



Energy Efficiency Stakeholder Meeting

January 20, 2022

Agenda

1. Welcome & Introductions
2. Recap of Last Meeting
3. Current Program Updates
 - a. BPU Updates
 - School and Small Business Stimulus Program Update
 - b. Utility Company Updates
4. Working Group Updates
5. General Q&A
6. Items of Interest
7. Next Meetings

Welcome & Introductions



Recap of Last Month



December Meeting Recap

What we covered:

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

Post-Transition Energy Efficiency Programs



Program areas staying with NJCEP:

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

* State Facilities are also eligible for utility programs

Post-Transition Energy Efficiency Programs



Rackand Electric Company



Program areas to be served by the Utilities:

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

Proposed 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

FAQs will be
updated
regularly

Visit our transition website:

www.NJCleanEnergy.com/TRANSITION

The screenshot displays the website for the New Jersey Clean Energy Program. The top navigation bar includes links for Press Room, Library, FAQs, Calendar, Newsletters, Contact Us, and Site Map. A search bar is located on the right. The main navigation menu has four categories: HOME, RESIDENTIAL, COMMERCIAL, INDUSTRIAL, LOCAL GOV & MULTIFAMILY, and RENEWABLE ENERGY. The left sidebar contains links for 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, and CONTACT US. The main content area features the title "New Jersey's Energy Efficiency Program Transition" and a sub-header "Transición del Programa de Eficiencia Energética de Nueva Jersey". It includes text about Governor Murphy's 2018 legislation and the program's goals. A section titled "Program areas staying with NJCEP:" lists "New Construction (residential, commercial, industrial, ...". A "Program Updates" section lists "FY21 Notice of Elimination of Enhanced Incentives for Prescriptive Lighting" and "FY21 Commercial & Industrial". A "FREQUENTLY ASKED QUESTIONS" section is highlighted in blue. The first question is "Why will some energy efficiency programs now be managed by the utility companies?" with an answer explaining the transition from NJCEP to utilities in accordance with the Clean Energy Act of 2018. A second question is "Which energy efficiency programs will continue to be administered by NJCEP, and which will be administered by the utilities?" with an answer stating that NJCEP will continue to administer new construction programs for commercial and industrial (C&I), residential, and government customers, as well as other programs like Combined Heat & Power & Fuel Cells, Solar & Community Solar Programs, and the Energy Savings Improvement Program.

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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

HOME RESIDENTIAL COMMERCIAL, INDUSTRIAL, LOCAL GOV & MULTIFAMILY RENEWABLE ENERGY

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

New Jersey's cleanenergy program

Program areas staying with NJCEP:

- New Construction (residential, commercial, industrial,

New Jersey's cleanenergy program

BPU New Jersey's cleanenergy program

Current Program Updates



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

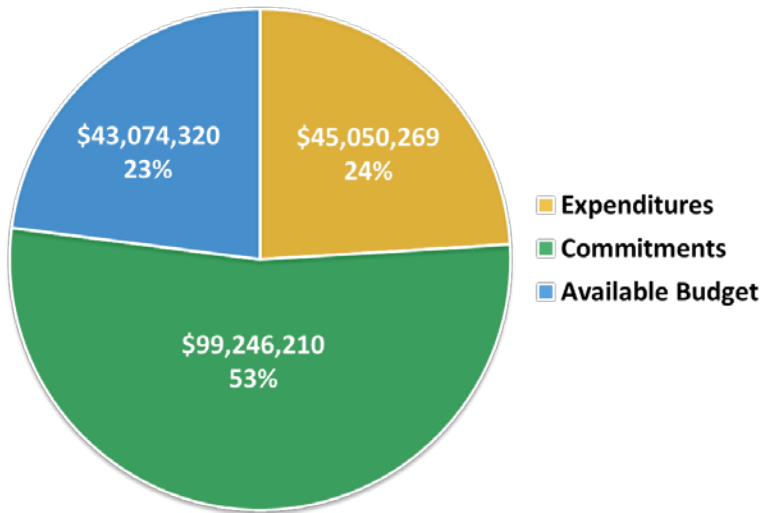


Note (1): The results presented here are preliminary and are subject to change.

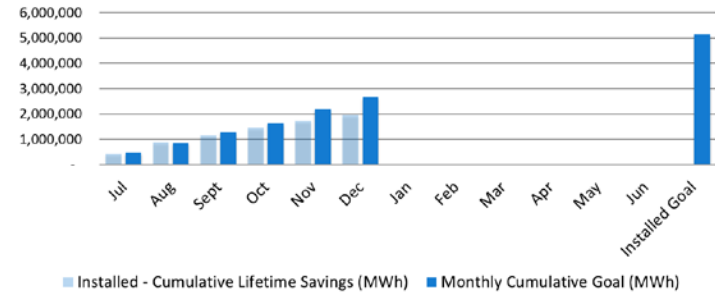
Note (2): Due to COVID-related health and safety restrictions, some programs have experienced a decline in participation or project completions.

