



# Energy Efficiency Stakeholder Meeting

December 22, 2021

# Agenda

1. Welcome & Introductions
2. Recap of Last Meeting
3. Current Program Updates
4. Working Group Updates
5. General Q&A
6. Items of Interest
7. Next Meetings

# Welcome & Introductions



# Recap of Last Month



# November Meeting Recap

## What we covered:

- ✓ Transition information on NJCEP website
- ✓ NJCEP and Utility Program Updates
- ✓ Working Group Updates
- ✓ Q&A

# Post-Transition Energy Efficiency Programs



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## Program areas staying with NJCEP:

- **New Construction (residential, commercial, industrial, government)**
- **Large Energy Users**
- **Combined Heat & Power & Fuel Cells**
- **Local Government Energy Audits**
- **Energy Savings Improvement Program**

# Post-Transition Energy Efficiency Programs



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## Program areas served by the Utilities:

- Existing Buildings (residential, commercial, industrial, government)
- Efficient Products
  - HVAC
  - Appliance Rebates
  - Appliance Recycling

### New Programs & Features:

Dedicated multi-family program  
More financing options  
Quick home energy check-ups

# Post-Transition Energy Efficiency Programs



**Continues to be co-managed by the Utilities  
and the BPU**



Visit our transition website:

[www.NJCleanEnergy.com/TRANSITION](http://www.NJCleanEnergy.com/TRANSITION)

FAQs will be  
updated  
regularly

# Visit our transition website:

www.NJCleanEnergy.com/TRANSITION

The screenshot displays the website for the New Jersey's Clean Energy Program. At the top, there is a navigation bar with links for Press Room, Library, FAQs, Calendar, Newsletters, Contact Us, and Site Map. Below this is a search bar. The main navigation menu includes HOME, RESIDENTIAL, COMMERCIAL, INDUSTRIAL, LOCAL GOV. & MULTIFAMILY, and RENEWABLE ENERGY. The central content area features a section titled "New Jersey's Energy Efficiency Program Transition" with a sub-header "Transición del Programa de Eficiencia Energética de Nueva Jersey". It contains text about Governor Murphy's 2018 legislation and the program's goals. A "Program Updates" sidebar lists recent news items. A prominent blue banner reads "FREQUENTLY ASKED QUESTIONS". Below this, two questions are addressed: "Why will some energy efficiency programs now be managed by the utility companies?" and "Which energy efficiency programs will continue to be administered by NJCEP, and which will be administered by the utilities?". The bottom of the page features a "Program areas staying with NJCEP" section, listing "New Construction (residential, commercial, industrial, ...".

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NEW JERSEY'S CLEAN ENERGY PROGRAM

BOARD OF PUBLIC UTILITIES

REBATES AND PROMOTIONS

NJCEP POLICY UPDATES & REQUEST FOR COMMENTS

CALENDAR

CLEAN ENERGY STAKEHOLDER GROUPS

GRANTS & SOLICITATIONS

TRAINING RESOURCES

► PRESS ROOM

► PUBLIC REPORTS AND LIBRARY

CONTACT US

## New Jersey's Energy Efficiency Program Transition

Transición del Programa de Eficiencia Energética de Nueva Jersey

In 2018, Governor Murphy signed into law the landmark legislation known as the Clean Energy Act. The law called for a significant overhaul of New Jersey's clean energy systems by building sustainable infrastructure in order to fight climate change and reduce carbon emissions, which will in turn create well-paying local jobs, grow the state's economy, and improve public health while ensuring a cleaner environment for current and future residents.

As part of this statewide undertaking, the Clean Energy Act required New Jersey's investor-owned gas and electric utility companies to reduce their customers' use of gas and electricity by set percentages over time. To help reach these targets, the New Jersey Board of Public Utilities approved a comprehensive suite of efficiency programs that would transition the state to some of the highest energy savings in the country.

These "next generation" energy efficiency programs feature new ways of managing and delivering programs historically administered by New Jersey's Clean Energy Program™ (NJCEP). While NJCEP will continue to offer some energy efficiency programs, all of the investor-owned gas and electric utility companies will now also offer complementary energy efficiency programs directly to their customers, as shown below.

Please visit this site regularly, browse the below Frequently Asked Questions (FAQs), and join our Energy Efficiency Listserv for additional details and the latest information.

### Program Updates

- FY21 Notice of Elimination of Enhanced Incentives for Prescriptive Lighting
- FY21 Commercial & Industrial

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## FREQUENTLY ASKED QUESTIONS

### Why will some energy efficiency programs now be managed by the utility companies?

The transition of the administration of certain energy efficiency programs from NJCEP to the utilities is in accordance with the mandates from the Clean Energy Act of 2018. These new programs will allow the utilities to work directly with customers to achieve energy savings. The Board considered the following in establishing this transition:

- Programs that rely heavily on contractors' use will be handled at the utility level, where the utility companies can build strong relationships and lead co-branded advertising and marketing efforts.
- Utilities will handle programs that rely on customer data or advanced metering infrastructure (AMI) to streamline customer data access layers and minimize the sharing of data to protect customer privacy.
  - Utilities are well-suited to deliver certain energy efficiency programs, such as those that are based on existing customer relationships and that rely on utility data and systems.
  - Certain programs are best delivered on a consistent statewide basis, whereas others may still be effective when modified for each utility territory.
  - Utility administration works best for programs that can leverage utilities' knowledge of energy consumption, customer demographics, workforce infrastructure, and existing customer relationships within their service territories. Utility access – and increased customer access – to energy use data enables the design of more personalized services and programs, targeted outreach, and individualized solutions for customers.
- Utilities can offer flexible financing options such as on-bill repayment.
- Customers may have more "brand awareness" and direct communication with their utility, facilitating the broader adoption of energy efficiency measures.

### Which energy efficiency programs will continue to be administered by NJCEP, and which will be administered by the utilities?

