

**New Jersey's Clean Energy Program  
Energy Efficiency Committee Meeting  
Monday, November 14, 2011  
Hosted by Honeywell – CSG, Iselin**

## **Introductions**

### **Advanced Lighting Guidelines (ALG) Presentation**

Presenter: Barbara Hamilton (New Buildings Institute) - [barb@newbuildings.org](mailto:barb@newbuildings.org)

Presentation: Advanced Lighting Guidelines Factsheet and ALG Sponsor Toolkit

1. NBI is a non-profit organization working to improve the energy performance of commercial buildings. They work collaboratively with commercial lighting market players – governments, utilities, energy efficiency advocates and building professionals to remove barriers to energy efficiency, including promoting advanced design practices, improved technologies, public policies and programs that improve energy efficiency.
  - 25 staff members in Vancouver, Seattle and White Salmon, WA.
  - Funding comes from - sponsors, contractors and grant support.
2. Nature of work – Design guidance, leadership and policy, foundation research, building performance and building science and zero net energy strategies.
3. [www.algonline.org](http://www.algonline.org) – ALG Online is one of the design guides offered by NBI through its Advanced Buildings ® suite of tools and resources.
4. Advanced Lighting Guidelines – [www.advancedbuildings.net](http://www.advancedbuildings.net) – Was a book and is now a website to have one place for research or reference for up-to-date technology and lighting design.
  - Two directories of information that are template based with eight text chapters.
  - Highly regarded for it's quality and usability and used by all types of lighting professionals.
  - Subscription based – Full access to ALG online is \$95 for annual subscription for professionals and \$60 for students. Group discounts are available to organizations with five or more subscribers.
5. Current main user demographics – Lighting designers 24%, Electrical Engineers and Designers 10% and Educators and Students 16% and Consultants 10%, Utilities 7%.
6. Sponsors links are available throughout the website.
7. Meredith Nole asked if this is paralleled to the requirements relative to Design Lights Consortium? Barbara said there is a DLC link and they do reference their lists within the Luminaries and Distribution chapter.
8. Anne Marie Perracchio asked if sponsorship is a flat fee. Barbara responded that at this time there is a two-tier approach, but they are learning as they go and working with potential sponsors and may revise the pricing. Currently the base sponsorship level is \$25K and as high as \$40K per year.
9. Meredith Nole asked how is this available to everyone in this room, Barbara stated as of right now it is not part of the NJSSB program which is why she is here today presenting who they are and what they do. Barbara added that if you are a member/employee of a sponsored organization you should have access. Also, if you are a partner with one of the members, they may give you access.

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

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

1. Mike Winka – Items on the last Agenda on November 9<sup>th</sup> included the denial of the Mid Atlantic Solar Energy Industries Association petition to return the clean energy funds back to the Utilities. The 8<sup>th</sup> solicitation for the EDC SREC Program was also recommended to the Board and approved. He commented that he thought there were some great results in that solicitation. He believes the net present value of SREC for all 3 segments is somewhere in the mid \$200 range and the low prices were in the \$100 range.

