

**New Jersey's Clean Energy Program  
Energy Efficiency Committee Meeting  
Tuesday, July 13, 2010  
Hosted by Honeywell – BPU, Trenton**

## **Introductions**

### **Program Coordinator and Regulatory Updates**

Presenters: Mike Winka (BPU) and Mike Ambrosio (AEG)

1. Mike Ambrosio – There are a number of issues regarding payments for Home Performance with ENERGY STAR ® Program – The Program recognizes the issues and Honeywell will talk later about changes that have been made. Good news is that about \$4M in checks are going out over next couple of days. Also the backlog for all of the payments for training, certification, and equipment is up to date and checks are being mailed this week. Issues related to payment in NJNG territory have been resolved and checks are going out in the batch this week as well. There are over \$2.5M for invoices for rebates and loan buy downs that have been approved by Treasury and Honeywell and money should be going to EFS and/or Contractors this week.
  - a. It is believed that all the payment issues have been solved except for one. This one is going to continue for projects located in the PSE&G territory as EFS has reached the limit for which they front/float the money. So for those projects, there will continue to be a hold from the time that CSG/Honeywell approves the project until the time the invoice is processed, then until the time that EFS receives the money from the NJCEP. This should not be 90-120 days, but should be more in the 30 day range from once CSG approves it and Honeywell prepares the invoice.
  - b. Overall, Treasury cannot float the money. It is not believed that this will be changed as the State has rules on expenditures. However, they are working on Treasury to provide some of the up front working capital to enable even the projects in PSE&G's territory to be processed in 48hrs as opposed to 30 days. They are working with Treasury, but as of right now have not come up with a solution that is acceptable.
  - c. Mike Winka - Treasury in some cases can give money upfront when they are large grants. When making a payment for services delivered. However, they have rules that you must submit for payment and then Treasury will pay. Trying to develop a structure that meets Treasury requirements.
  - d. Mike Ambrosio (AEG) – Again, this was one of multiple issues. Came as somewhat a surprise to a lot of people that EFS came to its limit and that they were unable to continue to float those dollars.
    - 1) There have been lots of changes to other processes/procedures that have helped other issues and Honeywell will be going over today. Overall, a lot of progress has been made.
    - 2) One issue not really talked about is that CSG Home Performance staff has simply been overwhelmed. As everyone can understand, it takes time to train and get back up staff on board. They were not staffed up for the volume hit they had.
    - 3) It is going to help by having some kind of rationale to how the applications come in.
2. Sustainable Energy and Economic Policy Forum – Mike Winka – There is no update on this, other than the direction from the Board was to do the Energy Master Plan. They are in that process right now. He believes it is expected to come out with a draft in September. They have an internal work group looking at the data, they have a task force helping to formulate some of the strategies and then there will be an open public dialogue. Charge from the Governor was to look the Energy Master Plan given the economic situation today and to focus on economic development and jobs and not just how we are going to get GHG reduction. Goal is to have a completed EMP by end of year.
3. Updates on Filings, Board Orders and Regulatory Items – The Board Order on the second revision were signed. There are some changes. ARRA Order is in for signature.
4. Federal Stimulus Funding – Revision on the SEP plan that was approved and that Board Order is in for signature. It moves around dollars into NJCEP or allows access for some of those dollars for the NJCEP.
5. ARRA Activities – They are seeing big uptake and seeing invoices. Reopened the Appliance program on July 1<sup>st</sup> and the plan to run down the funding, instead of starting and stopping. The key to the Direct Install

Program is the Energy Efficiency Conservation Block Grant. Program started and those are going out - rebates are available. There are letters out to the municipalities. Noting although there is a reduced amount. There should be enough funds on the Direct Install Program to get us through the year. Will have a couple of training sessions for the muni's kicking off and a lot of input.

- a. Mike Ambrosio – If program was part ARRA and part NJCEP (i.e., any part ARRA) then it will be paid through ARRA.
  - b. Mike Winka - This is not retro. It is from the date the Order is signed.
6. Mike Winka – Overall, in the process of transition for the NJCEP and going through the analysis now. There are a number of options being looking at. It is either going to be a state agency, non profit or for profit entities or the Utilities and they either run it under a contract or some regulatory structure. All options are being explored. Focusing on administrative costs and how to reduce for the program. That transition is designed for starting to be implanted sometime in 2011.
  7. Someone in the audience asked if they were looking at any contingency plans just in case Home Star comes into play. Mike Winka responded that they are watching it. Noting there has not been a lot of movement on that side.

