

**New Jersey's Clean Energy Program  
Energy Efficiency Committee Meeting  
Tuesday, September 10, 2013  
Hosted by Honeywell – BPU, Trenton**

**Introductions**

**Program Coordinator and Regulatory Updates**

Presenters: Betsy Ackerman (BPU) and Mike Ambrosio (AEG)

1. Administrator RFP - Betsy Ackerman (BPU) – The Hearing Officer has completed his review and forwarded it to the DAG's. No timeframe to give. Once decided they want everyone to be able to move forward.
2. Workgroups – There are three (3) workgroups.
  - a. Utilities Work Group – To identify opportunities, streamline, standardize, make efficient and reduce administrative costs. Betsy sent out the goals and proposed schedule. Hope to finalize this later this week. Kick off meeting planned in early Oct. Meeting 4 or 5 times over the next few months.
  - b. Evaluation Work Group – Dust off 2010 evaluation report and revise and prioritize the 2010 plan.
  - c. Data Work Group– Need to standardize to draw financing to the program- attract private equity. Evaluation to define what the clean energy economy is in NJ. She believes we do a great job and that this is a thriving economy and can do ourselves justice to show what it is to be able to set future goals for grouping that economy. EDECA – 15th anniversary of the NJCEP and would like to have this report available for it to show what we have achieved and to increase or visibility.
3. Revisiting the CRA process in early 2014 for FY 2015 thru 2017.
4. True Up - Mike Ambrosio (AEG) – Board approved in June. The state fiscal appropriated money from the NJ fund. SEP payment in 2009 and 2010 left about \$161M to come out of the NJCEP budget. Working on the True Up budget at the same time. Set fiscal budgets on estimated expenses, then once actual expenses are known they will true it up. Working through proposals for revised budgets. Getting input from Honeywell and TRC now and looking to get them out for comment in next week or two. Staff's first shot at it will be out next or following week. Shooting for Oct, but will be more like Nov agenda. Next EE meeting they will have something to present.
5. CHP – Betsy Ackerman (BPU) – As part of the 2014 budget, the Large CHP has been brought back in house and combined with the Small CHP program (back from EDA). It is an important initiative of this Administration especially in response to Sandy. Unfortunately, Treasury is not willing to amend or modify TRC's contract to take it on. They are in the process of putting together a RFP to bring on an Admin. just for that program. It will then go with the new Admin when it is decided who that is. Any applications submitted up to 6/30 the EDA will continue to review. Betsy advised they are trying to find a workaround so they do not have to delay review of any that will come in, in the meantime.
6. RNC Sandy Relief - Mike Ambrosio (AEG) – Magrann brought to the table a few programs coming out of the DCA that help with Sandy rebuilding and there have been a few conversations on that. There was a comment made that the DCA decision is the worst of both worlds. That is because they put in the energy efficiency requirement, but no requirement for certification.
  - a. Mark Magrann thinks this is a mess. It is for single family homes of full time residents. Money is coming from HUD and could help with 3 to 4k homes. Original RFP said that it was for ENERGY STAR 3.0 standards and this was good. At this point there are 30 contractors that have been selected by the state to do the homes. Maybe a little more than half of them are from out of state so they are unfamiliar with the state program. Magrann offered them training, but has not heard back. About 5 of those builders currently participate in our program. As of yesterday, the consultants from DCA said standards are required, but they will not be certified. Stating it was decided it was too expensive to do it and that they BPU did not have money to do it. This is in fact not true. DCA also said that if BPU money was available it would be deducted from the distribution to the homeowners. Allowing this happen will erode the value of the ESH program. It effects the contractors and state savings goals. The HUD Green guideline is out altogether. Magrann said they are hoping to convince the state to require ENERGY STAR 3 because as of right now it is not the full one. RFP says one thing and consultants to DCA now say something else. No testing or certification required is what they are saying. \$134M dollars being distributed in HUD. Magrann has a call into Asst. Commissioner of DCA to discuss.

- i. Joe Gennello (Honeywell) asked if the idea is to try to have low income homes will be ENERGY STAR 3.0 as it is NJHMFA. This is HUD money. There is a disconnect between HUD, DCA, BPU and the Program Managers.
- ii. Betsy Ackerman added that HUD will pay the funds if they do not make the criteria of the grant. However, Mark Magrann says that is the question.
- iii. Mike Ambrosio said that Mark Magrann approached them on the impact of the budget. They are looking to track what would happen if we got hit with these homes. Joe Gennello responded that it would about double the budget. Mike Ambrosio said as they have to True Up the budget and they need to know if they need to put more money into the program.
- iv. Mark Magrann added that it is spread out over 18 months to 2 years.
- v. Mike Ambrosio asked if there was any prohibition if someone wanted to build ENERGY STAR home. The answer was no. The suggestion was made to convince the builders then.
- vi. Joe Gennello – We should reach out to DCA and convince them to partake; they get the money and the certification. Mark Magrann said that Darren Port is in the loop. He also gave Betsy a name of another person to contact.