Overall Progress Towards TRC Managed Program Goals

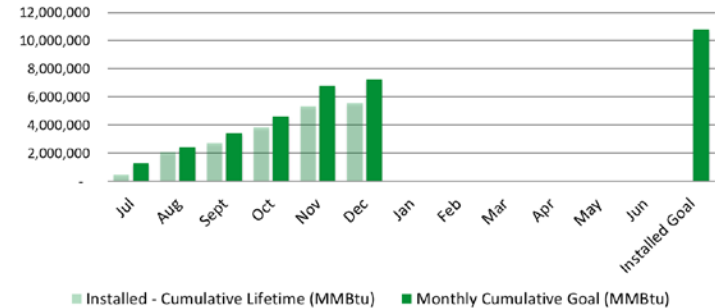
FY22 Overall TRC Managed Programs
Incentive Budget: **\$187,370,799**



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

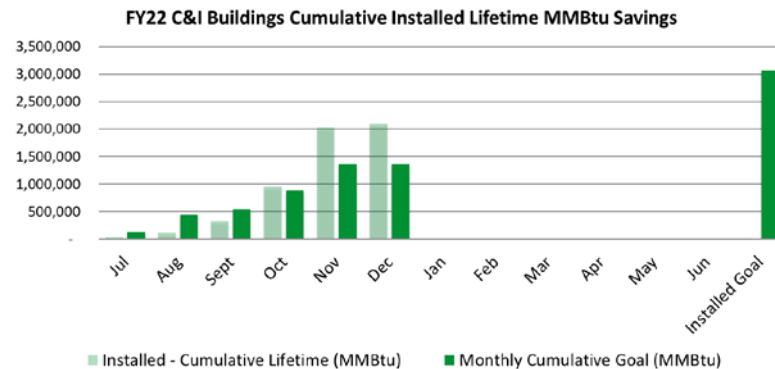
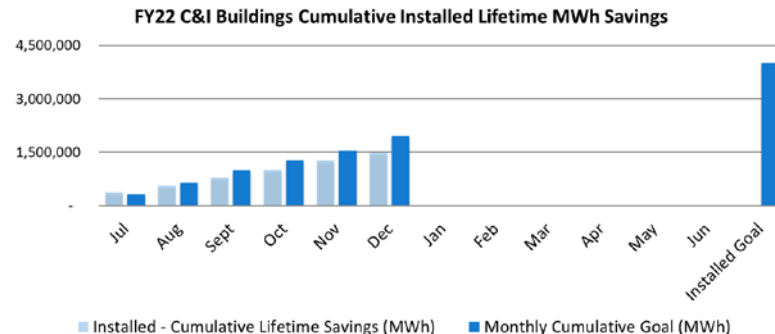
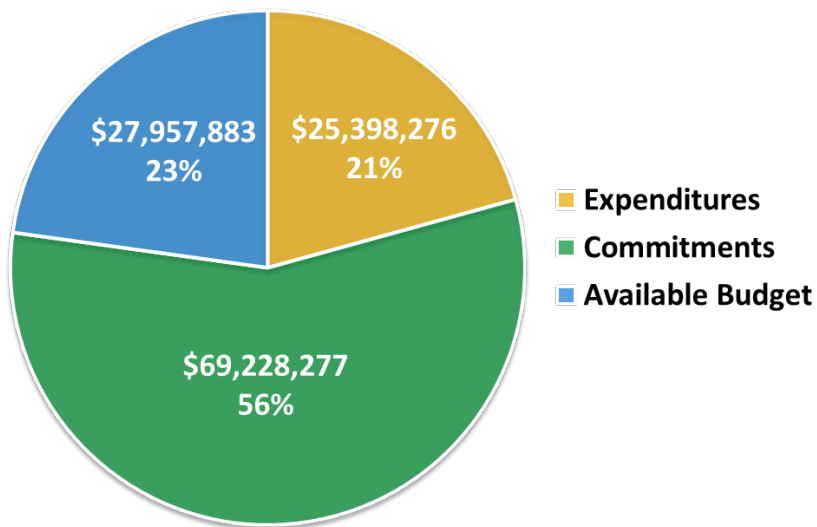


FY22 Overall Progress Towards TRC Managed Program Goals
Cumulative Installed Lifetime MMBtu Savings



Commercial & Industrial Buildings

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



Program Highlights

Retrofit

- Received 11 applications (158 YTD)
- Approved 32 applications (495 YTD)
- Paid 178 applications (1,074 YTD)

New Construction

- Received 5 applications (29 YTD)
- Approved 6 applications (32 YTD)
- Paid 1 application (21 YTD)

Customer Tailored Energy Efficiency Pilot Program (CTEEP)

- Received 1 new enrollment (4 YTD)
- Approved 10 applications (17 YTD)
- Paid 4 applications (52 YTD)
- Held 1 scoping session meeting with customers (5 YTD)

Large Energy Users Program (LEUP)

- Received 0 applications (7 YTD)
- Approved 2 Final Energy Efficiency Plans (4 YTD)
- Paid 0 Applications (7 YTD)

Pay for Performance – Existing Buildings

- Received 0 applications (0 YTD)
- Approved 3 Energy Reduction Plans (11 YTD)
- Completed 2 projects (7 YTD)

