



Energy Efficiency Stakeholder Meeting

February 17, 2022

Agenda

1. Welcome & Introductions
2. Recap of Last Meeting
3. Current Program Updates
 - a. BPU Updates
 - 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



January Meeting Recap

What we covered:

- ✓ Transition information on NJCEP website
- ✓ NJCEP and Utility Program Updates
 - ✓ School and Small Business Stimulus Program Update
- ✓ Working Group Updates
- ✓ Q&A

Post-Transition Energy Efficiency Programs



Program areas served by 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

* State Facilities are also eligible for utility programs



Program areas served by the Utilities:

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

Additional Programs & Features:

- Dedicated multi-family program
- More financing options
- Quick home energy check-ups
- Mod. income weatherization



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



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HOME	RESIDENTIAL	COMMERCIAL, INDUSTRIAL AND LOCAL GOVERNMENT	RENEWABLE ENERGY
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NEW JERSEY'S CLEAN ENERGY PROGRAM

BOARD OF PUBLIC UTILITIES

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

Electric Utility Contact Information

Utility Name	Commercial & Industrial Programs	Residential Programs
Public Service Electric & Gas	Website and Email Phone: 844-300-7734	Website and Email Phone: 855-846-2895
Atlantic City Electric	Website, Email and Phone: 806-353-0007	Website, Email and Phone: 806-353-0007
Jersey Central Power & Light	Website, Email and Phone: 800-862-3115	
Rockland Electric	Website, Email and Phone: 877-434-4100	

Gas Utility Contact Information

Utility Name	Commercial & Industrial Programs	Residential Programs
Public Service Electric & Gas	Website and Email Phone: 844-300-7734	Website and Email Phone: 855-846-2895
New Jersey Natural Gas	Website and Email Phone: 877-455-5504	Website and Email Phone: 877-455-5504
South Jersey Gas	Website and Phone: 888-263-7372	Website and Phone: 833-463-0901
Elizabethown Gas	Website and Phone: 888-263-7372	Website and Phone: 833-463-0902

Program Updates

- New School and Small Business Energy Efficiency Stimulus Program
- Energy Efficiency Stakeholder Meeting Feb 17
- Energy Efficiency Program Transition

Program Literature

Applications and Brochures

Download the Latest Program Materials

Clean Energy Learning Center

New Jersey Clean Energy Learning Center

Subscribe to eNewsletter

E-Newsletter

FREQUENTLY ASKED QUESTIONS

Frequently asked questions (FAQs) are grouped by the following subject areas; you can jump to any section by clicking on one of the topics below:

- [General FAQs](#)
- [Commercial & Industrial Programs FAQs](#)
- [Residential Programs FAQs](#)
- [Contractor Specific FAQs](#)
- [Questions](#)

General FAQs

Why are some energy efficiency programs now managed by the utility companies? (updated October 28, 2021)

The transition of the administration of certain energy efficiency programs from NJCEP to the utilities occurred in accordance with the mandates from the Clean Energy Act of 2018. These new programs 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 the use of contractors 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.
- 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.



Current Program Updates



BPU Program Updates: Progress to Goals (PTG) Report as of January 2022 – FY22

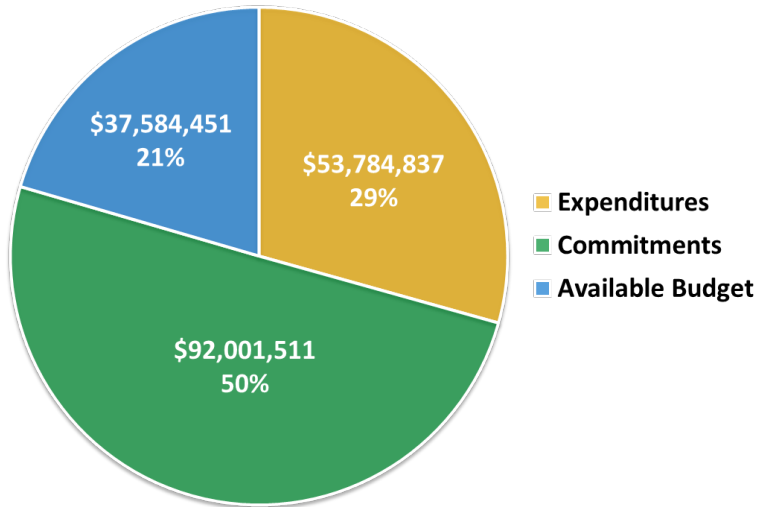


Note (1): The results presented here are preliminary and are subject to change.

