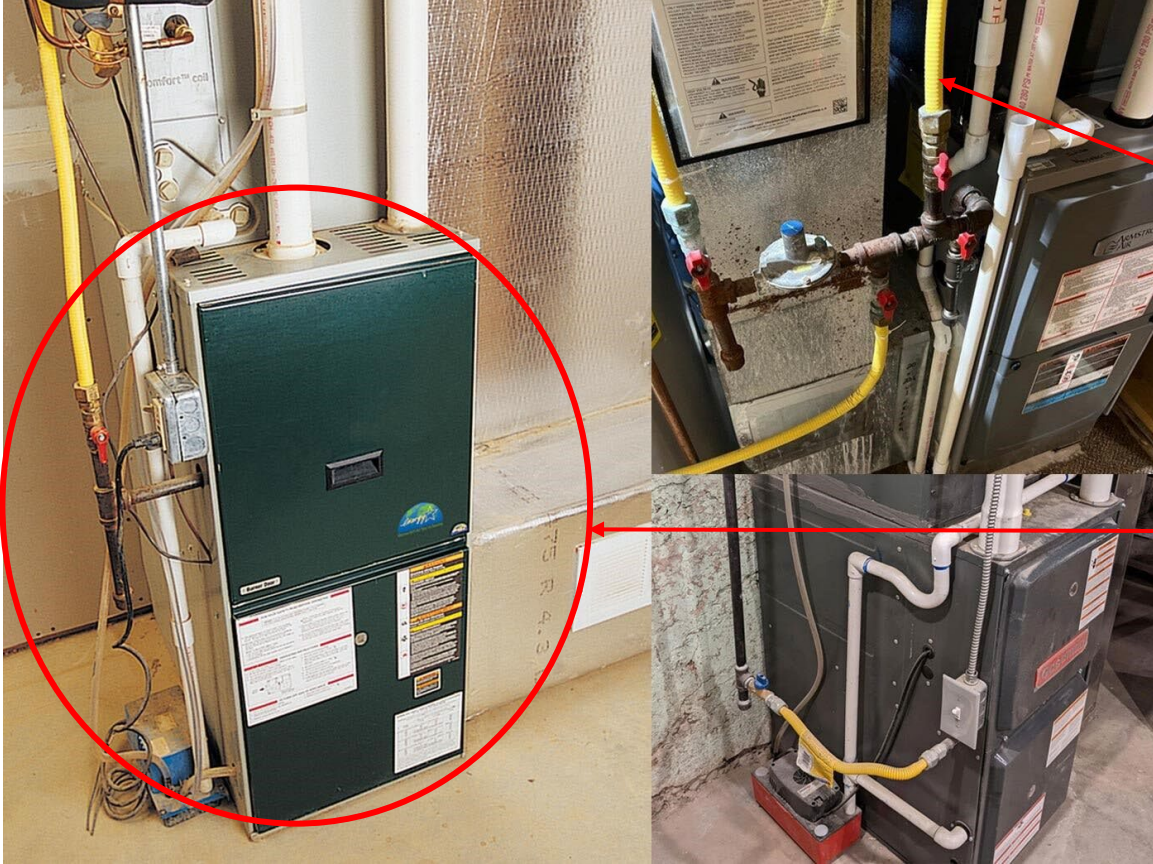
- Geotagging is the process of taking a description of a location, such as GPS coordinates, an address, or a place name, and converting it into a specific geographic location
- This is usually in the form of latitude and longitude coordinates. In other words, it's translating a human-readable location into a format that computers can easily plot on a map.
- [**LINK HERE FOR INSTRUCTIONS**](#)

Pre-photos (furnace)