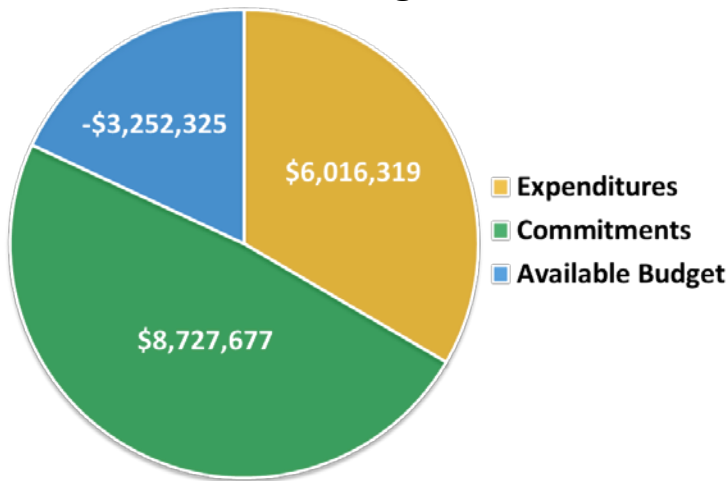
Pay for Performance – New Construction

- Received 2 applications (9 YTD)
- Approved 0 Energy Reduction Plans (4 YTD)
- Completed 0 projects (3 YTD)

Direct Install

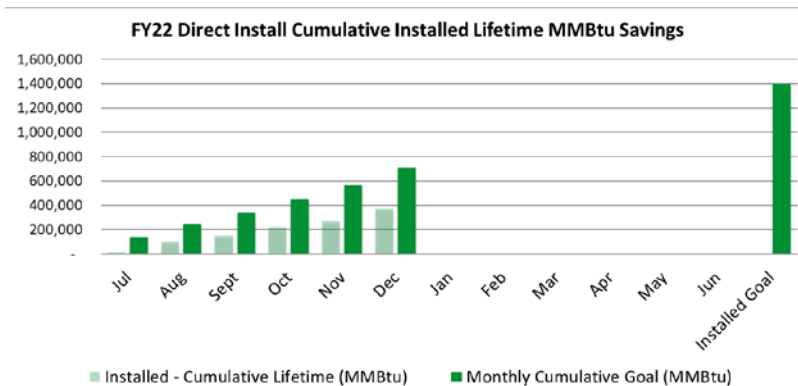
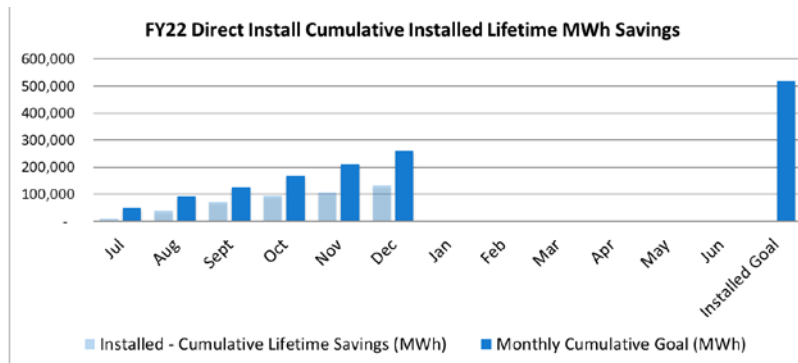
Note: Actual year-end FY21 commitments exceeded the estimated commitments used to develop the budget. The difference will be addressed in the FY22 true-up budget. The FY21 budget was not exceeded.

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



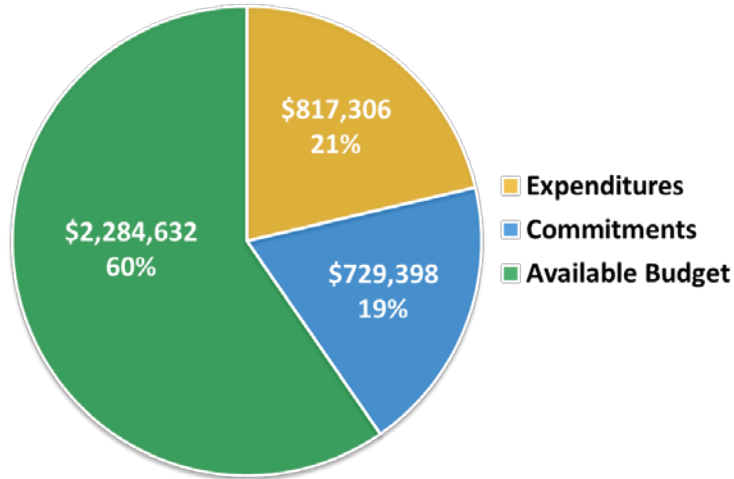
Program Highlights

- Received 0 applications (0 YTD)
- Paid 27 applications (160 YTD)



Local Government Energy Audit (LGEA)