NJCEP will continue to administer the new construction programs for commercial and industrial (C&I), residential, and government customers. NJCEP will also continue offering the Residential New Construction, Large Energy Users, Combined Heat & Power & Fuel Cells, and Solar & Community Solar Programs, as well as the Local Government Energy Audit Program, the Energy Savings Improvement Program financing program, and energy efficiency opportunities for state

### Program areas staying with NJCEP:

- New Construction (residential, commercial, industrial,

# Current Program Updates



# BPU Program Updates: Progress to Goals (PTG) Report as of November 2021 – FY22

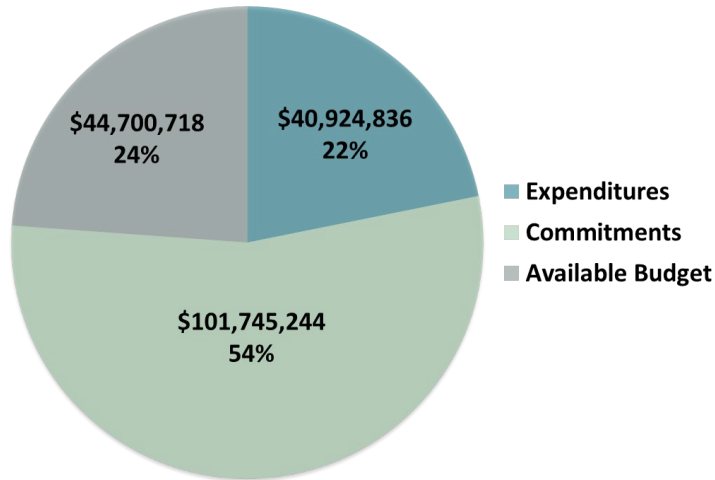


**Note (1):** The results presented here are preliminary and are subject to change.

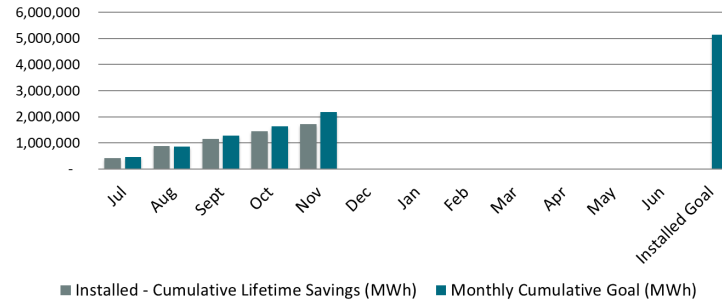
**Note (2):** Due to COVID-related health and safety restrictions, some programs have experienced a decline in participation or project completions.

# Overall Progress Towards TRC Managed Program Goals

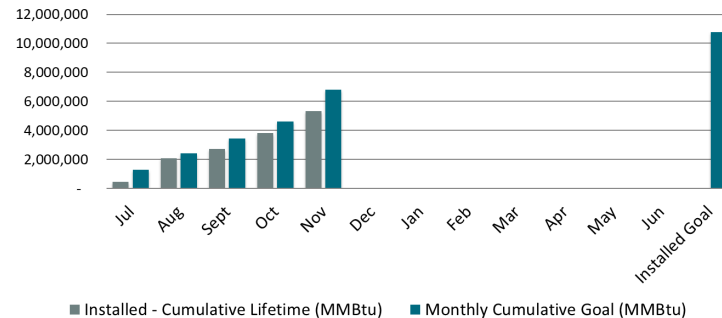
FY22 Overall TRC Managed Programs  
Incentive Budget: **\$187,370,799**



FY22 Overall Progress Towards TRC Managed Program Goals  
Cumulative Installed Lifetime MWh Savings

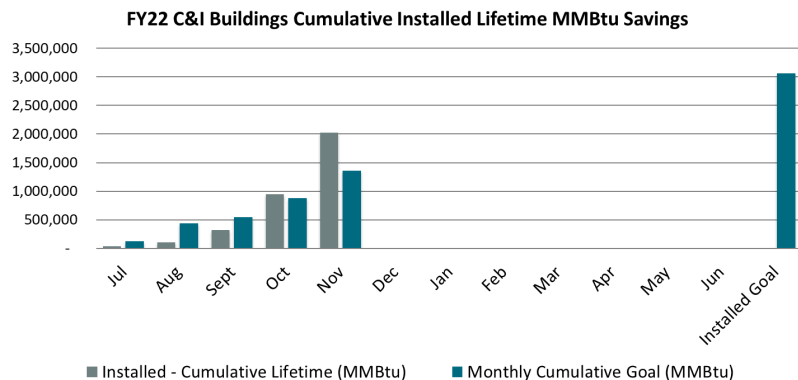
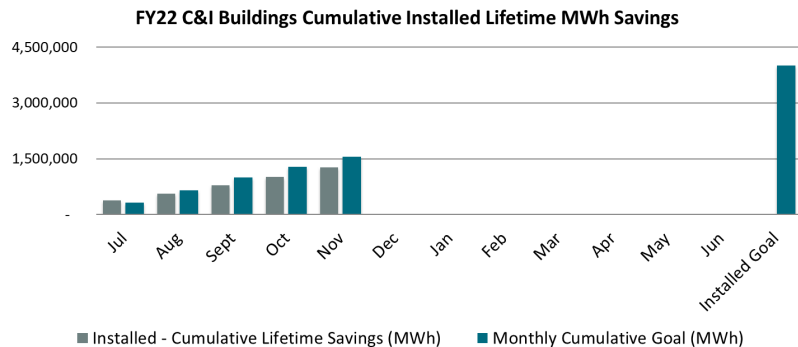
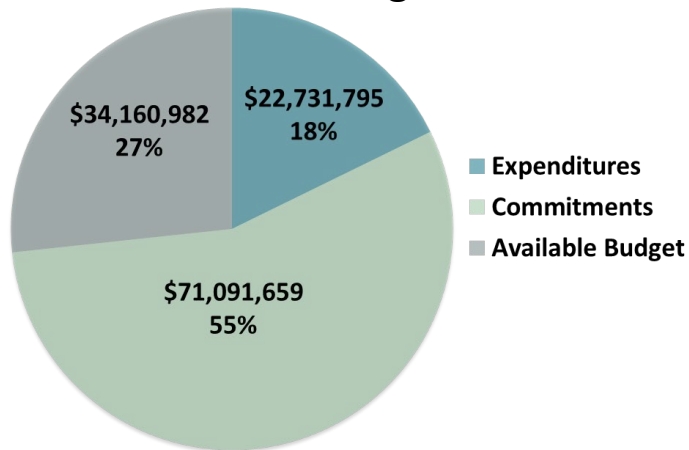