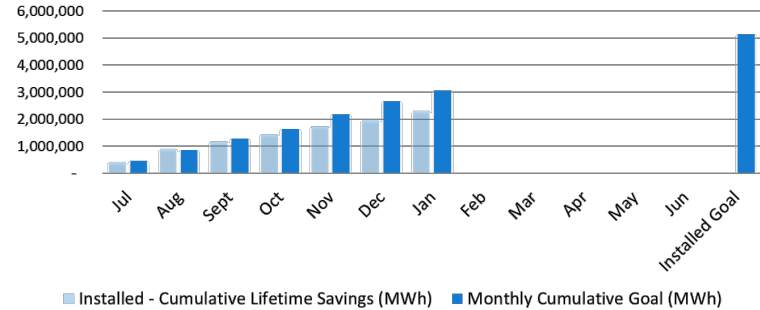
Note (2): Due to COVID-related health and safety restrictions, some programs have experienced a decline in participation or project completions.

Overall Progress Towards TRC Managed Program Goals

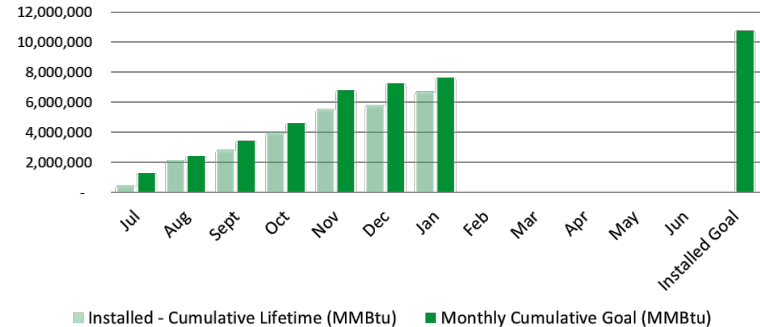
FY22 Overall TRC Managed Programs
Incentive Budget: **\$187,370,799**



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

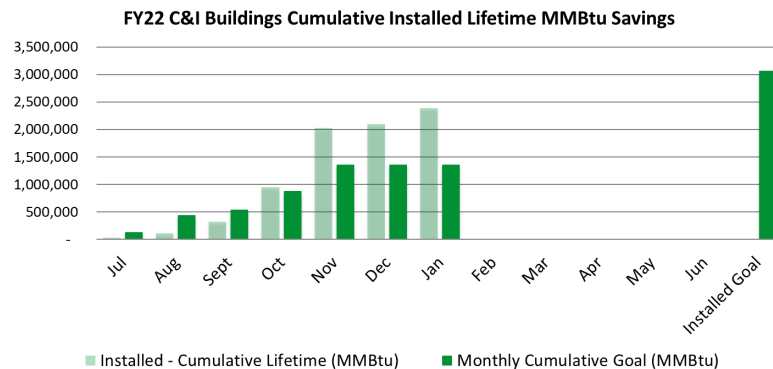
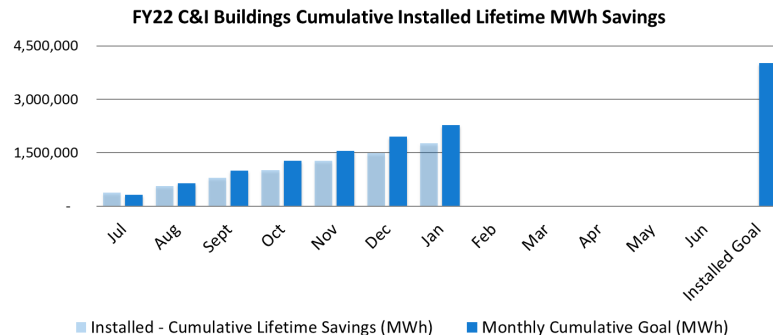
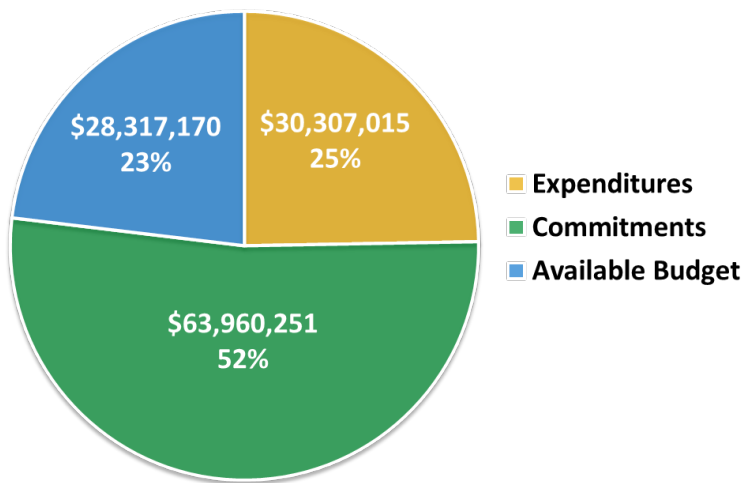