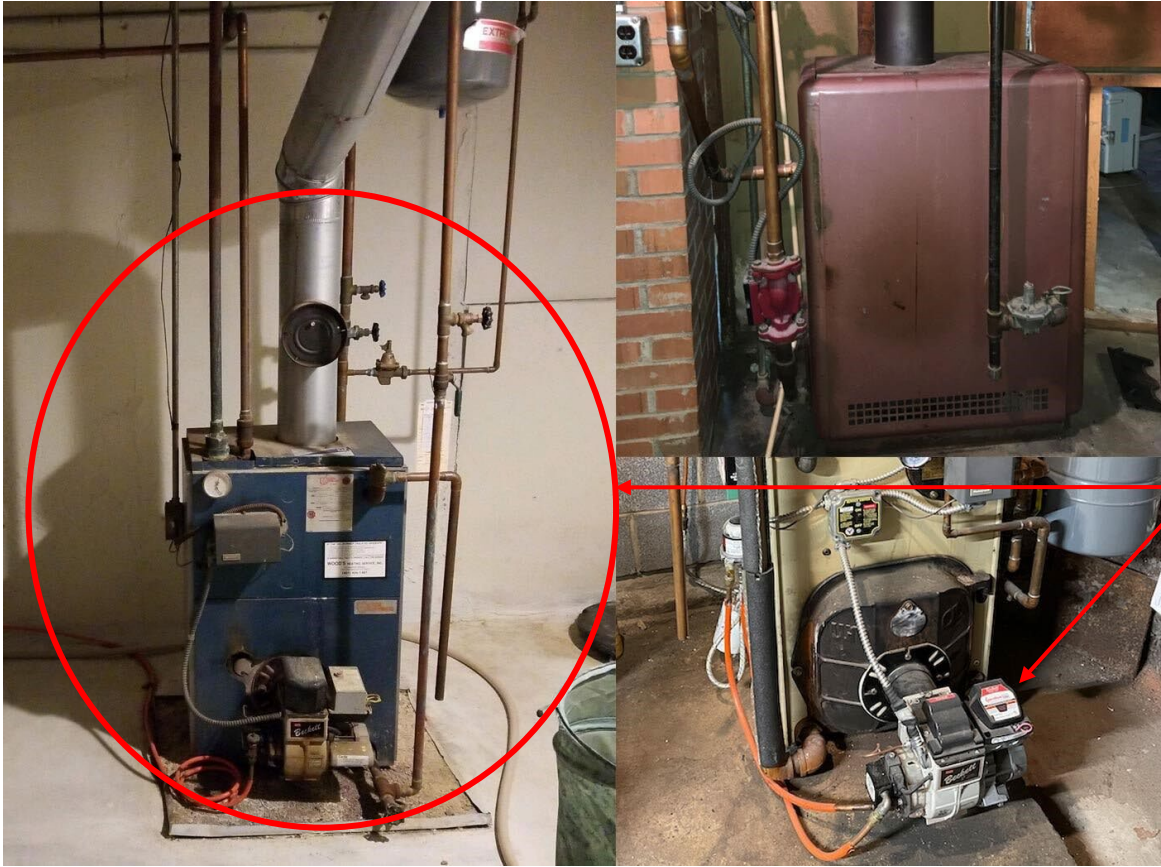
We are looking for 2 pre-photos (minimum)