FY22 Overall Progress Towards TRC Managed Program Goals  
Cumulative Installed Lifetime MMBtu Savings



# Commercial & Industrial Buildings

FY22 Incentive Budget: **\$122,584,436**



# Commercial & Industrial Buildings

## Program Highlights

### Retrofit

- Received 40 applications (145 YTD)
- Approved 14 applications (463 YTD)
- Paid 219 applications (897 YTD)

### New Construction

- Received 4 applications (24 YTD)
- Approved 5 applications (26 YTD)
- Paid 4 applications (20 YTD)

### Customer Tailored Energy Efficiency Pilot Program (CTEEP)

- Received 0 new enrollments (3 YTD)
- Approved 2 applications (7 YTD)
- Paid 4 applications (48 YTD)
- Held 1 scoping session meeting with customers (4 YTD)

### Large Energy Users Program (LEUP)

- Received 0 applications (7 YTD)
- Approved 2 Final Energy Efficiency Plans (2 YTD)
- Paid 2 Applications (7 YTD)

### Pay for Performance – Existing Buildings

- Received 0 applications (0 YTD)
- Approved 5 Energy Reduction Plans (8 YTD)
- Completed 1 project (5 YTD)

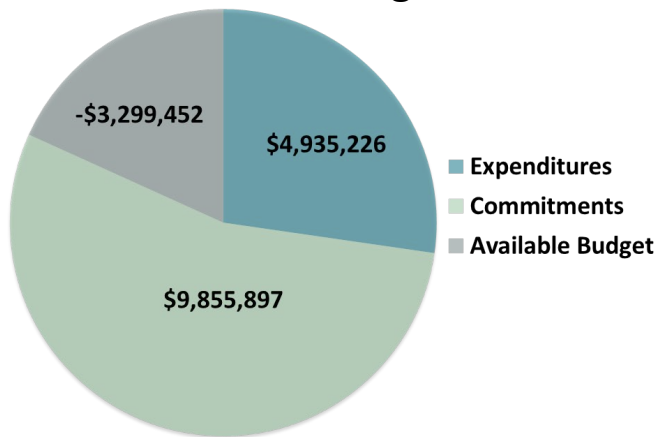
### Pay for Performance – New Construction

- Received 1 application (7 YTD)
- Approved 0 Energy Reduction Plans (4 YTD)
- Completed 1 project (3 YTD)

# Direct Install

**Note:** Actual year-end FY21 commitments exceeded the estimated commitments used to develop the budget. The difference will be addressed in the FY22 true-up budget. The FY21 budget was not exceeded.

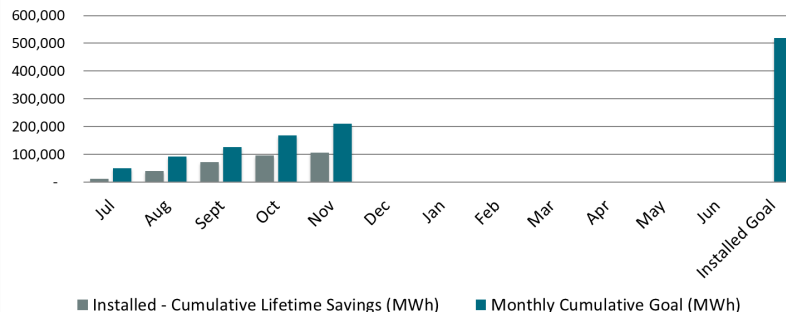
FY22 Incentive Budget: **\$11,491,671**



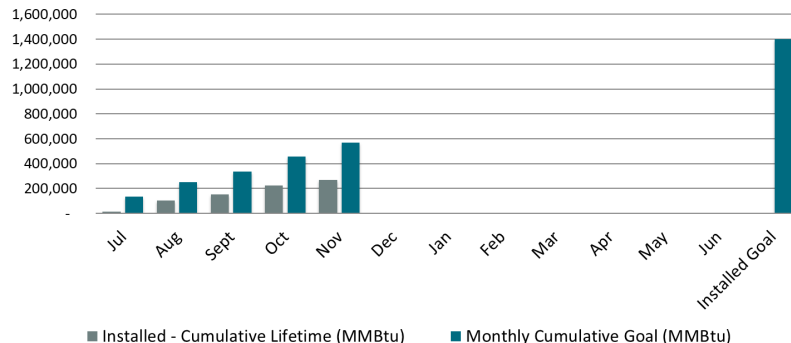
## Program Highlights

- Received 0 applications (0 YTD)
- Paid 15 applications (133 YTD)

FY22 Direct Install Cumulative Installed Lifetime MWh Savings



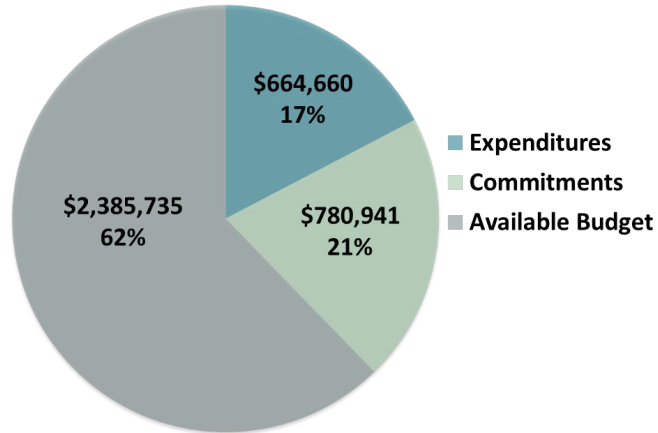
FY22 Direct Install Cumulative Installed Lifetime MMBtu Savings