FY22 Overall Progress Towards TRC Managed Program Goals
Cumulative Installed Lifetime MMBtu Savings



Commercial & Industrial Buildings

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



Commercial & Industrial Buildings

Program Highlights

Retrofit

- Received 23 applications (182 YTD)
- Approved 11 applications (506 YTD)
- Paid 155 applications (1,229 YTD)

New Construction

- Received 4 applications (33 YTD)
- Approved 4 applications (36 YTD)
- Paid 10 applications (31 YTD)

Customer Tailored Energy Efficiency Pilot Program (CTEEP)

- Received 0 new enrollments (4 YTD)
- Approved 0 applications (17 YTD)
- Paid 10 applications (62 YTD)
- Held 0 scoping session meetings with customers (5 YTD)

Large Energy Users Program (LEUP)

- Received 2 applications (9 YTD)
- Approved 1 Final Energy Efficiency Plan (5 YTD)
- Paid 2 applications (9 YTD)

Pay for Performance – Existing Buildings

- Received 0 applications (0 YTD)
- Approved 1 Energy Reduction Plan (12 YTD)
- Completed 0 projects (18 YTD)

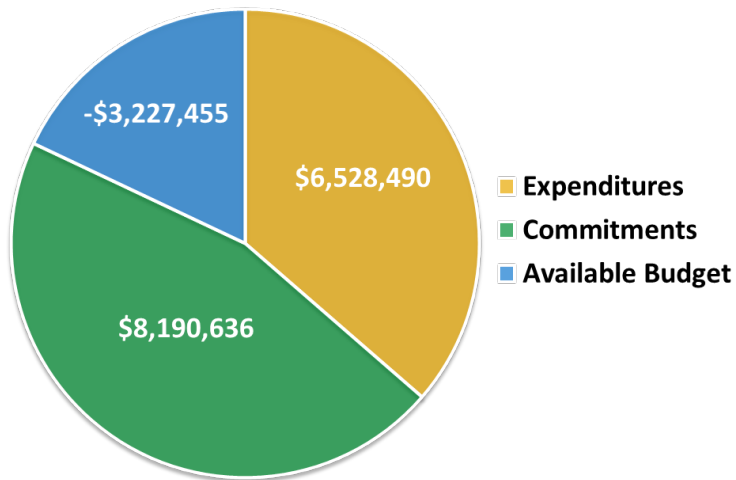
Pay for Performance – New Construction

- Received 0 applications (9 YTD)
- Approved 1 Energy Reduction Plan (5 YTD)
- Completed 0 projects (3 YTD)

Direct Install

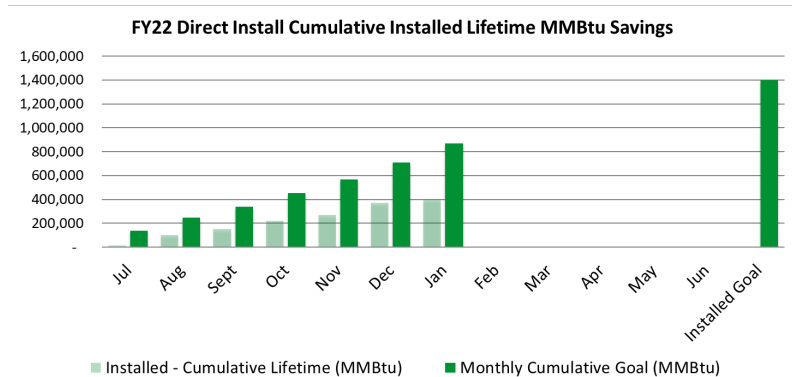
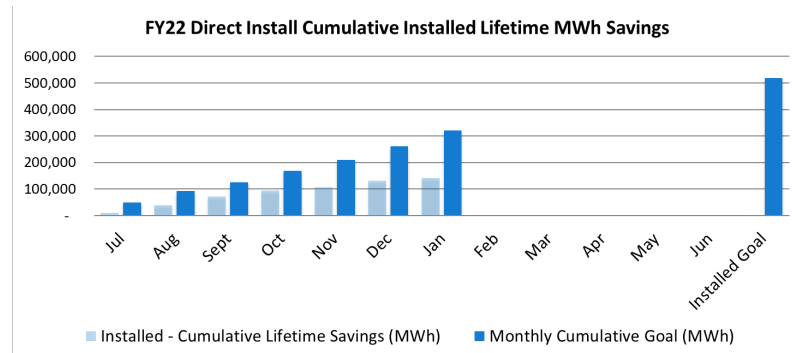
Note: Actual year-end FY21 commitments exceeded the estimated commitments used to develop the budget. The difference will be addressed in the FY22 true-up budget. The FY21 budget was not exceeded.