## **Home Performance Payment Process**

Presenters –Joe Gennello (Honeywell) and Dave Wolk (Honeywell)

Presentations – HP Payment Process

1. Program Overview – Completions, approvals and new applications are the 3 key items in the program. In the beginning of they year we were doing really well and steadily improved from Jan – March. Then in March and April took a huge hit that strangled the program.
2. Resources – About 28 staff at CSG. Added 6 individuals in the last 60 days and have additional staff and support lent from sister programs/projects in accompanying states. There are also additional Market Managers members helping.
3. Process Map - Shooting for 10 business days for approvals, however, the 2K applications halted that. They do plan on having everything approved with the exception of less than maybe a 100 approved by the time the program is re-opened. Work Scope Approval process is running 4-6 weeks and they really want to try to get it down to 2-4 weeks. Honeywell's part is currently at 7 days and they want it to be at 5 days. The Program Coordinator wants to be at 5 days and is currently at 10. OCE/Treasury running 10 days.
4. Process Change for Incentive Component – We were not processing incentives for EFS until they had completed the loan. These 2 components were tied together so that the completed Work Scope moved up to EFS, EFS finalized the loan paperwork, paid the rebate and invoiced the program. What happened was that EFS met the limit of cash they could float, so they were not processing any more loans and as they were not processing loans, they were not invoicing NJCEP, so NJCEP was not processing any payments and got into a cycle that we could not get out of.
  - a. Now we have broken up this process and the companies have coordinated and now whenever a contractor supplies completed paperwork that is inspected and approved by CSG, CSG will immediately process the incentive portion of that regardless of who the payee is.
  - b. When it is PSE&G EFS will invoice the buy down to us the buy down amount and then will process that separately from the rebate so they are doing it in 2 steps.
  - c. Whole point is pushing money to EFS sooner. Nancy O'Brien (EFS) – Things are getting to a better point now.
  - d. Does cause some processing issues as we are now taking a process that used to be singular and breaking it in half and some of it is running parallel, so they have to be careful.
5. Statistics
  - a. \$ 8.38M paid in the last 60 days
  - b. \$19.26M paid year to date
  - c. \$ 2.69M pending.

6. Great news for NJNG. NJNG came alongside the program and put \$7M aside and created a memorandum of understanding and that allows funds to be deposited into the account. Based on the Board action that was just completed, as well as IT changes, we are now about to pay for Tier II and Tier III incentives for their customers. First round of checks this week. In other words, Honeywell is pre-funded and they can get money out the door.
7. Training payments are nearly caught up.
  - a. 61 equipment rebates equaling \$145,413 to be paid this week.
  - b. Only 4 items in backlog
  - c. Contractors In-progress That Completed the Commitment Survey - Have until August 26 to acquire their BPI Accreditation then 30 days from their accreditation date to submit the documentation to request reimbursements.
8. EFS Payments Process – For NJNG, SJG, E-town gas loan program, EFS is pretty much caught up now, so at the point at which they get the Work Scope completion from CSG they have been processing at a target of 10 days and believes they are now doing at 2-3 days. Nancy O'Brien (EFS) – Processing anything that is non PSE&G right away.
9. EFS Payment Process for PSE&G – There is the delay based on the communications back and forth between CSG and EFS, etc. They are hoping to get it to 60 days or less. Mainly depends on the amount of applications that are received.
10. EFS Statistics:

Totals Paid for Program through 7/9/10		
	PTD	YTD
All Loans Paid	\$8,397,262.67	\$8,106,963.43
All Incentives Paid	\$7,005,405.11	\$6,711,355.86
<b>Total paid</b>	<b>\$15,402,667.78</b>	<b>\$14,818,319.29</b>
Loans/Incentives Pending Payment		\$2,327,881.13

Contractor Payments Pending as of 7/9/10			
	PSE&G	SJG	Total
Loans Pending Payment	\$676,833.45	n/a	\$676,833.45
Incentives Pending Payment	\$1,345,107.46	\$305,940.22	\$1,651,047.68
<b>Totals</b>	<b>\$2,021,940.91</b>	<b>\$305,940.22</b>	<b>\$2,327,881.13</b>

11. Timeline and Backlog:
  - a. Program expected reopening July 29. Posting the actual date on July 21<sup>st</sup>.
  - b. Backlog of pending approvals to be less than 100 applications before they reopen.
  - c. 2,887 approved
  - d. 874 WSA pending
  - e. 1,317 work completions
  - f. 240 units at HW/OCE for payment
12. Communication – There are a number of different ways for contractors to learn about their status.
  - a. E-mail notifications of all payments (OCE & EFS)
  - b. HomeCheck
  - c. Looking at have on NJCEP Website
  - d. Monthly calls
  - e. Office appointments to review contractor portfolio - Always open to a contractor review. For office appointments call Julie deSeve or Don Swift.