# Local Government Energy Audit (LGEA)

FY22 Incentive Budget: **\$3,831,336**

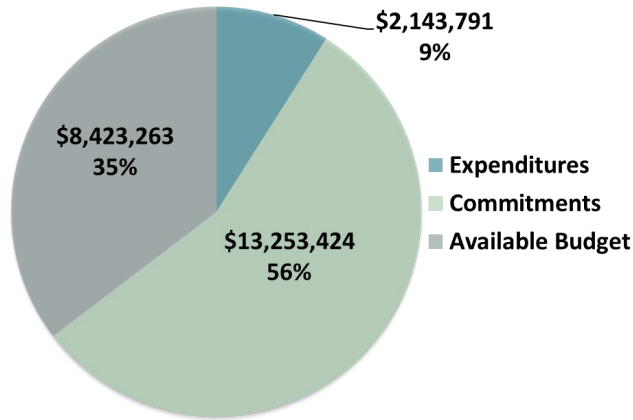


## Program Highlights

- Received 42 applications (144 YTD)
- Approved 14 applications (43 YTD)
- Audited approximately 752,514 square feet
- Held 2 Exit Meetings for 5 sites (including additional scopes)
- Delivered Final Audit reports on 52 sites (5 entities)

# Distributed Energy Resources

FY22 Incentive Budget: **\$23,820,478**

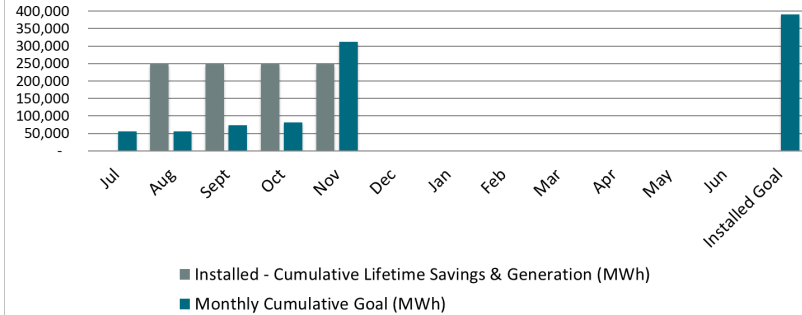


## Program Highlights

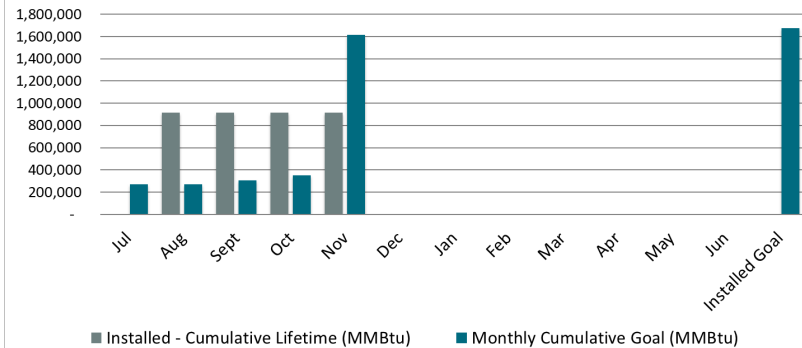
### Combined Heat & Power (includes Fuel Cells)

- Received 2 applications (3 YTD)
- Approved 0 applications (1 YTD)
- Completed 0 installations (3 YTD)

FY22 DER Cumulative Installed Lifetime MWh Savings & Generation

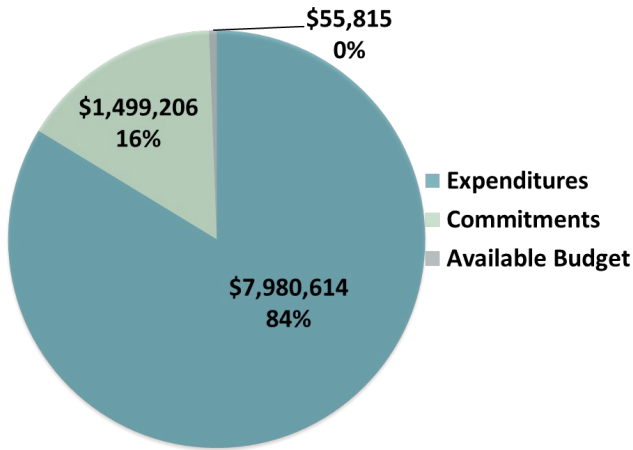


FY22 DER Cumulative Installed Lifetime MMBtu Savings

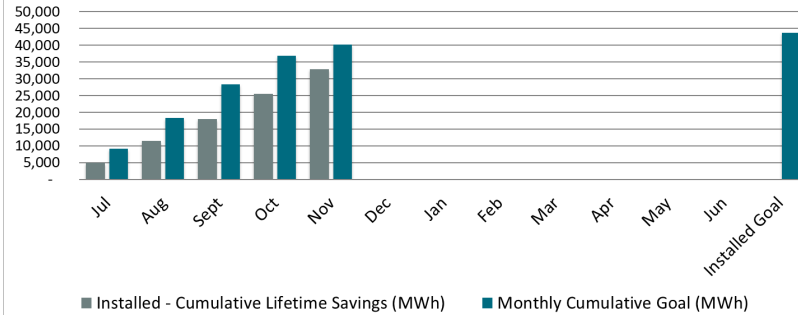


# Residential Existing Homes

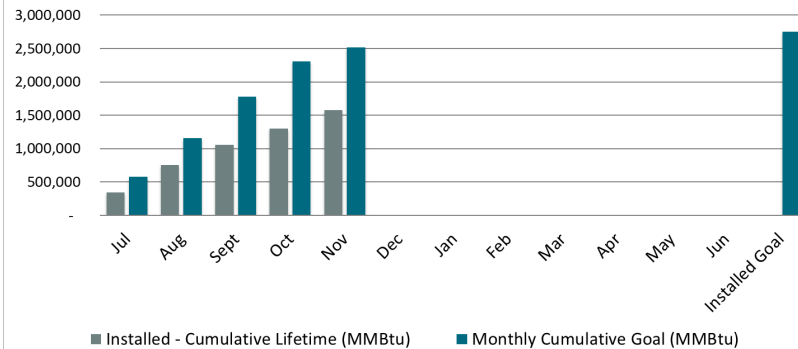
FY22 Incentive Budget: **\$14,935,636**



FY22 Existing Homes Cumulative Installed Lifetime MWh Savings



FY22 Existing Homes Cumulative Installed Lifetime MMBtu Savings



# Residential Existing Homes

## Program Highlights

### Heating, Ventilation and Air Conditioning (HVAC)

- Received 337 applications (4,424 YTD)
- Paid 1,559 applications (7,871YTD)
- Delivered 0 HVAC training classes