2. Mona Mosser – The State Energy Plan which is one of the ARRA grants that the BPU received was slightly modified to move about \$80K out of the HVAC budget to the ENERGY STAR ® Products budget to finalize the remaining invoices.
3. Mike Winka – On the agenda for Nov. 30<sup>th</sup> is the 6<sup>th</sup> revision to the Budget, which will include the Multi-family Financing Program recommendation and transfer of dollars to the Off Shore Wind Program to allow funding for the Consultant that was just recommended to be hired.
4. Mike Ambrosio asked for clarification on the stand alone CHP and REMI and whether they looking to do it this year or is it for next years filing. Mike Winka responded that they need to do that now and move forward and have the Board approve that and then go back with a recommendation on a MOU with EDA to modify that program. Mike Ambrosio said that they will need to talk offline on whether or not dollars need to be moved.
5. Mike Winka – The 2011 Budget/Modifications are on the Agenda on the 6<sup>th</sup> and likely the 2012 Budget will be heard on December 14<sup>th</sup>.
6. Mike Winka - The EMP Working Groups and hearings are now complete.
7. Mike Winka - President. Solomon is leaving and going back to the bench likely before the end of the year. There will be no acting interim President and it is anticipated the transition will happen smoothly; however it is subject to Senate confirmation.
  - a. He has expressed his hope that the Board and all its partners continue with the goals that he set during his tenure. Part of what they are doing is putting together a working plan for the transition process.
  - b. President Solomon wants the EMP done by the end of year. Staff is going through the comments and revising and finalizing the documents
  - c. His replacement nominee is Robert (Bob) Hannah who was a US District Attorney in northern NJ. He also worked with Governor Christie in the US Attorney's office and he is currently working in the Department of Law and Public Safety as Deputy Attorney General, Director of Divisional Law. Some of his expertise includes healthcare fraud.
  - d. Jason on the phone asked what qualifies Mr. Hannah to take this role. Mike Winka responded that Mr. Hannah's resume is publicly available on the internet. Any questions should be directed to the Governor.
8. Smart Growth – Mike Ambrosio stated we need to discuss the transition, timing and grandfathering. What's in and what's out. Mike Winka was not sure if it will make it for the November agenda. Overall, discussions need to be held on how regarding when to allow them into the program.
9. Mike Winka – The 2012 budget public comment period closed last week. Comments will be reviewed this week..
  - a. Mike Ambrosio - One thing that did change since the draft budget plans were circulated is that he received a notice from Treasury stating that the interest will be closer to \$5.9M. This means there will be another \$5.2M that has not been accounted for. Winka responded that it is probably better to deal with it during the True Up order.
10. Meredith Nole asked if there had been any discussions legislatively regarding Prevailing Wage. Mike Winka responded that the question should be directed to the Department of Labor on where and how they apply that.

## **Commercial/Industrial Programs**

Presenters: Roger Kliemish (TRC) and Brian Deluca (TRC)

Presentation/Handout – C&I Market Manager EE Committee Meeting Presentation, November 14<sup>th</sup>.

1. The presentation is split into 2 sections – 1) results to date and 2) 2012 proposals.
2. 2012 Direct Install –
  - a. Anne Marie Perracchio asked what the transition would be for someone who might be getting an audit done today. Roger said they need to work out what the cut off date will be. Since this has been vetted at these monthly meetings, people are already aware this is on the table so they may be making decisions based on this information already.
  - b. Question from the phone was if January 1st was the date for the 70/30/150? Roger says that is what is proposed and it is usually starts with the calendar year. Mike Ambrosio added if the Board approves it on December 13th what typically happens is Staff will work with TRC and

Honeywell and soon as they are ready with the notices and are ready to accept applications that's when it will start.

- c. Meredith Nole – With her just hearing the approval date of December 13th she is asking how they were going to add more contractors for 2012 timing wise and where are they in the process for meeting this window. Roger responded that the RFI which is the original screening process that they go through is expected to start in the 4th Q. Once those companies are evaluated, an RFP will be issued in 1Q of next year. There will be sufficient time.
    - i. Mike Ambrosio noted this is still subject to Board approval and to changes by Treasury. The plan is if the Board approved it TRC will be ready to move forward as quickly as possible. It is not urgent that it happens on January 1st. It will happen when it happens. Meredith responded that the new guys look at it a little differently.
  - d. Carol Tobian – How does TRC envision training the field assessors to make this a seamless as possible? Roger said it will be a combination of getting the right people in with lighting and mechanical experience.
    - i. Mike Ambrosio responded to some of Carol's concerns saying that he believes that Staff shared many of the concerns she just raised and said there needs to be a meeting scheduled with DI contractors to make sure there is an efficient structure to make the transition as seamless process as possible.
  - e. Mike Winka commented that he thought there was a discussion of a higher, limited time offer for DI for the pre-1979 T12 ballasts. Roger responded there was a discussion about a higher incentive level and also higher peak demand threshold for the schools. TRC is looking for some direction on this. Mike Winka responded saying that the EPA gave a presentation to the Board and Staff response was instead of doing this that we should do a big one time PR to all the schools instead saying change your T12 lights to get them all out of the schools. Mike Winka will put something together and try and get this in this round. Mike Ambrosio said noted that there were comments at one of the last PC meetings about some of these budgets being significantly higher than the last years without any program changes. So potentially we were looking at options to expedite spending.
3. 2012 Combined Heat and Power (CHP) and Fuel Cells –
    - a. Mona Mosser – With regards to the past CHP projects that have taken, many, many years to get done - In those cases where they dragged for long periods, she's assuming they never bought the equipment? Brian responded that those are ones where they did not pull the trigger for awhile because they wanted to make sure there was money available for them.
    - b. Mike Ambrosio asked if the revised payment structure is only for the stand alone CHP projects. Brian said yes for CHP.
    - c. Anne Marie Perracchio – Has there been any more discussions on the potential for the stand alone customers to apply for the EDA revolving loan program? Mike Ambrosio said that the EDA has their revised filing to expand the loan to the Pilot, CHP and P4P.
  4. 2012 Large Energy User (LEU) – Questions arose regarding whether there has been any feedback to the LEU pilot? Roger and Brian relayed some of the feedback received. Mike Ambrosio added comments submitted to the 2012 budget included those from someone who has a large number of buildings and they wanted to include all their buildings. He advised this is something they would look at for 2012 and he asked Brian and Roger to be ready to talk about it in next week's PC meeting.