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



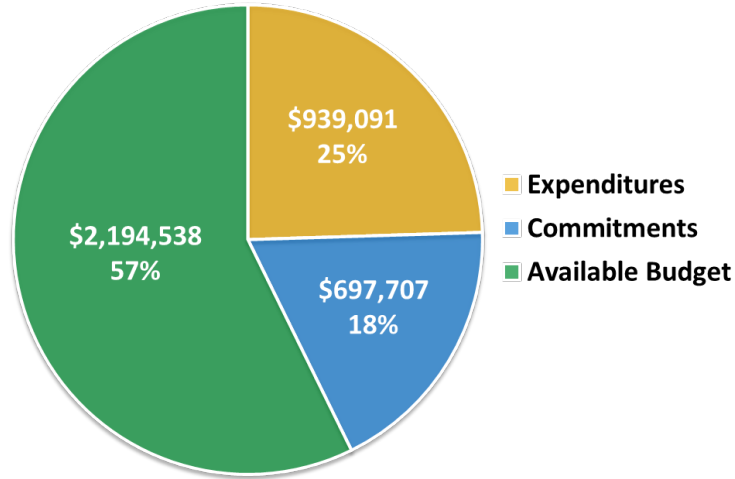
Program Highlights

- Received 0 applications (0 YTD)
- Paid 15 applications (175 YTD)



Local Government Energy Audit (LGEA)

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

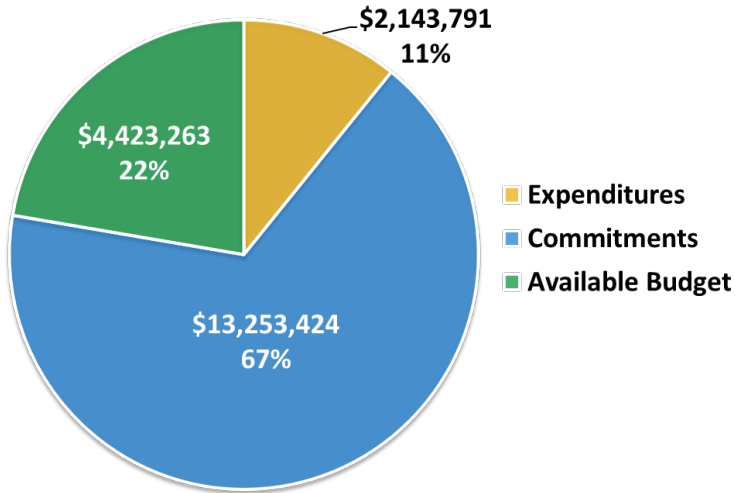


Program Highlights

- Received 32 applications (204 YTD)
- Approved 17 applications (29 YTD)
- Audited approximately 325,200 square feet
- Held 4 Exit Meetings for 38 sites (including additional scopes)
- Delivered Final Audit reports on 37 sites (3 entities)

Distributed Energy Resources

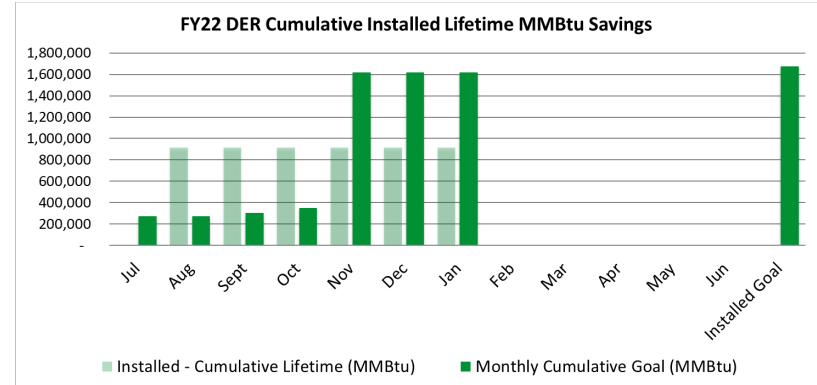
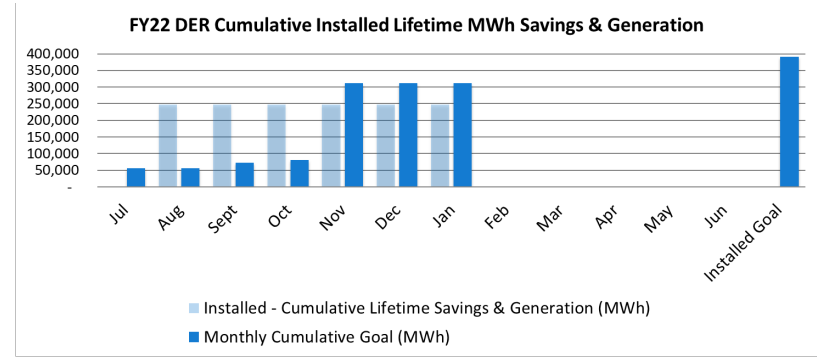
FY22 Incentive Budget: **\$19,820,478**