### Home Performance with ENERGY STAR® (HPwES)

- Received 0 enrollments (0 YTD)
- Completed 431 projects (1,532 YTD)
- Delivered 0 HPwES training classes

### State Energy Funding (SEP) Funding Available for oil, propane, municipal and coop electric customers:

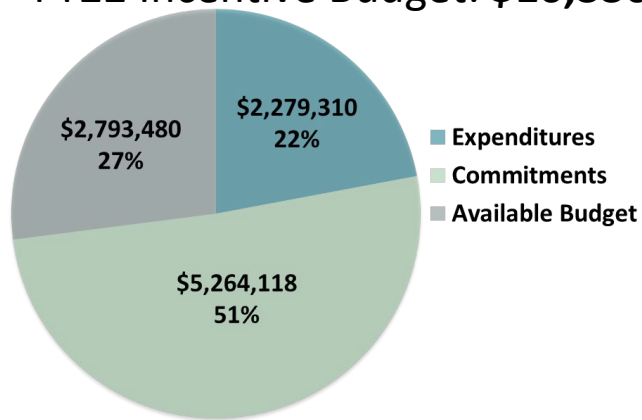
- HVAC: \$ 238,197.64 remaining
- HPwES: \$ 368,966.70 remaining

### Contractor Cooperative Marketing Incentives:

- HVAC: \$ 0
- HPwES: \$ 0

# Residential New Construction

FY22 Incentive Budget: **\$10,336,907**

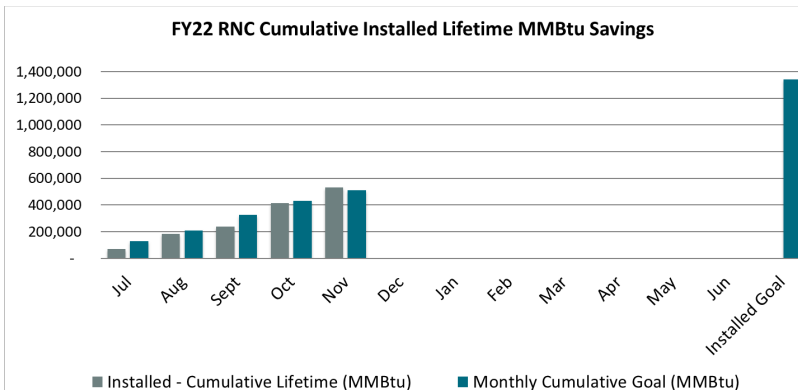
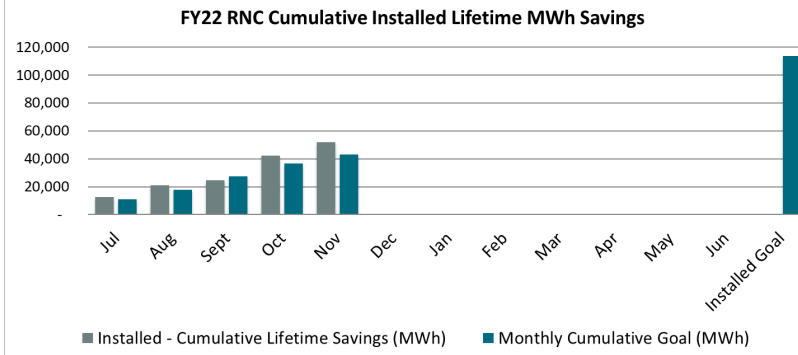


## Program Highlights

- Received 154 enrollments (1,543 YTD)
- Completed 311 projects (1,626 YTD)

### Contractor Cooperative Marketing Incentives:

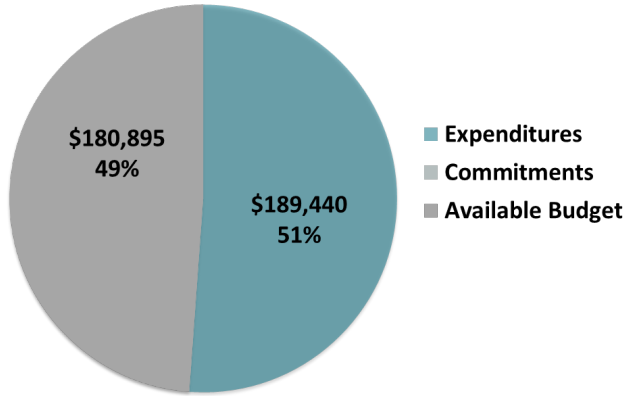
- RNC: \$ 0



# Energy Efficiency Products

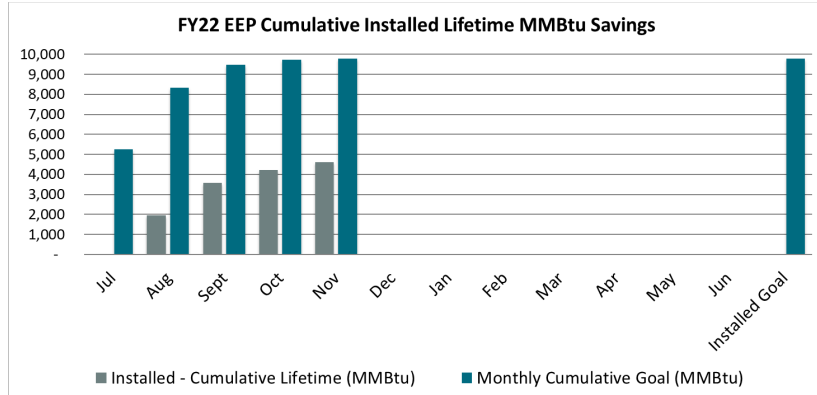
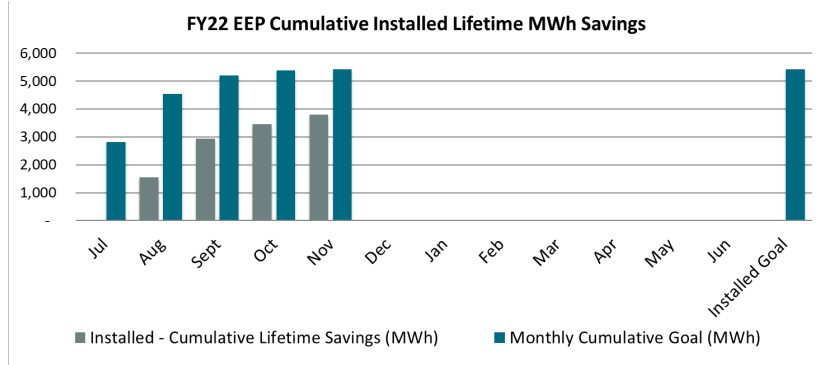
FY22 Incentive Budget: **\$370,335**