1) Visible gas line connecting to furnace

2) See the whole system in the frame of a photo



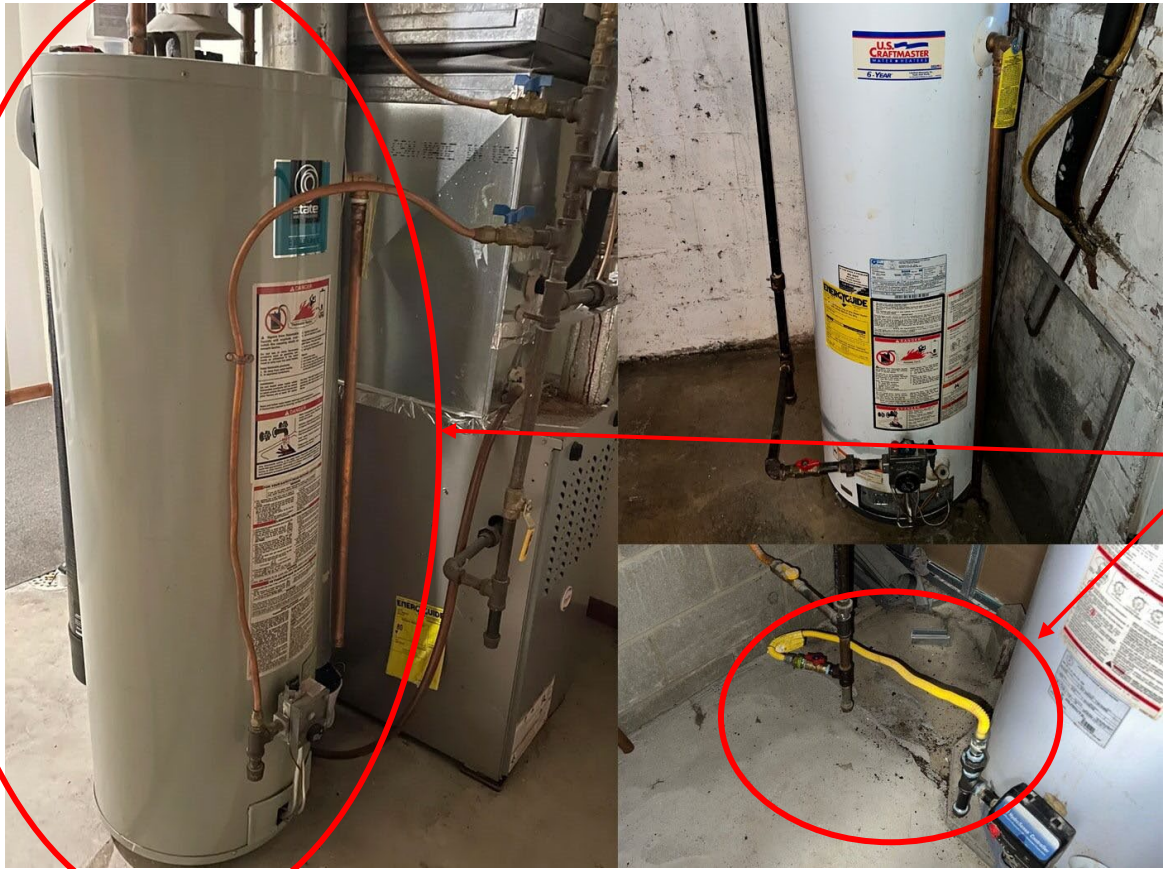
Pre-photos (boiler)



We are looking for 2 pre-photos
(minimum)

- 1) Visible gas line or oil/fuel tank connecting to boiler
- 2) See the whole system in the frame of a photo

Pre-photos (gas water heater)



We are looking for 2 pre-photos
(minimum)

- 1) Gas line connecting to water heater
- 2) See the whole system in the frame of a photo

Pre-photos (gas stove)



We are looking for 1 pre-photo

- 1) See the whole system in the frame of a photo and can identify that the burners are gas

Pre-photos (gas dryer)



**We are looking for 2 pre-photos
(minimum)**

- 1) Visible gas line to water heater
- 2) See the whole system in the frame of a photo

Post-photos (ALL installed measures)



- One photo for every instance where gas was capped.
- If you replaced a furnace with a heat pump and a gas stove with an induction stove, we would expect at least two photos.

