

***New Jersey's Clean Energy Program  
Energy Efficiency Committee Meeting  
New Jersey Board of Public Utilities, Trenton  
October 9, 2013***

**Program Coordinator and Regulatory Updates**

***Betsy Ackerman, Sherri Jones, Mike Ambrosio***

- Updates on Filings, Board Orders and Regulatory Items
  - BPU Staff hoped to amend the TRC contract to bring the large CHP in house. Unfortunately, as it relates to protest, Treasury did not grant the amendment.
  - Staff is developing an alternative means to administer the large CHP program.
- Discussion of NJCEP Program Administrator RFP/Transition Status
  - Nothing new to report – 2 month extension on existing Market Manager and Project Coordinator contracts has been granted taking the contracts through 12/31/13.
- True up Budget Process
  - There is an issue requiring more clarification regarding accounting of program commitments. Follow-up conversations will be scheduled in the coming weeks before the next meeting.
  - Hopefully by next meeting there will be a proposal to reflect:
    - The difference between estimated expenses used to develop the budgets in place now;
    - and actual expenses in addition to the lapsed appropriation budget will be taken into consideration
- CHP program eligibility discussion:
  1. Lower heating value for fuel cells – recommendation to maintain 50 percent factor
  2. Can system generate more than historic usage? –CHP is no longer limited by the historic generations and can generate more capacity than the facility consumes. Fuel Cells without heat recovery would continue to be capped at historic usage because if you oversize too much you will not be able to reach the 65 percent efficiency level requirement.
  3. Islanding – Staff will not require islanding.

**Residential Program**

***Honeywell Team presented by Dave Wolk***

- Fiscal Year 2014 Program Results numbers include all customers – including Sandy customers
  - HVAC COOLAdvantage – 116 % of program goal
  - HVAC WARMAdvantage – 138 % of program goal
  - EE Products Washer – 111 % of program goal
  - EE Products Refrigerators – 38 % of program goal
  - EE Products (including LEDS and fixtures) – 182 % of program goal
  - Large Appliance Recycling –104 % of goal
  - EE Products Consumer Electronics – 82 % of program goal
  - Residential New Construction (Enrollments) – 85 % of program goal
  - Residential New Construction (Completions) – 110 % of program goal
  - Home Performance (Tier 2 Enrollments) – 120 % of program goal
  - Home Performance (Tier 3 Enrollments) – 101 % of program goal
  - Home Performance (Tier 2 Completions) – 114 % of program goal

- Home Performance (Tier 3 Completions) – 103 % of program goal
- Hurricane Sandy Response Update
  - WARMAdvantage – Processed 2,887 rebates, Sandy incentives alone over \$609K, including base incentives over 1.7 million
  - Errors in COOLAdvantage numbers from presentation to be corrected
- Home Performance
  - Continuous high enrollments compared to last year
  - First week of October 192 submittals – highest month yet, could be related to end of program in June correlated with completions now
  - Financing activity – more projects being financed
    - September discussions with 6 NJ Credit Unions and 5 selected contractors, working towards pilot beginning 1<sup>st</sup> quarter next year
    - website developed for online application process
  - SEP funding – showing FY14 spending, 8 new projects in September
  - Pipeline – not completed projects (pre-approved loans) – over 2,000 projects in pipeline, steady the past 2 months
  - Participation – continual interest, benefits for contractors to take advantage of
    - September 25<sup>th</sup> – basic software data-entry, in-person training
    - October 30<sup>th</sup> – program overview for 2-3 new contractors for training