\$0  
0%



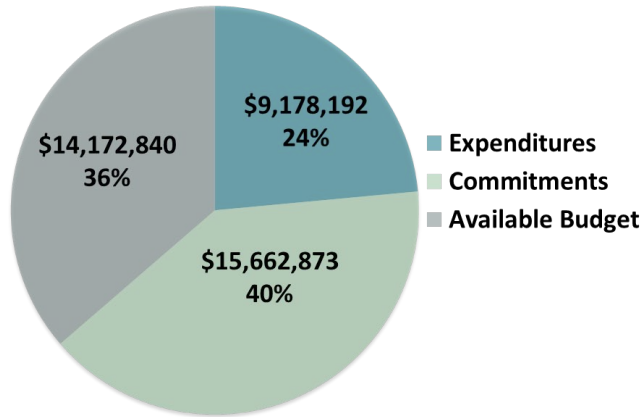
## Program Highlights

- Appliance Rebates: 986 completed
- Appliance Recycling: collected 0 units
- 0 retailer store visits were conducted in November



# Comfort Partners

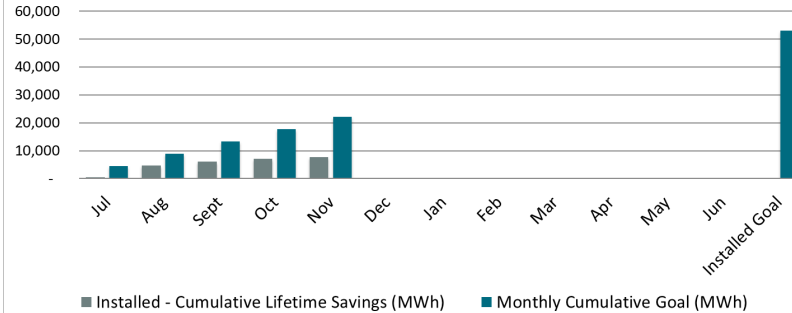
FY22 Incentive Budget: **\$39,013,905**



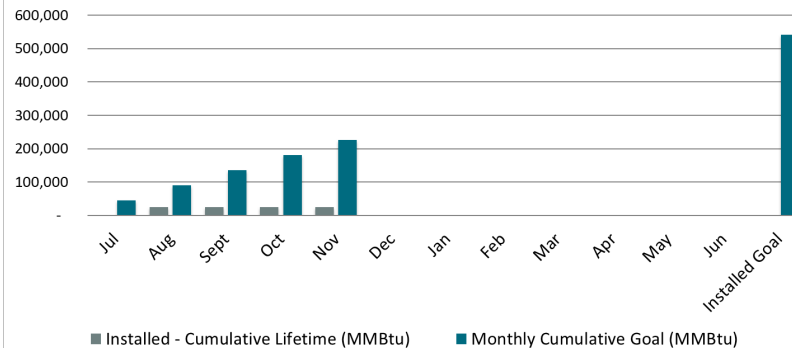
## Program Highlights

- Completed 333 Projects (1,554 YTD)

FY22 Comfort Partners Cumulative Installed Lifetime MWh Savings



FY22 Comfort Partners Cumulative Installed Lifetime MMBtu Savings



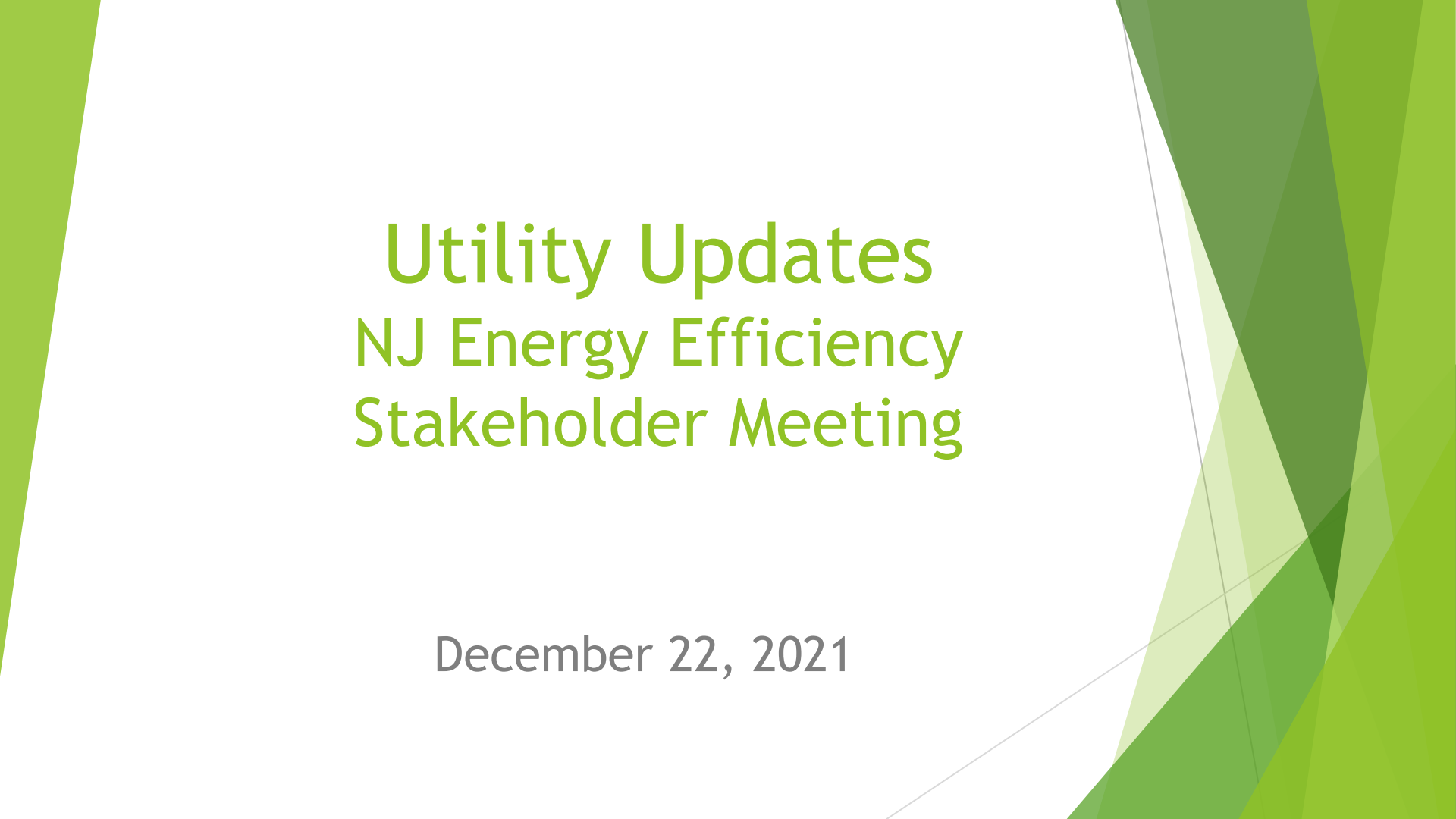
# School and Small Business EE Stimulus Programs