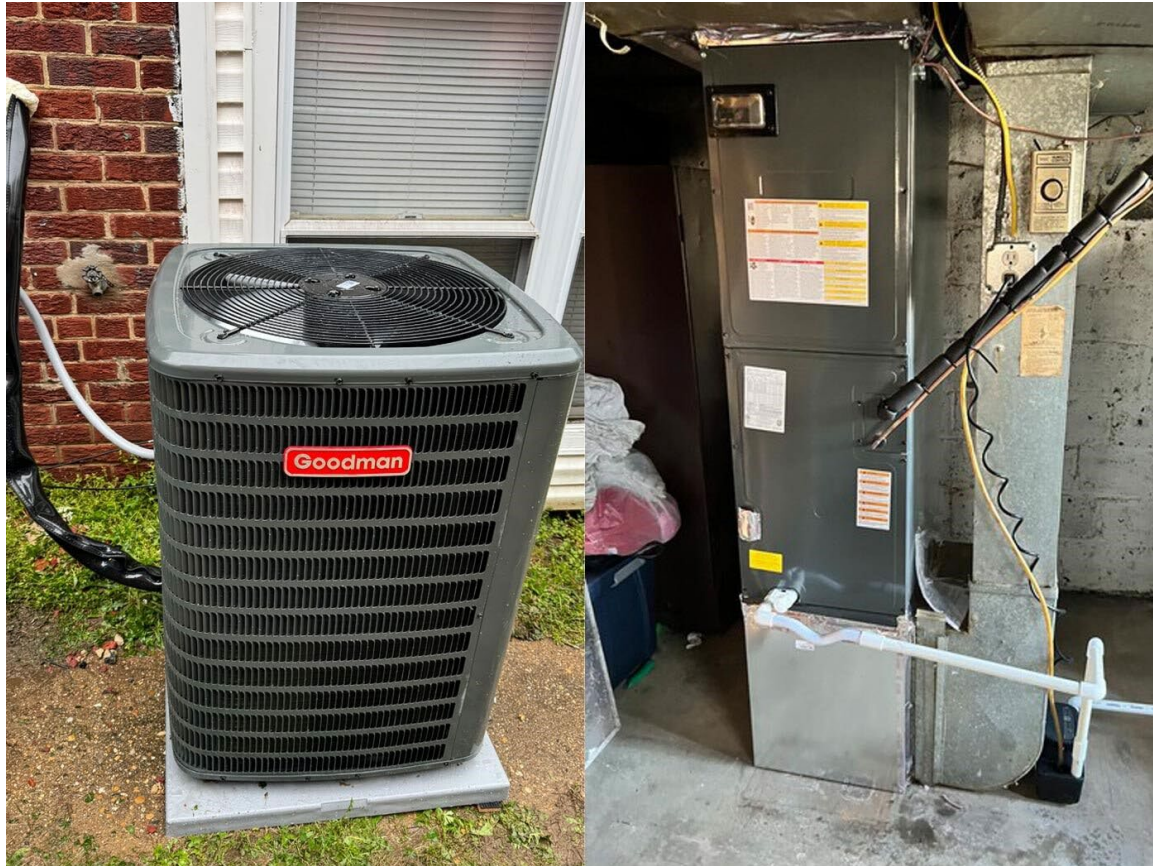
Post-photos (ductless heat pump)



**We are looking for 2 post-photos
(minimum)**

- 1) Outdoor heat pump unit (fully in frame)
- 2) At least one indoor air handler

Post-photo (ducted heat pump)



**We are looking for 1 post-photo
(minimum)**

1) Heat pump unit (fully in frame)

Post-photo (ducted heat pump)



We are looking for 1 post-photo (minimum)

- 1) Heat pump water heater (fully in frame)

Post-photo (induction/electric stove)



**We are looking for 1 post-photo
(minimum)**

- 1) Induction/Electric stove (fully in frame)