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

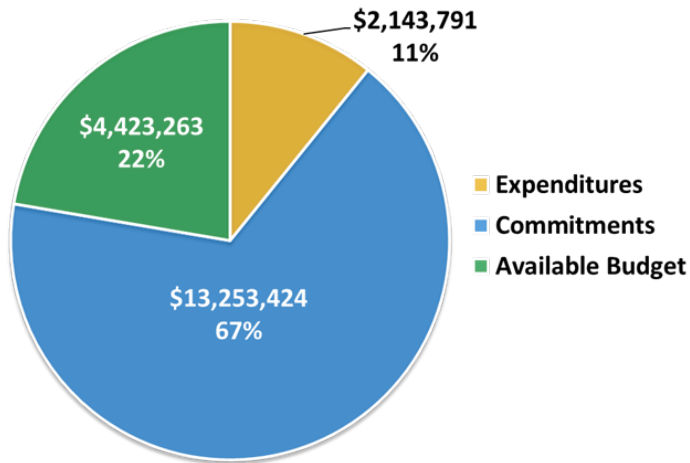


Program Highlights

- Received 28 applications (172 YTD)
- Approved 29 applications (72 YTD)
- Audited approximately 489,883 square feet
- Held 1 Exit Meeting for 4 sites (including additional scopes)
- Delivered Final Audit reports on 5 sites (2 entities)

Distributed Energy Resources

FY22 Incentive Budget: **\$19,820,478**



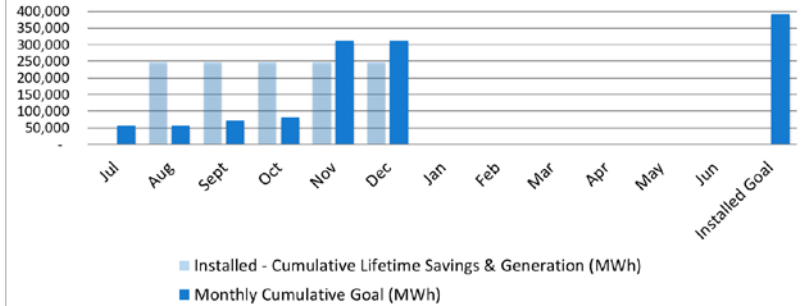
Program Highlights

Combined Heat & Power (includes Fuel Cells)

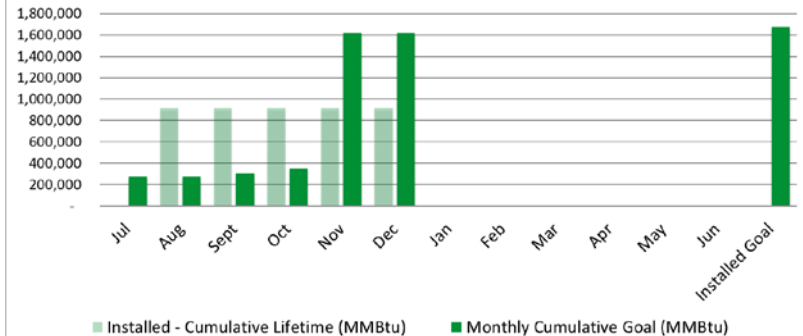
- Received 0 applications (3 YTD)
- Approved 0 applications (1 YTD)
- Completed 0 installations (3 YTD)



FY22 DER Cumulative Installed Lifetime MWh Savings & Generation

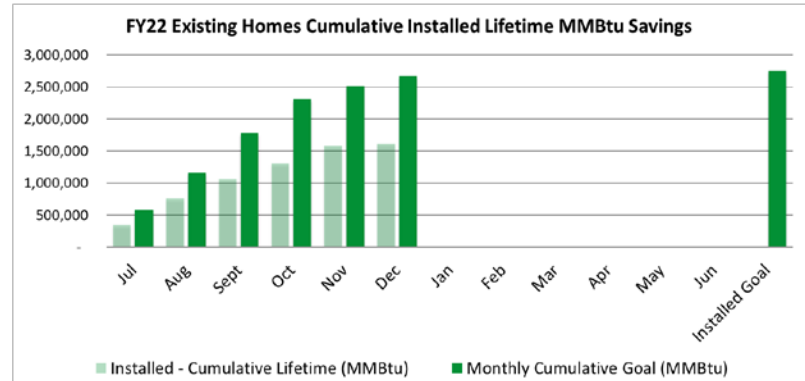
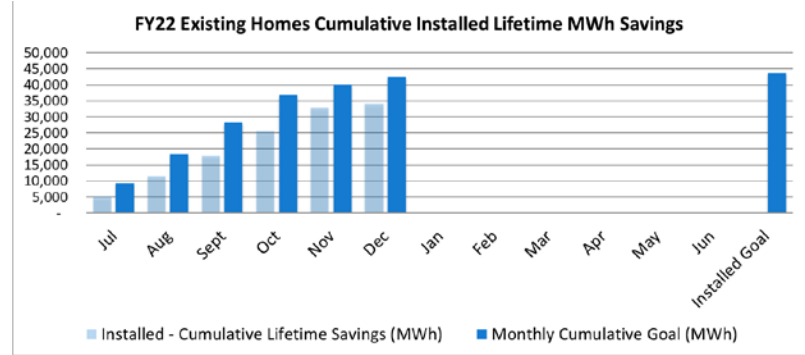
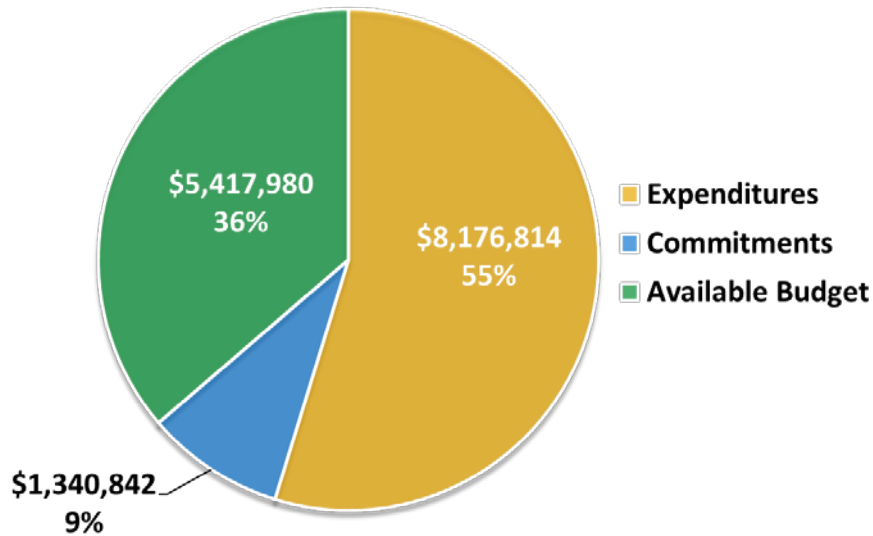