- Program launched October 7, 2021
- **Budget** - \$180 Million
- **Goal:** provide grants to boards of education and eligible small businesses for repair/installation of HVAC and plumbing fixtures and appliance.
- **Primary Focus:**
  - Air quality/air flow (COVID - driven)
  - Energy efficiency / water conservation
  - Assisting underserved communities

Program information posted on NJCEP website at:

<https://njcleanenergy.com/school-and-small-business-energy-efficiency-stimulus-program>



The background features abstract green geometric shapes, including triangles and polygons, in various shades of green, creating a modern and dynamic look.

# Utility Updates NJ Energy Efficiency Stakeholder Meeting

December 22, 2021

# Reminders

- ▶ All of the utilities have launched the programs transitioning from NJCEP
- ▶ Reach out to utilities where you may be interested in doing business.
  - ▶ Explore the information they have posted and reach out if you have questions.
  - ▶ Sign up for any contractor updates if that is available.
  - ▶ Build your understanding of utility specific elements (e.g. financing options, online forms)
  - ▶ Some programs have specific contractor requirements and may require Participating Contractor Agreement
- ▶ Contact info for all utilities is captured NJCEP Transition page

**Utilities appreciate your patience during this transition**  
Committed to updating FAQs and materials to provide clarity to  
customers and contractors

# Energy Efficiency Products Program

## ▶ HVAC

- ▶ Electric utilities have considered trade ally feedback regarding minimum eligibility for heat pumps and central AC systems and Incentives for Cold Climate HPs
- ▶ Their review also included consideration of ENERGY STAR minimum efficiency standards
- ▶ Changes are proceeding through the regulatory review process

**Look for a Q1 2022 announcement from the utilities with more information on the changes.**

**Will also review at the January EE Stakeholder Meeting**

# Joint Petition- Budget Constraints

- ▶ Utilities have been working to resolve constraints among Lead and Partner utility budgets that presented challenges in supporting the market during this Triennial.
- ▶ On November 8<sup>th</sup>, the utilities submitted a joint letter petition with a proposal to allow for more flexibility for utilities to implement solutions that can help keep markets open and allow Lead Utilities to implement their approved Program Plans
  - ▶ Would allow a Lead Utility with available budget to cover a Partner Utility's fuel if a Partner Utility is not able to support the funding request within the existing flexibility provisions
  - ▶ Seeking interim approval to help address existing budget constraints for certain programs in some territories
- ▶ Board currently considering the procedural elements for this petition
  - ▶ Currently in a discovery phase

# WORKING GROUP UPDATES



# Working Groups



The following Working Groups were identified in the June 10, 2020 Board Order to refine the programs through the transition:

- **Evaluation, Measurement, and Verification Working Group**  
(Energy Codes and Standards Subcommittee)
- **Workforce Development Working Group**
- **Equity Working Group** (Comfort Partners Subcommittee and Multifamily Subcommittee)
- **Marketing Working Group**

# Evaluation, Measurement, & Verification Working Group



- Provide guidance and input on the planning and monitoring of EM&V plans (including activities, methodologies, budgets, priorities), policies, procedures, guidelines, requirements for program administrators (including data to be tracked and reported, such as GHG emissions reductions, BTU savings, local worker job-hours, supplier diversity), methods to account for strategic electrification, and schedules.
- Provide recommendations on development of a standard, transparent, and replicable approach for EM&V across the state, according to which the State and utilities will be held to the same accountability standards such as the frequency and transparency of reporting and vendor procurement requirements.
- Share associated data, track best practices from other jurisdictions, emerging EM&V approaches and facilitate the necessary stakeholder processes related to the State's EM&V policies.

## SWE Team and Roles



Lisa Skumatz  
Admin, Res, Topics



Ralph Prah  
All sectors, Topics



Bob Wirtshafter  
Res & Topics



Dakers Gowans  
C&I, Topics




Pete Jacobs  
C&I, Topics



Jane Peters  
Process, Mkt Res.