Program Highlights

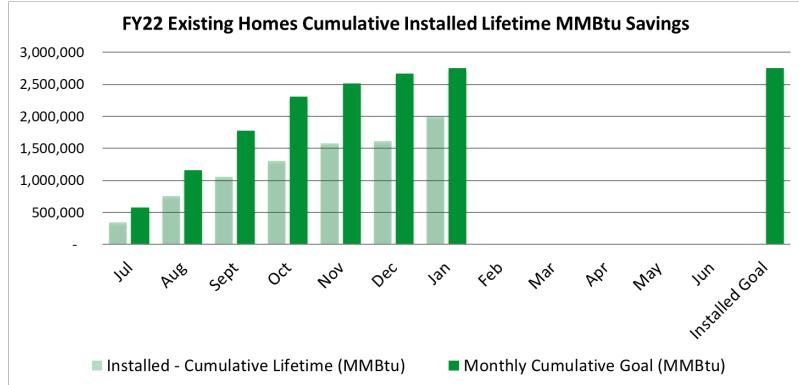
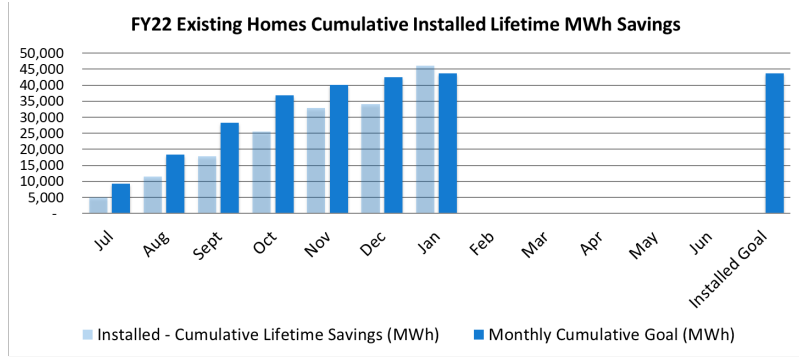
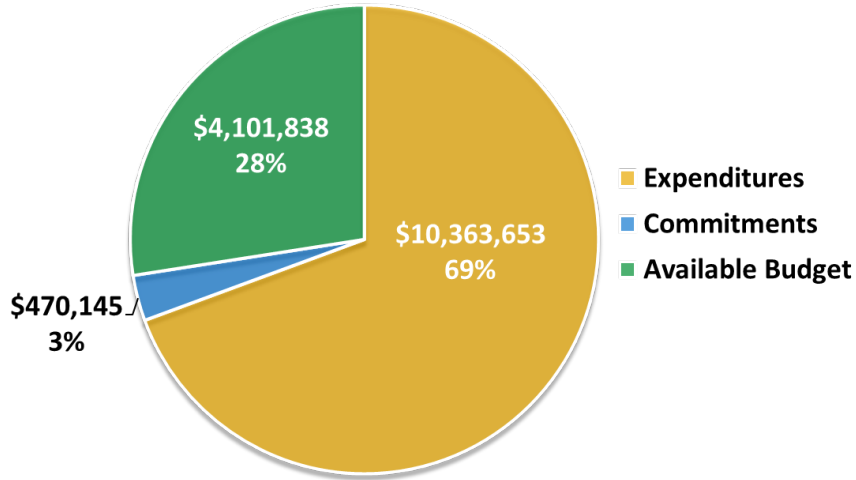
Combined Heat & Power (includes Fuel Cells)

- Received 2 applications (5 YTD)
- Approved 0 applications (1 YTD)
- Completed 0 installations (3 YTD)



Residential Existing Homes

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



Residential Existing Homes

Program Highlights

Heating, Ventilation and Air Conditioning (HVAC)

- Received 44 applications (5,507 YTD)
- Paid 2,305 applications (10,444 YTD)
- Delivered 0 HVAC training classes

Home Performance with ENERGY STAR® (HPwES)

- Received 0 enrollments (0 YTD)
- Completed 457 projects (2,002 YTD)
- Delivered 0 HPwES training classes