FY22 DER Cumulative Installed Lifetime MMBtu Savings



Residential Existing Homes

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



Residential Existing Homes

Program Highlights

Heating, Ventilation and Air Conditioning (HVAC)

- Received 377 applications (5,036 YTD)
- Paid 268 applications (8,139 YTD)
- Delivered 0 HVAC training classes

Home Performance with ENERGY STAR® (HPwES)

- Received 0 enrollments (0 YTD)
- Completed 13 projects (1,545 YTD)
- Delivered 0 HPwES training classes

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

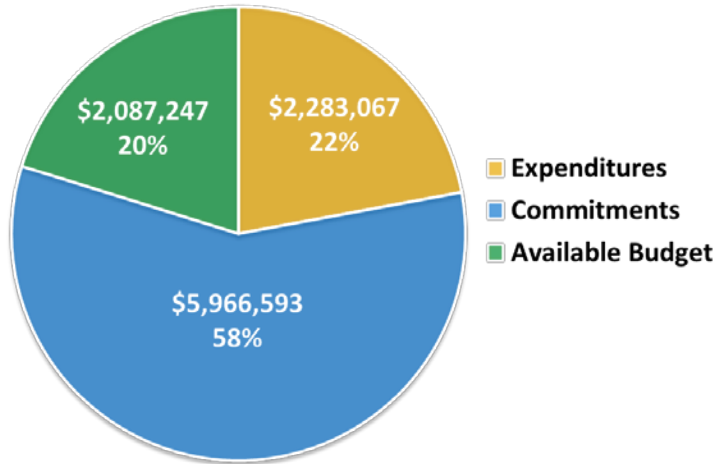
- HVAC: \$ 235,747.64 remaining
- HPwES: \$ 368,966.70 remaining

Contractor Cooperative Marketing Incentives:

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

Residential New Construction

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

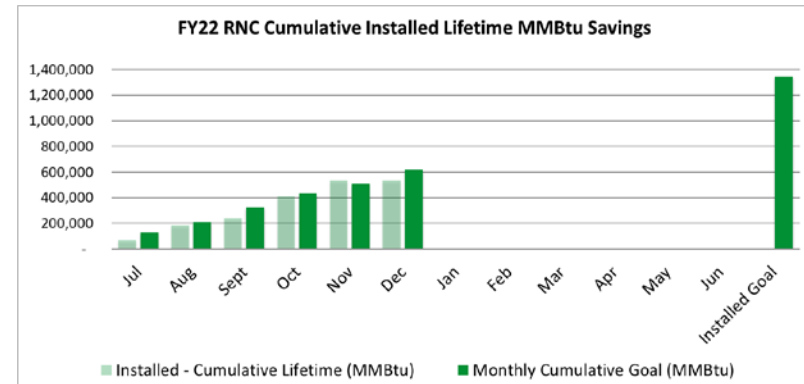
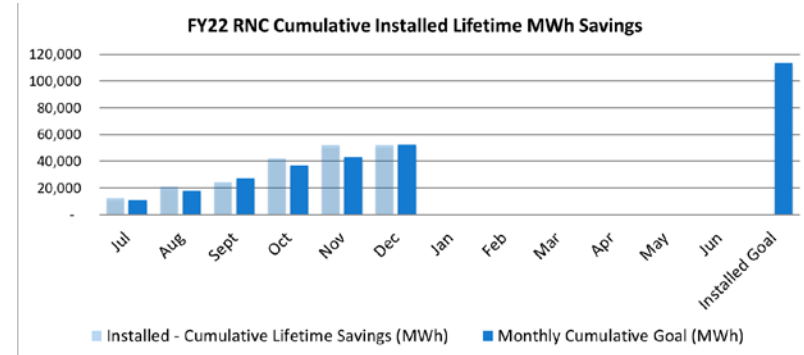


Program Highlights

- Received 237 enrollments (1,913 YTD)
- Completed 2 projects (1,628 YTD)