## **Commercial & Industrial Program**

### ***TRC Team presented by Brian DeLuca and Valentina Rozanova***

- Fiscal Year 2014 Program Results
  - Direct install – 95 new, 100 commitments, 93 approved
  - Large Government Energy Audit – 17 new, 14 commitments, 60 approved
  - Pay for Performance (Existing Building) – 4 new, 1 ERP approved, 8 installations, 4 post-retrofit savings report approved
    - Apply before ERP to make sure they are large enough and partner is in place
    - Types of Municipalities are 2 school districts and 2 nonprofits
    - Future slides will show how many represent ECEP
  - Pay for Performance (New Construction) – 1 new, 1 ERP approved
  - Small Scale CHP & Fuel Cells – backlog of interest for FY14 application
  - 2011/2012 LEUP – expect all to finish from 2011 in FY14.
  - Fiscal Year 2014 LEUP – 5 entities have been approved and will submit final plan within 4 months
- Large Energy User Discussion on non-equipment based energy saving measures
  - Mike Ambrosio (AEG) – raises philosophical issues, LEU provides incentives based on multiple factors including energy savings, project cost and customer contribution. Is this a reasonable measure? The program should encourage these types of measures however LEUP may not be the proper path.
  - Anne-Marie Perracchio (NJNG) – The trend across the country to do this since there are high energy savings for low costs
  - Bruce Grossman (SJG) – Utilities struggle with this when they ran the program. How do you measure the benefits?
  - Mike Ambrosio (AEG) – The broader question is how do we encourage this?
    - Bruce Grossman (SJG) – Education
    - Betsy Ackerman – Pro-longed performance-based requirements

- Mike Ambrosio (AEG) – If the proposed retro commissioning program would have been available , would this have been eligible?
  - Valentina Rozanova (TRC) – Yes, there was a training element where this would have fit in.
- Tony O’Donnell (Sustainable Jersey) –Equipment based program could run the risk of crowding out equipment based incentives. They should be already doing it, but doesn’t mean they are.
- Mike Ambrosio (AEG) – Better to tackle through a behavioral modification. Is that valuable to invest in?
- Valentina Rozanova (TRC)—If we argue it’s a maintenance issue then it doesn’t comply with program guidelines prohibiting maintenance projects

**Utility Updates**

- Anne-Marie Perracchio (NJNG) – Energy Savvy is the new software program launching
  - Launched on Sept. 30<sup>th</sup> with sweepstakes incentives providing great opportunities for follow-up marketing
- Bruce Grossman (SJG)- signed limited notice to proceed with energy financing solutions
  - 5 loan products to serve conversion and existing markets. SJG hopes to launch soon.
  - Grant provided to Sustainable Jersey

**Attendance**

<b>Name</b>	<b>Company</b>	<b>In Person</b>	<b>By Phone</b>
Ackerman, Elizabeth	BPU	X	
Amasia, Danielle	Hancock Software		X
Ambrosio, Mike	AEG	X	
Bowen, Mark	Franklin Energy Services, LLC		X
Chaplin, Dawn	Honeywell		X
D’Afflitto, Kara	ReVireo		X
DeAngelis, Diana	Pepco Holdings, Inc.		X
DeLuca, Brian	TRC	X	
Desimpel, Tom	CMC ENERGY SERVICES	X	
Dolan, Brian	Intellidyne	X	
Ellman, Susan	NJNG	X	
Evans, Frank	Willdan Energy Solutions		X
Fischette, Mike	Concord Engineering		X
Foster, Rebecca	VEIC	X	
Gauthier, Rebecca	Phillips 66 Bayway Refinery		X
Georgi, Anthony	Honeywell	X	
Grossman, Bruce	SJG	X	
Haddock, Kyle	EIC, Comfort Home	X	
Hayes, James	The Stone House Group		X
Hoff, Kim	CSG	X	
Jones, Sherri	BPU	X	

Lupse, Janja	CSG	X	
Matos, Al	Noveda Technologies	X	
O'Donnell, Tony	Sustainable Jersey	X	
Perracchio, Anne-Marie	NJNG	X	
Rahikainen, Anne	GreenFaith		X
Rozanova, Valentina	TRC	X	
Seelaus, Andy	EMC2 Development Co., Inc.		X
Teng, Elizabeth	BPU	X	
Valdra, Sam	South Jersey Gas	X	
Vieira, Mario	New Millennium Lighting Inc	X	
Ward, Lisa	UTC Power	X	
Wetzel, Linda	AEG	X	
Whited, Melissa	Synapse Energy Economics		X