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

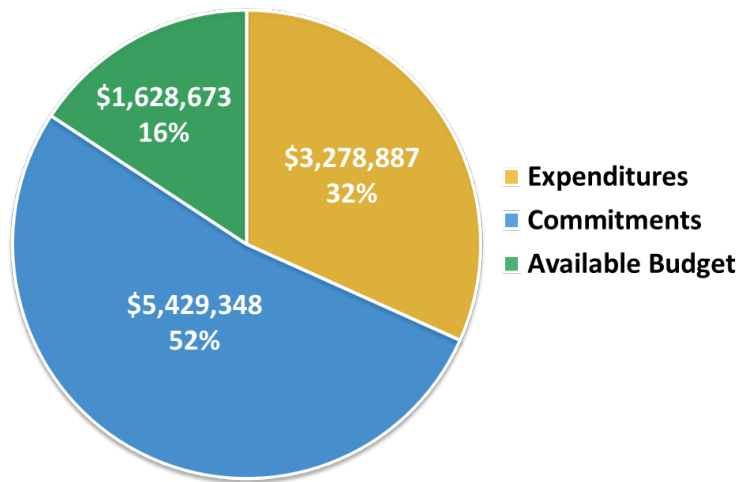
- HVAC: \$ 225,597.64 remaining
- HPwES: \$ 368,966.70 remaining

Contractor Cooperative Marketing Incentives:

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

Residential New Construction

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

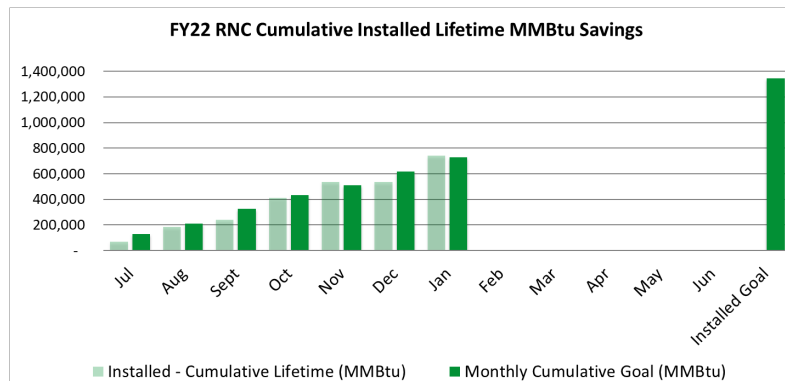
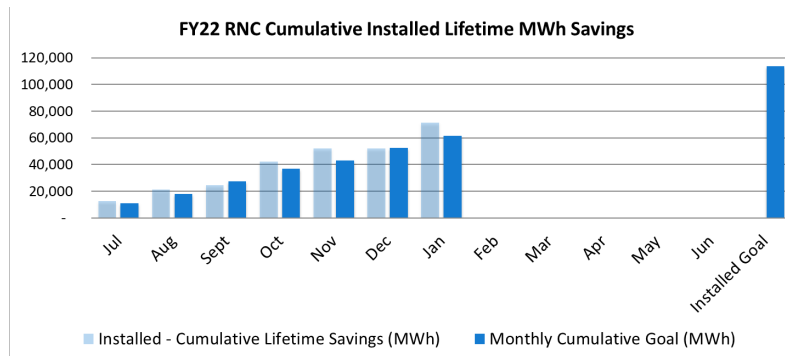


Program Highlights

- Received 129 enrollments (2,042 YTD)
- Completed 743 projects (2,371 YTD)

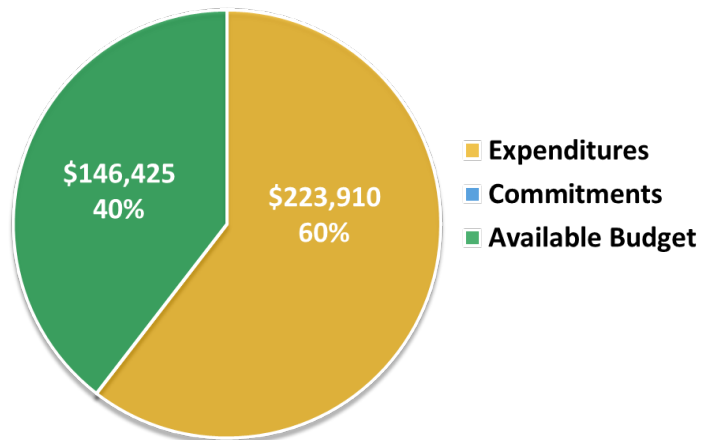
Contractor Cooperative Marketing Incentives:

- RNC: \$ 0



Energy Efficient Products

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

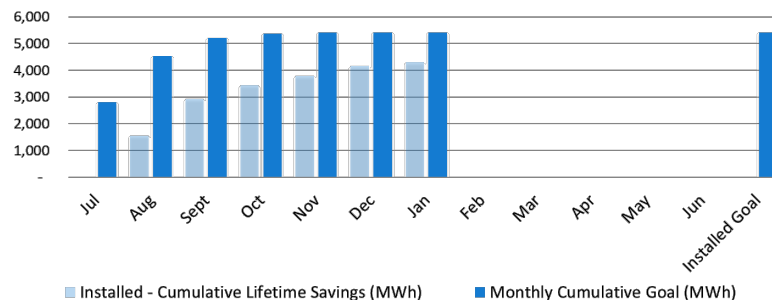


Program Highlights

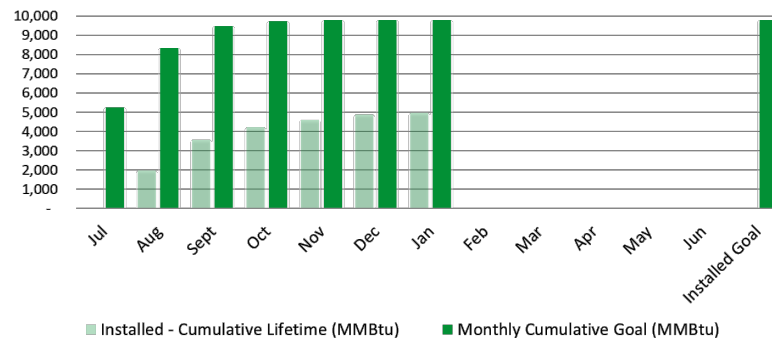
- Appliance Rebates: 125 completed
- Appliance Recycling: collected 0 units
- 0 retailer store visits were conducted in January



FY22 EEP Cumulative Installed Lifetime MWh Savings

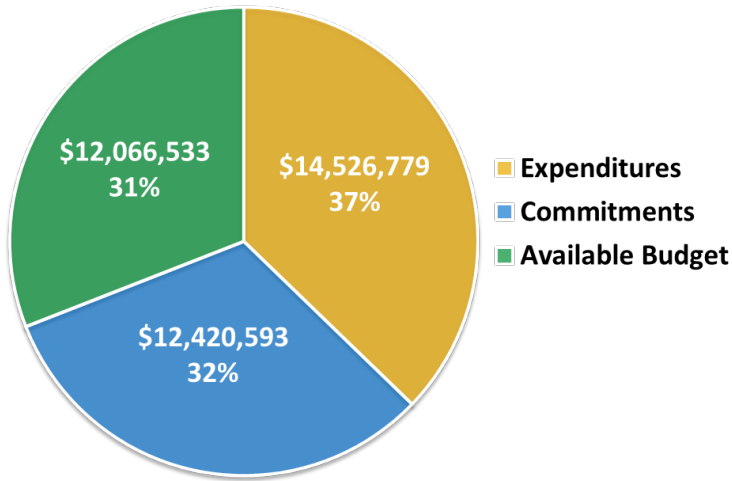


FY22 EEP Cumulative Installed Lifetime MMBtu Savings



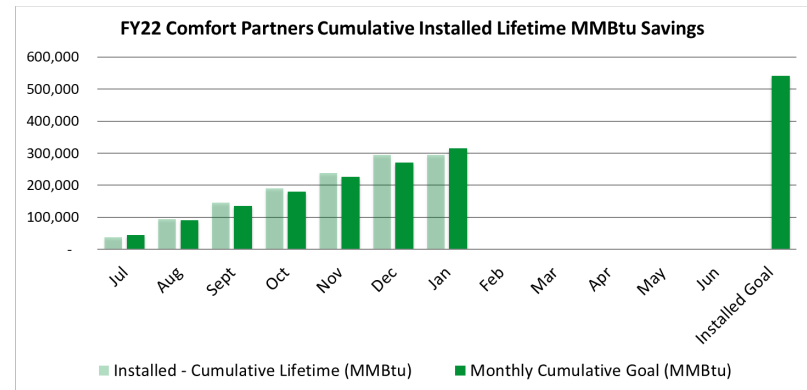
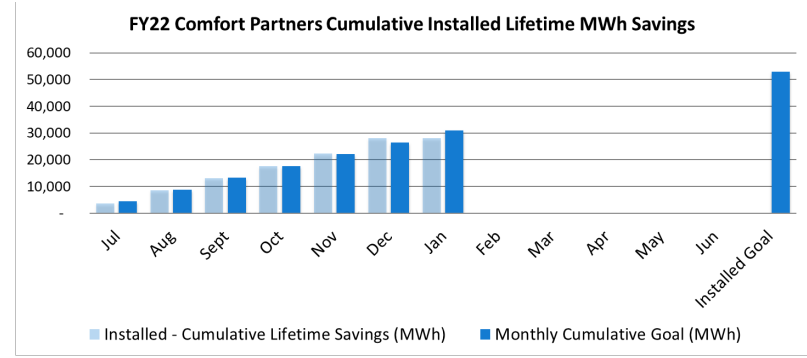
Comfort Partners

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



Program Highlights

- Completed 317 Projects (2,212 YTD)