13. Contractor Reaction:

- a. BPCA Representative – They were at a big contractors meeting in Rutgers and there were many complaints about payments. Contractors want to back the program, but they want to see the money. They are all at a “we’ll believe it when we if see it” stage. Questioned if approved in HomeCheck actually means approved as they may find out that in fact it is a pre-approval. Also complained about receiving numerous program updates from different people and suggested having one source. (i.e., different emails coming from different staff). They are also hearing about clients threatening legal actions due to the total energy changes.
  - 1) Mike Winka – Suggested contractors appealing to the Board with those legal issues. Not going to say they will be changes, but makes that suggestion.
  - 2) Joe Gennello (Honeywell) – We can put together a one page piece for contractors to give to their customers about why we changed to Total Energy. Program said there actually is one already and they will re-circulate. Joe Gennello admitted that the program has challenges with the amount of resources and amount of submissions. Part of the communications coming from different people is due to the approach of how many people they have put on the processing team and there are different people doing different things. Perhaps once we get caught up and stabilize they may be able to centralize communications.
  - 3) Mike Ambrosio – The Program has the same goal as the contractors. We have to get to a steady state stage/mode. All the issues have become much more manageable and easy to handle.
  - 4) Joe Gennello - Offered up a series of customer’s calls/group, where the contractors could offer up a customer to partake in that discussion/group call. Mike Ambrosio – Offered up a weekly call with the BPCA.
  - 5) Bovio Representative– At the end of the day, it is all about the money and the planning the contractors did for their business plans to participate in this program.
  - 6) BPCA Representative- Question about PSEG. Mike Ambrosio – There are a set of programs that have been approved by the Board and there is the RGGI Legislation which allows Utilities to propose programs and unfortunately the programs PSEG proposed and had approved last year did not include a component for financing these projects. Winka – They made a choice they wanted to focus on UEZ’s. This was a negotiated settlement between several parties not just the Board. In the second revision there was a point that the Board could have dropped the entire funding of the loan program but the Board searched for shy of \$5M to cover those costs. It is really now about how to go forward in 2011. Ambrosio – Agrees, it is about 2011 stating that even if the Board told them to add a program now for example, the process would take a minimum of 6 months. Quickest way to do it is through the 2011 program.
    - i. Elaine Bryant (PSE&G) – Noted that going back a year, they were afraid the PSE&G Program would conflict with the NJCEP program. This is part of the decision to focus on a specific territory.

## **Utility Updates**

1. Tony Pugliese– (Etown) - Paid out 586 submissions for rebates and incentives so far. 67 loans approved and about 36 of them paid out so far. Just completed their annual filing and sent their budget to Jim Nappi last week.
2. Bruce Grossman (SJG) – On the Home Performance side they have something close to 350 loans paid out. They also have 319 rebates paid. Still are working down list of over 1200 that submitted WARMAdvantage projects. Now working with close to a dozen contractors in southern NJ to do a home energy assessment with the \$125 rate. Since promoting the Enhanced Rebate program, they now seem to be on a trajectory of paying out close to 100 rebates a week. On the Commercial/Industrial side they have 8 rebates paid out, and are seeing applications pre-approved worth \$76K and Pay for Performance jobs that are just under a quarter of a million. CHP - Knows of one project where they received a letter saying funding would be made available to them. Bruce questions whether or not they will be able to offer their money on top of that.
3. Elaine Bryant (PSE&G) – Numerous programs are fully allocated The Whole House and Small Business Programs are still recruiting applications. For the Whole House Program they are taking in about 400-500 per month and to date about 3k this year. For the Small Business Program they currently have about 230

projects in process and have about \$5M they do not have committed yet, but feel comfortable that it will be by the end of the year. The Municipalities is full committed and they are sending to TRC.