## **Residential Programs**

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

Presentation/Handout: 1) New Jersey's Clean Energy Program: DRAFT 2012 Residential Efficiency Plan & 2) Residential Programs Progress towards Goals Statewide Results YTD November 2011

1. 2012 proposed budget and plans and 2011 program results – see presentations.
2. 2012 Furnaces: New ENERGY STAR ® standards -
  - a. Bruce Grossman said he has had a few conversations with Eastern Heating and Cooling Council on this. It is going to take a lot of communication with the heating industry because a lot of

installers will not understand this. For the ECM for instance, they will think it qualifies and it does not. Joe Gennello said there will not be a hard cut off on this and there will be a transition period allotted. A question arose about how much grace time will be allowed as contractors have stock of items that may not be eligible and how soon will the list be out? Joe Gennello said there will be a period time that will be sufficient. Doug asked if it is listed on the AHRI. Dave Wolk responded that it will be and they have started making the adjustments already. It will also be on the ENERGY STAR lists published in February.

- b. Anne Marie Perracchio – Thought it would be a great year for communications especially for 2013 furnace standards and while they are addressing this and looking at their business models also get them looking at the whole house program.
  - c. Bruce Grossman – AGA is having a meeting/teleconference call this Thursday to discuss these standards. He said Anne Marie is on point with her comments and the concept behind the way in which we air seal houses could change. This program is not to do harm.
  - d. Doug asked if the DCA has worked on the guideline of what is allowed and not allowed and what they will give contractors – Dave Wolk said we can't answer for the DCA.
3. Home Performance Multi-family Program question arose about the 240 number on the incentive chart and if this is unit or building. Dave advised it is units. However, there is some flexibility in the program and this is a goal and not a hard cap.
  4. Bruce Grossman asked in reference to the marketing budget that was talked about earlier - Is this strictly marketing or does it include education component as well? Dave responded that EHCC is not under marketing, it is a separate line item.
  5. ENERGY STAR Homes/RNC –
    - a. Joe Gennello advised that Magrann has chosen to not participate in the Market Manager organization going forward as of January 19<sup>th</sup> when the contract ends (assuming the contract is extended through 2012) Honeywell is in the process of integrating the services that they are currently handling. Over the next few months they will be sending out updates of the transition. Joe knows one of the requirements is how they report to AEG and they plan to continue to meet expectations, but it is something they will look at.
      - i. A question arose if Magrann become one of the raters in the program? Joe said that Magrann will make that decision. Magrann will continue with the Market Manager with regards to the Climate Choice program as this program is in a sensitive place. If the open raters have an issue he suggests having them get this information over to him as soon as possible. Mike Winka added that they need to make sure there is no potential conflict. Joe responded the contract has a provision where anyone who is a part of the NCJEP cannot participate as an open rater.
    - b. Mike Winka asked Honeywell if they had talked with EPA regarding WARM/COOL and if they are ok with it being marketed under ENERGY STAR Homes? Dave said yes and he'll send a copy of the letter from them.
  6. Mike Winka asked for comments on the Marketing changes in general.
    - a. Joe Gennello – There was a budget last year of \$1.3M and Honeywell was asked to prepare a menu of additional marketing tactics for consideration. There was back and forth with BPU Communications and the budget is currently around ~\$1.5M. Honeywell added \$350K to Home Performance for direct mail and outbound telemarketing for qualified leads and the potential for lead generation from the field such as the creative partners.
    - b. Mike Winka asked – Is the creative piece under the ENERGY STAR Products or is that out of Marketing. Joe Gennello responded that it is not fully hashed out yet. Feedback has come from the creative side and they may be moving away from a model where they give away bulbs and look for more investment/participation from the customer and to create an opportunity for a more qualified lead.