Mike Rufo  
Impact, GHG



# NJ EE MONTHLY STAKEHOLDER MEETING: UPDATE ON EM&V WG

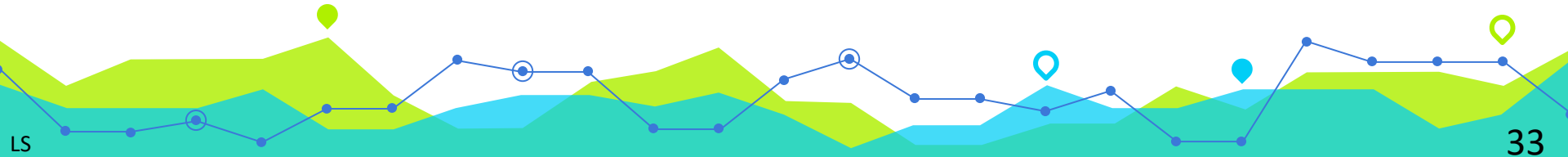
12/22/21

[Skumatz@serainc.com](mailto:Skumatz@serainc.com); 360-261-3069<sup>32</sup>



# TOPICS

- EM&V Working Group (WG), Statewide Evaluator (SWE) and Objectives
- Progress in Setting up the Structure
- Next Steps



# EM&V WG, SWE, GOALS

## EM&V WG

- Stakeholder committee addressing EM&V
- Utilities, Rutgers, BPU, Rate Counsel, SWE, and applicable technical consultants
- Meets bi-weekly

## Statewide Evaluator (SWE)

- Contractor/advisor to BPU; cover all evaluation expertise areas/oversight
- Work to develop / oversee effective evaluation framework & process
- Toward industry standard evaluation and efficient processes

## → GOALS

- Assure appropriate evaluation is in place to support efficient and effective EE programs
- Develop defensible savings estimates
- Provide program / plan advice to help NJ reach goals and assure appropriate expenditures of public funds

# NEW STRUCTURE / ORGANIZATION IN NJ – DEVELOPING THE FRAMEWORK

- Variety of programs delivered by utilities, state, and jointly-managed
- Evaluation to inform, allow confirmation of effective expenditures
- Implies a variety of elements

Key - \*=completed or set up  
 #=In progress / development  
 p=public

# MAJOR ELEMENTS

Interrelated and supporting Meetings, Documents, Updates, Input, and Review Processes

## Meetings / Facilitation

- Bi-weekly EM&V WG\*
- Monthly public meetings \*<sup>p</sup>
- Weekly BPU phone /email updates\*

## EM&V Documents

- Master SWE workplan\*
- Roles / responsibilities / timeline spreadsheet\*
- 3-Year Evaluation Plan: utility & statewide Studies#
- Guidance documents for evaluations#

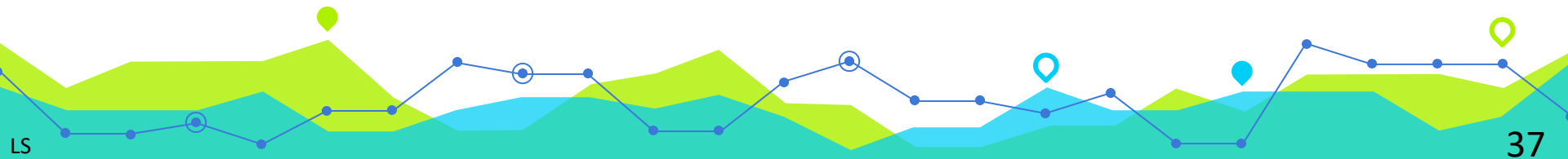
## EM&V Processes, Updates & Tracking

- Periodic technical review of Utility evaluation studies#
- Ongoing technical oversight of statewide evaluation studies#
- TRM-Review & update of values / assumptions – committee\*<sup>p</sup>
- NJCT – Review & update of Cost Test and supporting data – committee\*<sup>p</sup>
- Annual Report documenting results, progress, status – feedback & assessment<sup>p</sup>
- Ad hoc as needed

# CURRENT EFFORTS / NEXT STEPS

## Current Efforts / In Progress

- Three-Year Evaluation Plan
  - Three phases, based on resources, data, budgets
  - Scheduled to support second triennial planning
  - Covers utility & statewide studies
  - Addresses key topics including:
    - Impact, process
    - TRM values, new measures;
    - Cost test inputs
    - NTG, baselines/data, Equity, market assessments, other
- Develop remaining 1<sup>st</sup> year study “Guidelines”
- Setting up scope & review process for utility studies
- Statewide studies – development, contracting & RFP



# THANKS FOR YOUR TIME!!

## QUESTIONS / OTHER DISCUSSION?

- Lisa Skumatz, SWE contact, [Skumatz@serainc.com](mailto:Skumatz@serainc.com)

# Workforce Development Working Group



- Develop recommendations for establishing coordinated and collaborative workforce development and job training pathways statewide
- Focus on providing economic opportunities for underrepresented and socially or economically disadvantaged individuals



# Equity Working Group



- Develop recommendations to integrate equity metrics and approaches in energy efficiency and peak demand reduction programs
- Collaborate with Supplier Diversity Development Council to encourage supplier diversity
- Encourage contractor coaching/mentoring of diverse enterprises

**Comfort Partners Subcommittee:** Oversee Comfort Partners Program and utilities' day-to-day operations

**Multifamily Subcommittee:** Design and manage delivery of multifamily sector with goals of equitable access and adequate program support



# Marketing Working Group



- Promote the programs, overall state brand (utilized by all program administrators), and the larger benefits of participation in EE and PDR programs. Engage in a collaborative effort in branding, messaging, and promotion of all utility- and State-led programs, including in the provision of program materials in Spanish and languages other than English. Staff shall leverage State resources to promote general awareness of EE and other clean energy opportunities in NJ while the utilities shall market specific programs and initiatives to customers in a more targeted fashion

# General Q&A



To submit questions in advance for next month:  
**[EnergyEfficiency@bpu.nj.gov](mailto:EnergyEfficiency@bpu.nj.gov)**

# Items of Interest



# Next Meetings



# Energy Efficiency Stakeholder Meetings

[NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency](http://NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency)

*3<sup>rd</sup> Thursday of the Month, 1-2:30pm*

January 20, 2022

February 17, 2022

March 17, 2022

April 21, 2022

May 19, 2022

June 16, 2022

July 21, 2022

August 18, 2022

September 15, 2022

October 20, 2022

November 17, 2022

December 15, 2022

# More Information

## VISIT

NJCleanEnergy.com

NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency

## CONTACT

[EnergyEfficiency@bpu.nj.gov](mailto:EnergyEfficiency@bpu.nj.gov)

866.NJ.SMART (657.6278)

## NEWSLETTER

NJCleanEnergy.com/NEWSLETTER

## EE LISTSERV

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THANK YOU