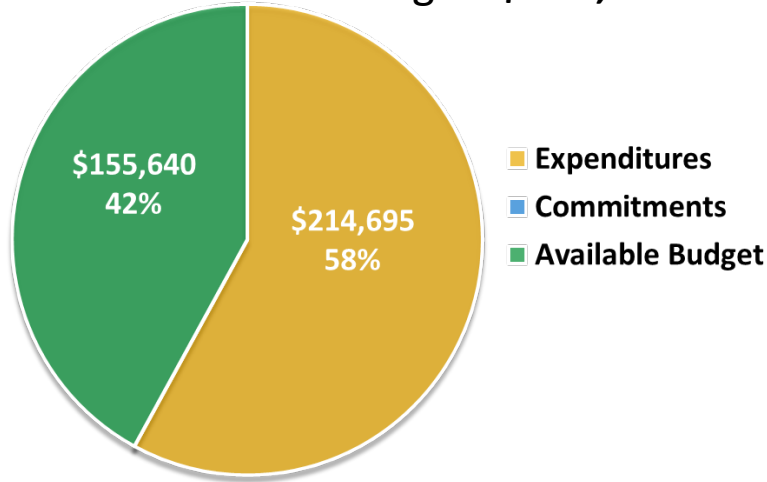
Contractor Cooperative Marketing Incentives:

- RNC: \$ 0



Energy Efficient Products

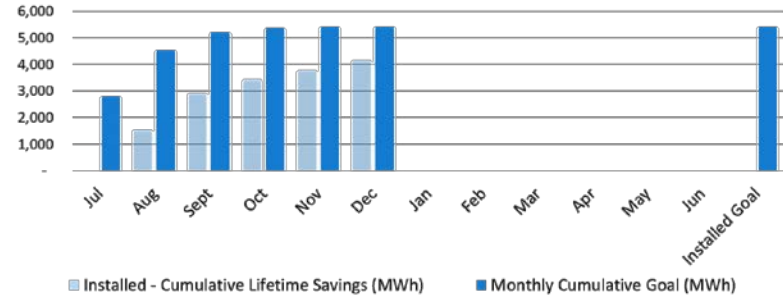
FY22 Incentive Budget: **\$370,335**



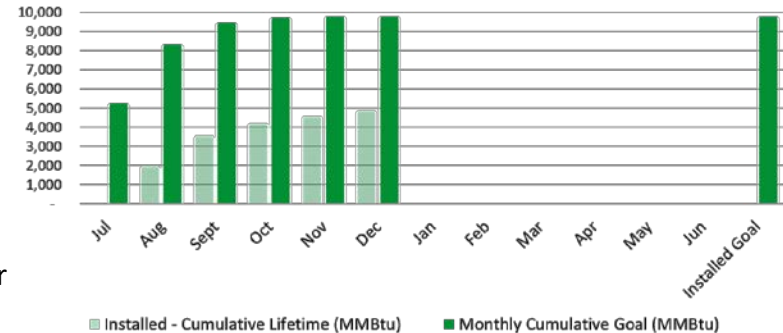
Program Highlights

- Appliance Rebates: 393 completed
- Appliance Recycling: collected 0 units
- 0 retailer store visits were conducted in December
- 41 Applications remain for processing
- Applications were no longer accepted as of 12/28/2021
- Rejection rates increased by 15% in the last month