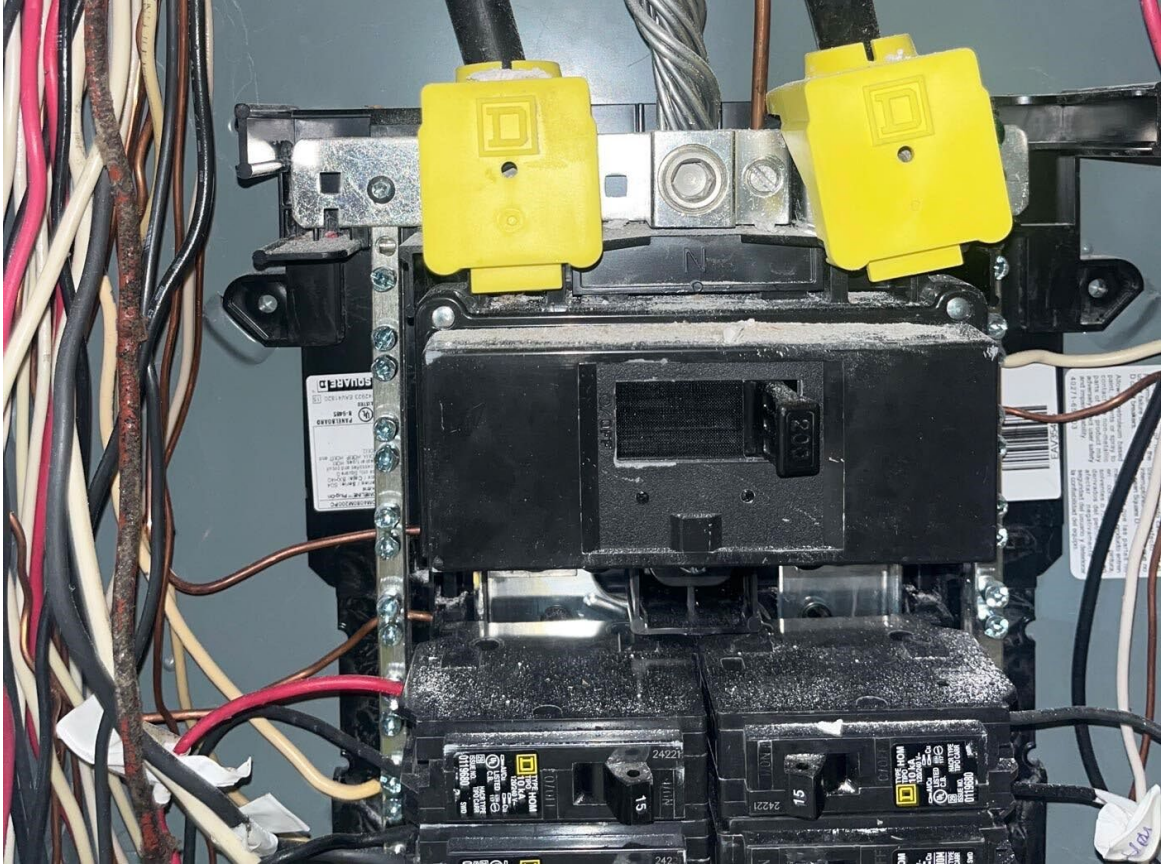
Photos for electrical panel upgrades



We are looking for 1 pre-photo
and 1 post-photo

- 1) Photo of old panel
- 2) Photo of new panel

Photos of electrical circuit addition



We are looking for one photo per circuit installed (max of 3)

Inspection

- We will randomly sample 15% of all DCER fuel switch projects above \$5,000.
- We will randomly sample 10% of all DCER fuel switch projects below \$5,000.
- We will hold payment remittance if project is randomly selected, so make sure we have access to customer contact info to ensure speedy completion.

Documentation Methods



Preferred method

Pre-installation photos showing gas measures

Post-installation photos showing gas capping and installed electric measures



Fully electrified homes

Copy of a gas bill, pre-installation, showing usage

Copy of a gas bill, post-installation, showing no usage



Alternative method

Contractor invoice that indicates previous gas technology being capped & replaced

Post-installation photos showing gas capping and installed electric measures

Compliance for Electrification Services

*Must Be Paired with HP/HPWH Installation

Heavy Ups

- Contractor Invoice
 - Confirmation that current supply of electricity to house is 200 Amps
- DOB Permit and Inspection Scorecard
- Post-installation photos

Electrical Circuits

- Contractor Invoice
- DOB Permit
- Post-installation photos

Electrification Services	Rebate
Heavy Up (Electrical Panel Upgrade)	\$2,000
Add Electrical Circuit (Max of 3)	\$400 per circuit

Additional Qualification Criteria

- If customer applies for a heat pump, but also installed gas furnace as part of project, they would **not** be eligible for fuel switch rebate.
- All application materials **must** be received 30 days from DCSEU initial request for fuel switch documents
 - If not received in time, we will proceed with the application at the lower rebate level assuming all other materials are verified.

Other DCSEU Opportunities for Contractors

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Visit Our New Contractors Page

This page features information about:

- Residential/Business Rebates
- Contracting Opportunities
- No-Cost Training Opportunities
- Workforce Development Opportunities
- DCSEU Resources for Contractors

Visit dcseu.com/contractors

Business Rebates

Standard Rebates

- Lighting
- Motors
- HVAC
- Refrigeration
- Food Service & Vending

Instant Rebates

- Lighting
- HVAC

Visit dcseu.com/business-rebates

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.