4. Bob Kudrick (NJNG) – Completed 2,772 audits and have paid out approx. \$2.4M. Buy downs to EFS amount to about 182. They have committed \$7M to Home Performance. Yesterday sent money to TRC for the Direct Install Program for approx. \$480,000 and have identified up of 14-15 projects for that money. They do believe that money will be expensed quickly. They are permitted to do air seal ups and have completed as of last Friday 250 seal up jobs. Note: Just received a notification from one contractor saying they are already stopping until they receive payment. However, with the breakthrough today we should see more confidence in contractors. They expect to do about 50 projects a week going forward. They have about 7 companies that will accept \$1K for the air seal ups. They can do an up sells, but they cannot go into the job specifically doing that.

## **Commercial/Industrial Programs**

Presenters: Roger Kliemish (TRC)

Presentation/Handout – C&I Market Manager EE Meeting Presentation July 13, 2010

### 1. Current Program Results:

- a. New Construction – Holding new apps that came in while funding ran out. Receiving about 12 a month. Had a heavy first part of the year. Completed Projects – This month was heavy with 20 as there were 8 the month before.
- b. Retrofit – Heavy, but not accelerating.
- c. Pay for Performance – Existing buildings had 3 approved in June, up from 2 in the previous month. A lot of the ERP's took time to develop the energy reduction plan and they are starting to come in so they are starting to see accelerations. Completions in June – None.

#### 1) Program statistics through June, 2010

- 123 applications received to date (for both existing and new construction)
    - 37 approved in 2009
    - 46 approved 2010 (through June)
    - Remaining either expired, rejected or under review
  - 35 ERP's received to date (existing only)
    - 10 received in 2009; 4 approved
    - 25 received in 2010, 6 approved through 06/10
  - ERP's to date averaging ~ \$350,000
  - Average project is about \$830k, incentives about 40% of project cost
- d. Direct Install – Tripled results from previous month. It has been a lot of stop and go. When it first came out there were legal issues, then hit by Prevailing Wage, then funding issues. Contractors are really doing a great job at accelerating and projects are moving to the installation phase.

#### 1) Projects are Moving to the Installation Phase

- \$14 M - Original incentive budget
- \$4.9M - projects currently being installed
- \$1.6M - submitted and pending approval
- \$3.7M - assessments completed, pending customer signature
- \$10.2M - (73% of \$14 million incentive budget)
- \$1.7M - 116 contractor leads with a good likelihood to commit

NOTE: 498 energy assessments completed YTD

\*Estimated potential value based on avg. project value to-date

#### 2) Direct Install Changes: Projects are now at 60/40% split \*(from 80/20)

- Scopes of Work (SOW's) had to be received by 5pm, June 21st, in order to qualify for 80% incentive. SOW's received after this date required to have the Energy Assessment Tool (EAT) rerun at new levels – 60%.
- Eats rerun over the past few weeks. Some projects fell out, others required a new SOW to be presented, approved and signed

- e. LGEAP – Accelerating and they expected this to happen. There are 2 worlds: 1) The ones in the Direct Install Block Grant world and 2) those that have done the LGEAP and are now are ready to utilize their Block Grants. Overall, program is hugely successful. Have a plan on the back end, where they are going back to those entities that have received an approved audit and soliciting them for the other programs.
  - 1) Cumulative results through June 2010 (Inception to Date)
    - 2,375 applications (one per building) received
    - 1,293 applications approved
    - 981 completed audits received
    - 781 audit reports reviewed and approved
  - 2) Other info
    - 200 audit reports *currently* under review
    - Average incentive committed per building is \$6,460
    - Total incentives committed + paid = \$7,802,868.04
- f. EECBG Eligible Entities Participating in LGEAP - Block Grant Recipients – About 82 entities with completed and approved audits. About 35 entities within the audit process. TRC has an active and aggressive outreach approach to target these entities. Working on a direct mail piece, then follow up mailer, plus a direct phone call.
  - 1) Working on Sustainable New Jersey training sessions with Randy Solomon.
- g. TEACH – 2 schools went from enrolling to being enrolled since last month.
  - 1) Districts Enrolled in 2010: West Orange, Nutley, Newark, Cape May County and Chester. 22 pending schools for benchmarking
  - 2) Benchmarkings Completed – 27
  - 3) Others Being Enrolled: Jackson, Hopewell Valley, Ridgefield Park, West Morris, Washington Twp, Hillsborough, Bernards Twp