FY22 EEP Cumulative Installed Lifetime MWh Savings

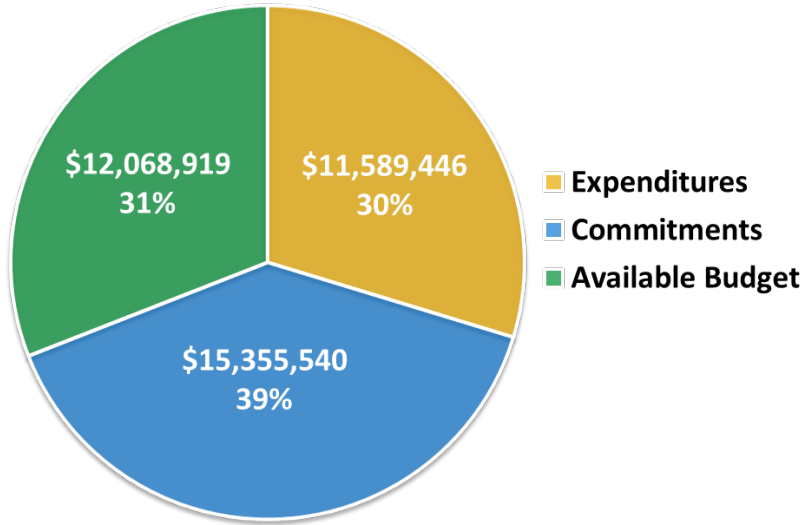


FY22 EEP Cumulative Installed Lifetime MMBtu Savings



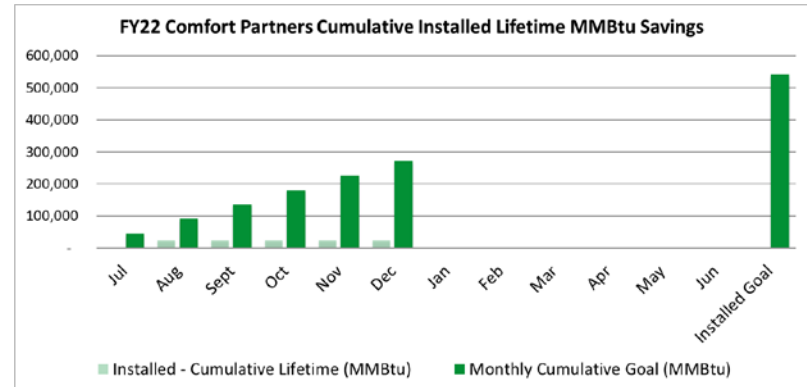
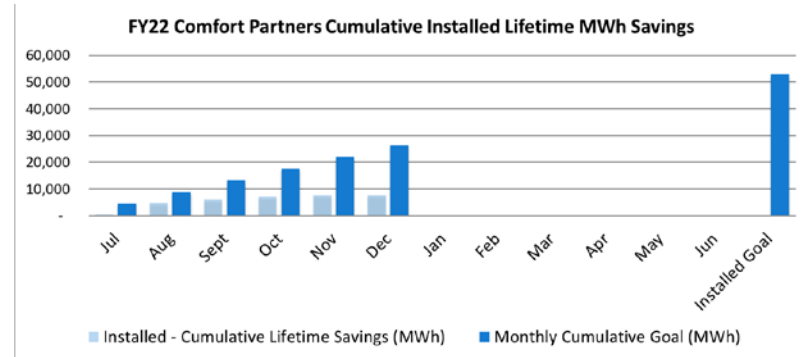
Comfort Partners

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



Program Highlights

- Completed 340 Projects (1895 YTD)



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:

NJCleanEnergy.com/SSBStimulus

School and Small Business Stimulus (SSBS)

NJCleanEnergy.com/SSBStimulus

HVAC

Maintenance Pathway

- Maintain
- Repair
- Upgrade

Replacement / New Pathway

- New systems
- Replaced systems or units

Plumbing & Appliances

- Low-flow devices
- Toilets
- Urinals
- Commercial dishwashers
- Ice makers
- Clothes washers



SSB Stimulus Eligibility

NJCleanEnergy.com/SSBStimulus

- **Boards of Education*** include public schools, such as local school districts, consolidated school districts, regional school districts, county vocational schools, and charter schools.

* Private schools are not eligible.

- **Small Businesses*** include New Jersey-based businesses which:
 - Are independently owned and operated;
 - Have no more than 100 full-time employees;
 - Have annual gross revenues that does not exceed \$12 million; AND
 - Are **certified** by the State as a women or minority-owned business:

<https://business.nj.gov/pages/certifications>

* Non-profit organizations are not eligible.



SSB Stimulus Incentives

NJCleanEnergy.com/SSBStimulus

Grants cover up to 75% of costs

- Utility program funding and financing may be available for the remainder.

Program Grant Caps:

Tier 1 – Applicants located in municipalities under 50,000 residents:

- Boards of Education - \$5 million per entity combined HVAC and Plumbing
- Small Businesses - \$500,000 per entity combined HVAC and Plumbing

Tier 2 – Applicants located in municipalities with 50,000+ residents:

- Boards of Education - \$5 million per entity per HVAC and per Plumbing
- Small Businesses - \$500,000 per entity per HVAC and per Plumbing

SSB Stimulus Application Process

NJCleanEnergy.com/SSBStimulus

1 Apply to your utility if your utility company offers rebates for your project



Electric Providers	Commercial & Industrial Programs
Public Service Electric & Gas	Website and Email and Phone: 844-300-7734
Atlantic City Electric	Website , Email and Phone: 866-353-0007
Jersey Central Power & Light	Website , Email and Phone: 800-662-3115
Rockland Electric	Website , Email and Phone: 877-434-4100

Gas Providers	Commercial & Industrial Programs
Public Service Electric & Gas	Website and Email Phone: 844-300-7734
New Jersey Natural Gas	Website and Email Phone: 877-455-6564
South Jersey Gas	Website and Phone: 888-263-7372
Elizabethtown Gas	Website and Phone: 888-263-7372