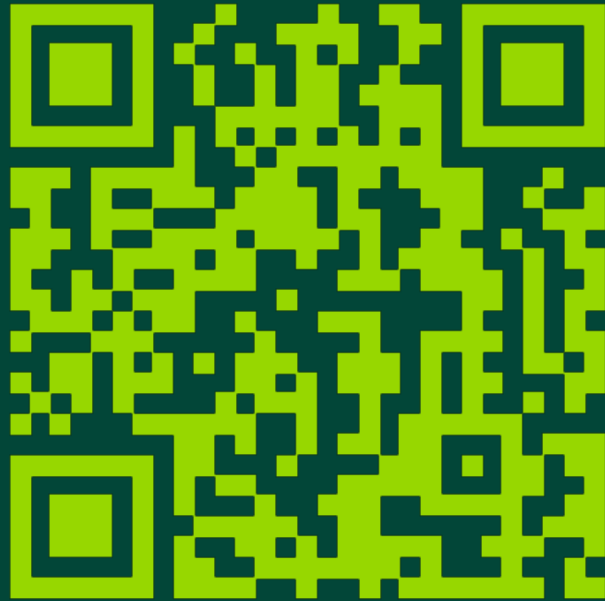
Workforce Development at the DCSEU

Workforce Development Program

- Twice a year, the DCSEU connects District residents with 3-5 month paid 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**

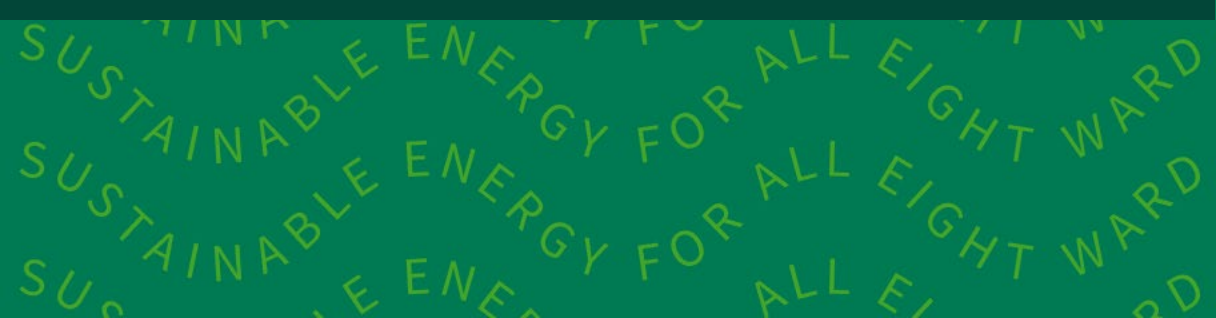
Train Green SEICBP

- 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 dcseu.com/TrainGreen**



Sign up for Contractor Updates

Visit dcseu.com/contractorupdates and sign up to receive updates about upcoming trainings and opportunities with contractors





**DISTRICT OF
COLUMBIA
SUSTAINABLE
ENERGY UTILITY**



Thank You

Emmett Deitcher

Program Manager

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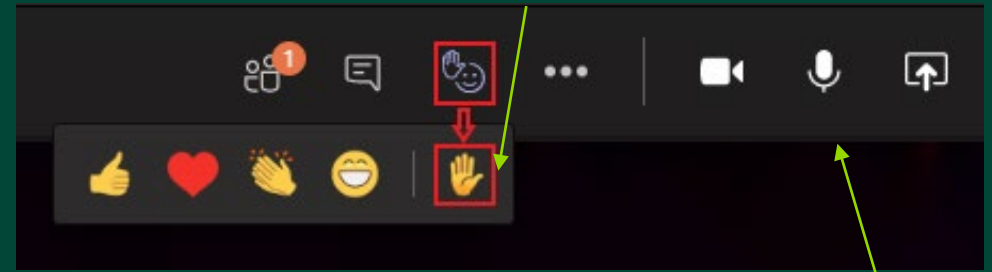
★ ★ ★ DEPARTMENT
OF ENERGY &
ENVIRONMENT

★ ★ ★ GOVERNMENT OF THE
DISTRICT OF COLUMBIA
WE ARE WASHINGTON
DC MURIEL BOWSER, MAYOR

Questions

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