2. Changes to Program Budget:

- a. Reallocated \$10 million from the Pay for Performance (Existing Buildings) budget to several programs:
  - 1) Retrofit - \$3 million, New Construction - \$1 million, LGEA - \$2 million and Direct Install - \$4 million. (Direct Install also received an additional \$5 million allocation from other NJCEP budgets.)
- b. A percentage of the new funding will be earmarked for local government entities (e.g. 60%).
- c. Decreased marketing budget by \$50K - \$30K from direct marketing and variable contingency, \$20K from fixed labor
- d. Prescriptive Lighting Incentive: Reduced T-12 to T-8 retrofit incentive from \$15 to \$10 July 21<sup>st</sup>
- e. Eliminated the multiple measures bonus immediately
- f. Direct Install Changes for LG Entities - Eliminated the 200 kW maximum monthly peak demand threshold for entities that are also receiving an Energy Efficiency and Conservation Block Grant
- g. Direct Install changes for ALL entities:
  - 1) Incentive/Customer cost split reduced from 80/20 to 60/40
  - 2) Reduce project incentive cap from \$80K to \$50K
  - 3) Maintain entity incentive cap of \$250K
  - 4) Market Manager has the discretion to approve applications that exceed the maximum monthly peak demand threshold of 200 kW by no more than 10%. Where one or more months exceeded the 200 kW level due to unusual spikes or seasonal fluctuations we *propose* averaging the past 12 months peak demand

- 3. With ARRA, they are seeing a lot of applications coming in.
- 4. All the contractors involved in the Direct Install Program are doing a great job.
- 5. Randy Solomon (Sustainable New Jersey) – For the outreach sessions for the non direct Block grant recipients, they had come up with some recommendations that they are now adapting based on the budget constraints. Originally they wanted them to do an inventory and then benchmarking for their buildings or for

good candidate buildings to find the best projects to maximize the cost benefit impact of their Block grant dollars and their Direct Install Pay for Performance or SmartStart match. Given that there is not enough money in the budget if they were all to come in, they are revising those proposals to be up front with them, about the fact that they believe there is enough money to carry them through to end of year, but they are not positive. Therefore, the recommendation to them is not to wait, to gather the data, then pick the buildings, then pick their projects and then maybe miss out vs. a muni that just plays the guessing game. So what they are planning to do is still recommend that they do the benchmarking, recommend that they take a deliberative approach, but be up front about where the funding is and recommend they do it concurrently.

- a. Mike Ambrosio (AEG) – Question, if you have a municipality which 5 buildings, do they have to apply for one building or can they have the Direct Install contractor tell them which one should be targeted. Roger responded saying they can come to the Program with their whole portfolio, the contractors will ask them screening questions to try and help them determine if it is a good building for the program. If they are unsure we still go out there as the assessment is free.
6. Bob Kudrick (NJNG) – Asked about fuel neutrality, if a project starts off with one fuel and ends with another. Ambrosio – said that he spoke with Mona Mosser, but she did not make a decision before she left for vacation. It is Mike's top thing on his desk for when she gets back.

## **Residential Programs**

Presenters: Dave Wolk (Honeywell) and Joe Gennello (Honeywell).

Handout: Residential Programs Progress toward Goals Statewide Results YTD June 2010 & NJ HPwES – 2010 Funding Cycle Process

1. Current Program Results
  - a. COOLAdvantage – Have changed the layout of the chart a little. There are 947 completions and ~2,500 in process and there is a huge uptake in the amount of applications coming in. Uptake factors are the weather/heat, increase in incentive, reduction to Home Performance, and just general questions about programs future.
  - b. WARMAdvantage – 7,972 completions and ~1,900 in process. Joe Navarro said the program will see big uptake in Sept for those contractors that do not want to do paperwork right now because of how much they are working.
  - c. Room AC – 1,645 completion and additional 2,200 in process.
  - d. Clothes Washers – Has always been above program goal. The rebate was dropped on June 1. 16,170 completions and over 1,800 in process. Goal to date is 9,500
  - e. SEEARP Completions for dishwasher and refrigerators – Held in April and now reopened for July 1 – August and will extend each month if necessary to finish up funding.
  - f. Dehumidifiers – Very close to target with 1,849 completions and over 700 additional applications in process. Goal of 2k.
  - g. CFL – Over target from original goal.
  - h. Appliance Recycling – 3,740 completions process to a funding request with 9,101 completed to date and over 10k scheduled.
  - i. RNC – Holding its own against program goal. Results are trending well. One of the changes coming in ESH is the open raters market.
  - j. Home Performance – 3,300 enrollments with Tier III completions just under 2K. Peggy Gallos (BPU) asked how many are ARRA and Julie DeSeve responded saying 40 and 2 are completed. Peggy then asked when will the BPU get it in their system and Julie said if this weeks testing goes well the BPU should get in a couple of weeks.
  - k. Community Partners – Just about on target.
  - l. Home Performance New Funding Cycle Process:
    - 1) 2 Funding Cycles (FC1 & FC2) for the balance of 2010:
      - i. FC1 – 2 Months (Aug & Sept)