## **ShowerStart**

Presenters: Jim Walsh

Presentation: ShowerStart Technology & Company Overview

1. Since 2005 manufactured products to deliver comfort with energy savings.
2. Product fits into daily life – if used properly can save energy and consumer does not have to change much behavior.
3. Valve does not reduce flow.
4. Turn on shower and multitask while waiting for water to get warm. Rather than put your hand in there to get in right away when it's hot.
5. Behavioral and systemic waste built into plumbing systems. 1.7 gallons of cold water needs to be purged and 5.7 gallons wasted on hot water running down drain while multitasking. This is what can be saved.
6. Surpassed 500,000 installations. Product came on market in 2007.
7. Joe Gennello (Honeywell) asked if there is a lot of education that goes along with product. Jim advised there do have a few pieces of literature; however, it is a one-time install.
8. Cold water flows through and as water gets warm the flow drops down to 0 to .10 gallons per minute. Hand-tightens on to the pipe before the showerhead. Triggers at 95 degrees - most people shower between 100 to 105 so this is a safe temperature.
9. They also have a showerhead product.
10. Brian DeLuca (TRC) asked if it works the same with a tankless system. Contractors use these on tankless systems. Works fine with most tankless systems.
11. Anne Marie Perracchio (NJNG) – Commented that NJNG has been offering this and asked if Jim could explain the Utility programs they are involved in. Jim responded that they are involved in Direct Install (DI) and both upstream and retail rebates. They also work with TechniArt. Mostly DI for single and multifamily income specific. It is an add-on to an existing program. Potential of 200 kWh in a home with it. They did 2k units just last month in California. Saving energy isn't always what is important to the homeowner, but convenience is. Hearing the drip lets you know it's ready.
12. A question arose if they are selling to hotels. Yes, some in California and this is an area they are working on.
13. Someone questioned how long it lasts. Jim responded up to 10k uses and is lab tested. 9 – 11 years based on standard household occupancy. They have had some in the field since 2007.
14. With regards to hard water, the valve has a mechanical moving piece that just so happens to break down the hard water (descaling). It can be soaked to remove the scaling.
15. Sheri Jones (BPU) asked if once you install it, it works, meaning no resetting. Jim said yes.

16. Valentina Rozanova (TRC) asked if they are targeting multifamily building owners and if they have had success targeting the large owners vs. the tenants. Jim said they are going to owners and managers and that this is a new venture for them. Those owners make their decisions on simple ROI.
17. Mike Ambrosio (BPU) asked if it can be used within Home Performance. Janja Lypse (CSG) explained that it would not be a part of the program. Mike asked if it was worth exploring. Janja explained that they would have to start exploring other items such as appliances and lighting which are currently not covered by the program.
18. Danielle Heise (TechniArt) – Says in other states it is successful with the rebate at the price point they have and she recommends it to NJCEP. Brian DeLuca (TRC) asked what the payback on it with its pricing is. Jim said the rough payback for NJ would be 150-300 kWh. Less than a year payback for electric, but gas would be more.
19. Calculations of kWh based on the behavior waste number. Basic conversion/savings methodology.
20. Question arose of how all the programs they work with calculate savings. Jim responded that the programs are all over the place with their calculations. No one does the math the same way.
21. Dave Wolk (Honeywell) – We are committed to do a thorough review of any program.

## **Commercial Programs**

Presenters: Valentina Rozanova (TRC) and Brian DeLuca (TRC)

Presentation/Handout: C&I Market Manager EE Committee Meeting Presentation Results.

1. Fiscal year 2014 – There was a question about pre-inspection for new construction and when it happens for Pay for Performance. The response was at first submittal is the proposed ERP and they can then proceed at their own risk.
2. Question about Large Energy Users Program – Are there a lot at the \$1M threshold? The response was that there were a few. It has been changed for 2014 as it may be going to 5 or 6 to come back. Mike Ambrosio says there is another cap that is 90% of what you pay in.
3. What is difference between a project and an application? Explained in the example that Newark has 10 schools which equal 1 project. However, it is 10 applications.
4. Betsy asked if they have gotten any LEUP applications. Valentina said she is not aware of any and there are 2 or 3 small. Mike Ambrosio added that Carl said there few inquiries and they are expecting to see applications when they become available. There has been one rejection because the work was done prior to approval. Other rejections they believe backed out on their own.
5. Question arose of where the provisions stand? Valentina responded that they are still in talks. Mike added that the Board Order left open a couple of issues for Staff to explore further. There have been ongoing conversations but there are no discussions to add anything new to the program. The heat recovery one is still under discussion. Where the production could exceed demand usage – no one remembers where they came out on that topic.
6. How many participants in the LGEA and how many are going onto the projects recommended in their audits? Valentina said they have run numbers, but it is difficult to answer. They can say they do have a large participants do some recommended measures. However, looking at the stats by building, it lowers. Tony O'Donnell (Sustainable Jersey) responded that they just awarded a grant to study this exactly. They are identifying entities and responders and non- responders and they are also looking at the level of engagement. They are in the stage of collecting data and interviewing non responders or low responders.
7. CHP - What point do you start the RFP process? Betsy responded saying they already started, but she is unable to advise when Treasury will respond.