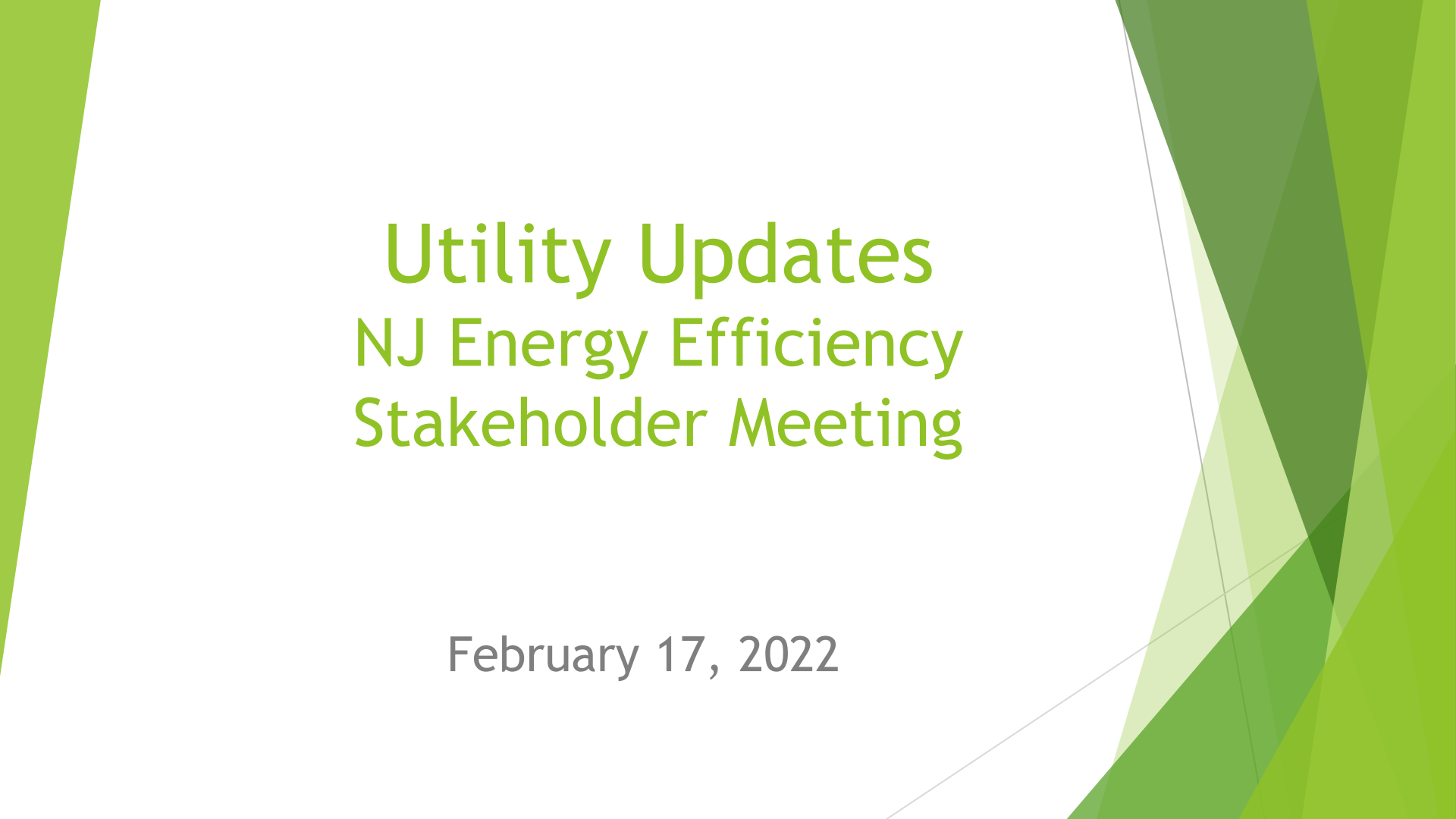


School and Small Business EE Stimulus Programs

- 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:

<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

February 17, 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

- Changes to efficiency standards for heat pumps and central AC systems went 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	

Ground Source Heat Pump Inquiry

- JCP&L currently offers an incentive up to \$1,500
- RECO has a variable incentive through their Clean Heat Pilot
 - Other EDCs are considering it for future

Contractor Updates

- ▶ Recurring joint utility calls booked to provide program updates and secure feedback on programs
 - ▶ HPwES contractors - 3rd Thursday of each month
 - ▶ HVAC contractors- 1st meeting to be booked for March 24th
 - ▶ Reach out to your utility if you are interested
 - ▶ Contractors do not need to wait for meetings if they have questions
- ▶ Coop Marketing launched on February 1st for select utilities
 - ▶ Applicable programs will vary by utility
 - ▶ NJNG - SAVEGREEN-Res@njng.com
 - ▶ JCP&L- Energysavenj@firstenergycorp.com
 - ▶ SJG-pmcdevitt@sjindustries.com
 - ▶ Etown ssamaroo@sjindustries.com

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

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)

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THANK YOU