- ii. FC2 – 3 Months (Oct, Nov, Dec)
- 2) Program / process will be posted on the website on July 21, that will describe the process and FC amounts,
- 3) Program re-opens on July 29 (Thursday). Note: By time they open program they are hoping to only have about 100 left.
- 4) Daily submittal allowances: 5 per business day per contractor for each FC. If we can go up we will and if we need to go down we will.
  - i. Each contractor will have to attach a cover sheet with each E-Fax project submittal listing All 5 Daily Projects they are submitting to keep track of their daily submittals.
  - ii. If more than 5 are a submitted, the following steps will be taken:
    - A “Rejection Email Notice” will be sent to the contractor notifying them of the fax that their submission cap has been exceeded. All excess applications will be rejected and no other submissions ca be accepted until the following day.
    - The “Rejection Email Notices” will be reviewed on a weekly basis. Contractors showing a patter of submitting more than 5 projects a day will not be allowed to submit any projects for a minimum of 1 week.
- 5) Listing of business days will be available on the website
- 6) Weekly updates will be posted on the website regarding commitments and funding availability by Monday At 12:00 PM.
- 7) Funding Sources:
  - OCE Res EE Re-allocation       \$ 7.2MM
  - SEP Re-allocation                 \$ .9MM
  - NJN Program Support             \$ 7.0MM
  - ARRA                                 \$10.2MM
  - Total                                 \$25.3MM

8) Budget Breakdown:

Item	PSE&G, SJG, ACE, ETOWN, & O&R Customers		NJN Customers	Oil, Propane & Muni Customers	Total
	OCE & SEP	ARRA-1	NJNG	ARRA-2	
Budget	\$ 8,100,000.00	\$ 5,900,000.00	\$ 7,000,000.00	\$ 4,315,000.00	\$ 25,315,000.00
\$ Processed	\$ -		\$ 633,372.00	\$ 20,000.00	\$ 653,372.00
\$ Committed	\$ 2,100,000.00			\$ 350,000.00	\$ 2,450,000.00
<b>Remaining Budget</b>	<b>\$ 6,000,000.00</b>	<b>\$ 5,900,000.00</b>	<b>\$ 6,366,628.00</b>	<b>\$ 3,945,000.00</b>	<b>\$ 22,211,628.00</b>
Number of months	5	5	5	5	5
Budget/month	\$ 1,200,000.00	\$ 1,180,000.00	\$ 1,273,325.60	\$ 789,000.00	\$ 4,442,325.60

- 9) Budget Cycle Amounts:
  - FC1 Budget = +/- \$12 MM
  - FC2 Budget = +/- \$10.2 MM
    - Anticipate Approximately \$2.9MM in Rollover From FC1 to FC2
- 10) Processing estimate: Based on anticipated business conditions under FC and 4/26 experience:
  - Anticipated to review /approve 150 projects every 4 business days (~38 day).
  - Paperwork / Technical review timeline:



Total Submittal Number (all contractors)	Date (only Business days)
1 to 150	7/30 to 8/4
151 to 300	8/5 to 8/10
301 to 450	8/11 to 8/16
451 to 600	8/17 to 8/20
601 to 750	8/23 to 8/26
751 to 900	8/27 to 9/2
901 to 1050	9/2 to 9/7
1051 to 1200	9/8 to 9/13

**Example:**

1) On Thursday (7/29) when the program opens, we receive 400 submittals (assumes all contractors submitted almost 5 submittals), these projects will be reviewed/approved by no later than 8/16

2) The first 150 received on Friday (7/30) will then be reviewed / approved by 8/20

11) Questions/Comments on Home Performance Changes:

- Joe Navarro – Commented that we may not see as many contractors come back to the program. Joe Gennello hopes that once we show that this program is back and functional and they will come back.
- Joe Navarro – Also talked about concerns with BPI and certifications and retesting. Julie DeSeve will look into.
- Bruce Grossman (SJG) – There was a stipulation that gave them the ability to pay the 25% additional incentive to income qualified customers and that percentage was based on the percentage that was set at a standard by the NCEP for their own rebate. We need to identify and memorialize what their 25% is so that when they go to recover there are not issues.
- Rep. of Bovio – Their business was the majority of the program at ~2000 a year. He believes the 5 apps a day will hurt them as it is going to limit them. Added that they put a lot of time and money into this program. He believes it is more fair for the small guys and not the big guys. Mike Ambrosio responded saying we have this same issue with REIP and that the big guys say that it benefits the little guys and the little guys say with out it, it hurts them. We're just trying to find the best way possible. Joe Gennello (Honeywell) – Asked for proposals on other methods/processes. Mike Ambrosio noted though that a decision has to be made before the notice goes out on June 21<sup>st</sup>.
- Randy Solomon (Sustainable New Jersey) – Would like to make a point to catch up in the next day or two with the program, saying he has a lot of muni's signed up and he thinks they would have a big impact on what we are trying to do.
- Anne Marie Perracchio (NJNG) - Asked about the funding and posting by Monday at noon. Joe Gennello wants to put the whole NJNG in the first funding cycle. She wanted to ask what if NJCEP closed, that the ARRA and NJNG are still open. Joe agreed that ARRA and NJNG would still be open.
- Joe Gennello (Honeywell) – Wants feedback about the dollar amounts suggested.

**Other Business, Next Meeting**

- **Next Meeting - August 17th Iselin, NJ – CSG Office.**

**Today's Attendees:**

Name	Company	In Person	By Phone
Albucher, Chelsea	Consultant		X
Ambrosio, Mike	AEG	X	

Bovio, Brian	Bovio Heating	X	
Brown, Mike	Magrann	X	
Bryant, Elaine	PSE&G	X	
Carpenter, Joseph	NJ DEP	X	
Chaplin, Dawn	Honeywell	X	
Deangelis, Diana	Pepco		X
DeLuca, Brian	TRC	X	
DeSeve, Julie	CSG	X	
Dolan, Brian	Intellidyne	X	
Donohue, John	Fuel Merchants Assoc		X
England, Cheryl	Elizabethtown	X	
Esser, Danielle	NJ HMFA		X
Evans, Deane	NJIT		X
Gallos, Peggy	BPU	X	
Gennello, Joe	Honeywell	X	
Giullierme, April	Honeywell		X
Graham, Mary Ann	ICS working in support of EPA ENERGY STAR ®		X
Grazul, Maria	CSG	X	
Grossman, Bruce	SJG	X	
Grossman, Kate	Greenwich Energy Solutions		X
Holmes, Bill	SJG	X	
Irlacher, Dana	NJ HFMA		X
Jones, Sherri	BPU	X	
Kliemish, Roger	TRC	X	
Klockner, David	Eneractive Solutions		X
Kudrick, Bob	NJNG	X	
Kuhn, Nikki	VEIC		X
Lupse, Janja	CSG	X	
Miller, Ashley	TRC	X	
Murdach, Jay	Well Home		X
Napoleon, Alice	Synapse Energy Economics Representing Rate Counsel		X
Nathanson, Gabe	NJ HMFA	X	
Navarra, Joe	HVAC Consulting	X	
O'Brien, Nancy	EFS		X
Ortiz, Yenniara	Honeywell	X	
Payne, Clif	CMC		X
Pearson, Arthur	The E Cubed Company, LLC		X
Pecora, Tom	Honeywell	X	
Perracchio, Anne-Marie	NJNG	X	
Port, Darren	DCA		X
Prowse, Gwen	NJ HFMA	X	

Reisman, Ron	BPU	X	
Shaikh, Siraj	JCPL	X	
Sheehy, Mary	NJ HFMA	X	
Solomon, Randy	Sustainable Jersey		X
Stone, Gordon	BPCA - NJ / Home Energy Matters	X	
Waldman, Jeff	BPCA - NJ	X	
Walter, Xavier	BPCA - NJ	X	
Wetzel, Linda	AEG	X	
Winka, Mike	BPU	X	
Wolk, Dave	Honeywell	X	
Zukas, Diane	TRC		X