## **Residential Programs**

Presenters: Dave Wolk (Honeywell) and Janja Lypse (CSG)

Presentation/Handout: Residential Programs, Progress Toward Goals, FY 2014, Preliminary Statewide Results PTD August 2013 and Residential Programs Progress Toward Goals Statewide Results PTD, June 2013

1. Lighting finished 126% of goal. LED's are growing. Factored that in for new round of awards; weighted bids more toward vendors who offer more LED's in their product mix.
2. HVAC - 3,000 apps in pipeline for processing. Good interest in combo units.
3. ENERGY STAR Products - Substantial amount in pipeline.

4. RNC Enrollments – Slow start this year. HUD Sandy would be enrolled in September. 25 projects funded.
5. RNC Completions – Slow start this year, but picking up in September.
6. Home Performance - Contractors are entering program. 86% financing. Seeing a steady increase as well
  - a. Joe Gennello asked about multifamily dropping off and Janja answered there are several small buildings that are going to complete next year. The difficulty with multifamily is the financing.

### **Eastern Heating and Cooling Council**

Presenters: Jill Sherako and Ed Janowiak (Eastern Heating and Cooling Council)

Presentation/Handout: Eastern Heating & Cooling Council, EE Meeting, September 10, 2013

1. Just starting their training season for through December.
2. 60+ classes scheduled between Sept – Dec.
3. They have trained 1266 NJ only and some out of state trainings as well.
4. With regards to load calculation and sizing ductwork - they are answering questions the contractors have about sizing and calculations. Some areas they find contractors are currently doing what they will need to. However, they find some that are not. They want to make the contractors feel good about sizing and calculations. Jill said classes are well attended.
5. They are working with Honeywell to get word out on co-op advertising.

### **Utilities**

1. Cheryl England (Elizabethtown) – Approved extension as is through Sept 1.
2. Anne Marie Perracchio and Susan Ellman (NJNG) – Nothing on the regulatory side, but a lot on the implementation side. The EnergySaavy software launched backend. They are still moving forward, but slower than hoped. Looking to get the first phase implemented by end of Sept., Hoping in Oct or Nov HPwES OBRP will start to be implemented. They are averaging 268 app/month since May. 20 contractors enrolled for training by EHCC for October class and they are averaging 30 to 50 contractors per class. They are working on a mobile app for auditors who do WARMAdvantage applications.
3. Bill Holmes (SJG) – Working through approvals through June. Waiting for Board on their approval. \$500 incentive is on the street.

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

- Tony O'Donnell (Sustainable Jersey) –Altogether now three towns participating, Highland Park, Woodbridge and Princeton. Six more towns are willing to do the RFP.
- Betsy Ackerman (BPU) – This is Mona's Mosser's last meeting. She is moving to the Water Division. Elizabeth Teng, Sheri Jones and Mahogany Hendrix will be working with her to help cover her.
- Next meeting – Oct 9<sup>th</sup>.

## Attendees

Name	Company	In Person	By Phone
Ackerman, Elizabeth	BPU	X	
Ambrosio, Mike	AEG	X	
Birch, Ed	Strategic Energy Group		X
Bowen, Mark	Franklin Energy		X
Chaplin, Dawn	Honeywell	X	
Deangelis, Diana	Pepco Holdings		X
DeLuca, Brian	TRC	X	
Ellman, Susan	NJNG	X	
England, Cheryl	Elizabethtown		X
Foster, Rebecca	VEIC	X	
Gennello, Joe	Honeywell	X	
Georgi, Anthony	Honeywell	X	
Graham, Marianne	ICF working in support of EPA ENERGY STAR ®		X
Heise, Dani	TechniArt – Energy Saving Outlet	X	
Holland, Dave	Honeywell	X	
Holmes, Bill	SJG	X	
Ingelido, Richard	ConEdison Solutions		X
Janowiak, Ed	EHCC	X	
Jones, Sherri	BPU	X	
Kuhn, Nikki	VEIC	X	
L'Ecuyer, Michael	ICF International		X
Liaukus, Christine	Center for Building Knowledge		X
Lupse, Janja	CSG	X	
Magrann, Mark	MaGrann Assoc.	X	
McShea, Anne Marie	BPU	X	
Mosser, Mona	BPU	X	
Napoleon, Alice	Synapse Energy Economics Representing Rate Counsel		X
O'Donnell, Tony	Sustainable Jersey	X	
Olsen, Art	SmartWatt Energy, Inc.		X
Perracchio, Anne-Marie	NJNG	X	
Rozanova, Valerie	TRC	X	
Sherako, Jill	Eastern Heating and Cooling Council	X	
Swift, Don	CSG	X	
Teng, Elizabeth	BPU	X	
Wolk, Dave	Honeywell	X	
Wong, Douglas	BC Express Inc		X