## **Utility Updates**

1. Anne Marie Perracchio (NJNG) – For 2012 they have finalized discovery and there is a settlement conference booked for later this month, but it is critical to get approval by late December/early January because they will not have funds to carry over at the pace they are working on right now. Total audits are at 11,268 and they have another couple hundred scheduled. Rebates are at \$11,500 or so. The 0% is at 456 and the On Bill

Payment Program is at 183 and it is now closed. Joe Gennello commented on the need to communicate if backstopping is needed. Anne Marie doesn't foresee a large gap. She is expecting to be approved, but they will definitely stay in communication. She said what is for future discussion is if they do get approved, the NJCEP Tier 2 might be light. Also they are working on another piece which would allow their contractors to bid on the audit, as they are now testing it on the seal-up side.

2. Bruce Grossman (SJG) – SJG has been seeing an uptake on closed loans with over 820 closed. It is interesting they are seeing that in approved loans and for the first time in months they are going to have to do an infusion of funds to EFS to do some buy down work. WARM Advantage is just over 3,800. They are floating money to Honeywell to get rebates out at an average at about \$220K a month. They have to look at this carefully as the program is good through April when they are scheduled to end.
3. Question arose regarding the multi-family program – It is difficult to get residents to sign authorization to see the bills. Then when they call to try and get the information it is extremely difficult. He had spoken last time to about 9 agents and 3 managers to get the information. In ConEd there is a program which gets him the information within hours. Mike Ambrosio responded that he has put together a request to the utilities to see if they can do it.

### **Other Business, Next Meeting**

Next Meeting – Mike Ambrosio asked Linda Wetzel to put together a schedule of second Tuesdays for the first 6 months of 2012 and to have it looked at for conflicts before posting.

### **Today's Attendees**

<b>Name</b>	<b>Company</b>	<b>In Person</b>	<b>By Phone</b>
Ambrosio, Mike	AEG	x	
Bovio, Brian	Bovio Heating	x	
Chaplin, Dawn	Honeywell	x	
DeLuca, Brian	TRC	x	
Dempsey, Peter	South Jersey Energy Service Plus	x	
Dolan, Brian	Intellidyne	x	
Ellman, Susan	NJNG	x	
Flannery, Mike	MaGrann	x	
Foster, Rebecca	VEIC	x	
Gennello, Joe	Honeywell	x	
Grossman, Bruce	SJG	x	
Hunter, Scott	BPU	x	
Kliemish, Roger	TRC	x	
Kuhn, Nikki	VEIC	x	
Lupse, Janja	CSG	x	
Mosser, Mona	BPU	x	
O'Connor, Daniel	Trane Turnkey/Energy Services	x	
Perracchio, Anne-Marie	NJNG	x	
Rushing, Nathan	EMC Development Company	x	
Seelaus, Lorrain	EMC Development Company	x	
Sherako, Jill	Eastern Heating and Cooling Council	x	
Teng, Elizabeth	BPU	x	
Valora, Samuel	SJG	x	
Winka, Mike	BPU	x	
Wolfe, Sharon	BPU	x	
Wolk, Dave	Honeywell	x	
Wong, Doug	BC Express Inc	x	
Bryant, Elaine	PSE&G		x
DelPino, Kristin	CSG		x
Donohue, John	On behalf of Fuel Merchants Assoc		x

Epstein, Seth	ICF INTERNATIONAL		x
Foreman, Sheila	One Change		x
Hutchinson, Fred	Hutchinson Mech. Services		x
Makowiecki, Colleen	FirstEnergy Corp.		x
Martinelli, Emil	SJESP / Bradley's MDI		x
Marston, Regina	Resource Action Programs		x
Napoleon, Alice	Synapse Energy Economics Representing Rate Counsel		x
Nappi, James	AEG		x
O'Brien, Nancy	EFS		x
Pecora, Tom	Honeywell		x
Roberts, Terri	PSE&G		x
Schmidt, Ed	MCR		x
Senski, Robert	South Jersey Energy Service Plus		x
Tobian, Carol	National Resource Management, Inc.		x
Wetzel, Linda	AEG		x
Zukas, Diane	TRC		x