2 Apply for the NJCEP School and Small Business Stimulus Program

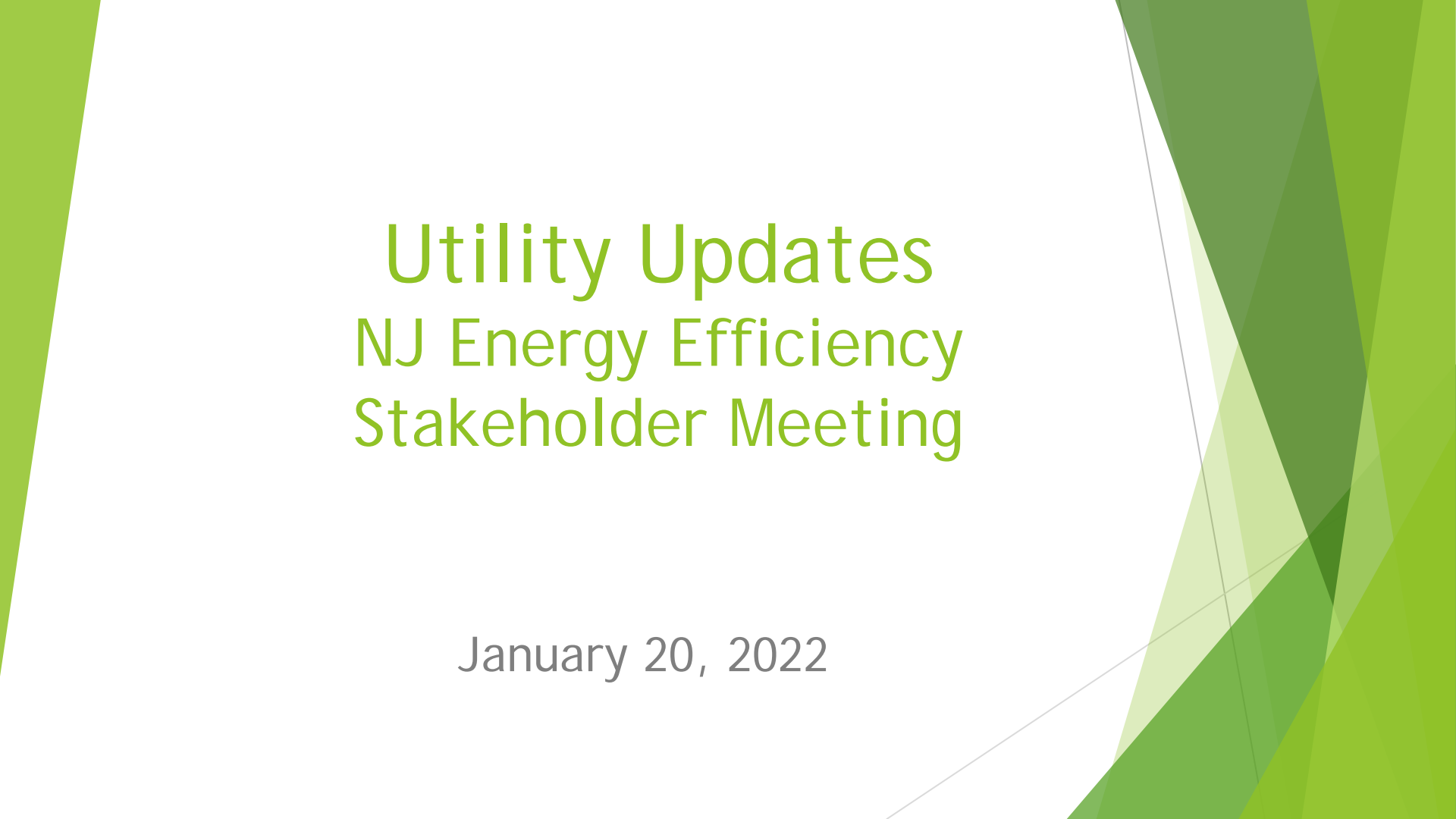


Upcoming SSB Stimulus Presentations

NJCleanEnergy.com/Calendar

Audience	Date	Presentation
Trade Allies	1/28/22	NJCEP Trade Ally Recruitment
	2/03/22	SSBS Recruitment Presentation
	2/15/22	Optimize NJCEP Incentives: SSBS Spotlight
	3/03/22	SSBS Recruitment Presentation
	3/15/22	Optimize NJCEP incentives: SSBS Spotlight
Customers	2/08/22	AM –Minority Owned Business Webinar
	2/10/22	PM –Minority Owned Business Webinar
	3/08/22	AM –Minority Owned Business Webinar
	3/10/22	PM –Minority Owned Business Webinar



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

Utility Updates

NJ Energy Efficiency Stakeholder Meeting

January 20, 2022

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 reviewed and finalized changes for ENERGY STAR minimum efficiency standards and eligibility for heat pumps and central AC systems.
- The efficiency standard changes in the table below will go into effect on 1/31/2022.

Equipment	Tier	Zone	Existing			Change to		
			SEER	EER	HSPF	SEER	EER	HSPF
Air Conditioners	1		16	13			12.5	
Air Source Heat Pump	1		16	13	9		12.5	
Ductless Mini Split Heat Pump		Single	20	12	12		12.5	10
Ductless Mini Split Heat Pump		Multi	18	12	10		12.5	
Ductless Mini Split Air Conditioner			20	12			12.5	

Contractor Communication Channels

- ▶ Recurring joint utility calls booked to provide program updates and secure feedback on programs
 - ▶ HPwES contractors - 3rd Thursday of each month
 - ▶ Structure has been in place for several months
 - ▶ HVAC contractors-
 - ▶ 1st meeting to be booked for March 24th
 - ▶ Expect quarterly cadence
 - ▶ Summary lists being compiled
 - ▶ Reach out to your utility if you are interested
- ▶ Contractors do not need to wait for meetings if they have questions
 - ▶ Reach out directly to utilities/program implementers

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 8th, 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
 - ▶ Utilities have responded to all discovery

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.

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

Items of Interest



Next Meetings



Energy Efficiency Stakeholder Meetings

NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency

3rd Thursday of the Month, 1-2:30pm

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

866.NJ.SMART (657.6278)

NEWSLETTER

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THANK YOU

