



Energy Efficiency Stakeholder Meeting

April 21, 2022

Agenda

1. Welcome & Introductions
2. Recap of Last Meeting
3. Current Program Updates
 - a. BPU Updates
 - b. Utility Company Updates
 - a. Financing
4. FY23 Planning
5. Working Group Updates
 - a. EM&V Updates
6. General Q&A
7. Items of Interest
8. Next Meetings

Welcome & Introductions



Recap of Last Month



March Meeting Recap

What we covered:

- ✓ Transition information on NJCEP website
- ✓ NJCEP and Utility Program updates
 - ✓ On-bill financing
- ✓ Working Group updates
 - ✓ EM&V 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
- Moderate-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

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 March 2022 – FY22

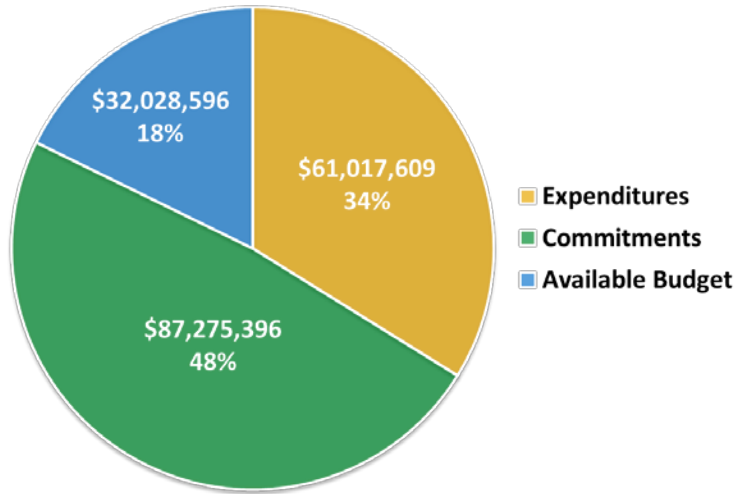


Note (1): The results presented here are preliminary and are subject to change.

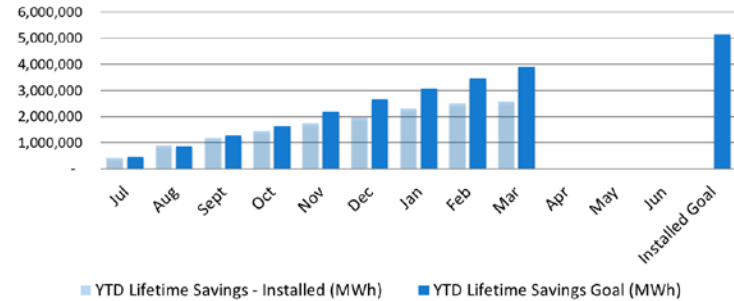
Note (2): Due to COVID-related health and safety restrictions, some programs have experienced a decline in participation or project completions.

Overall Progress Towards TRC Managed Program Goals

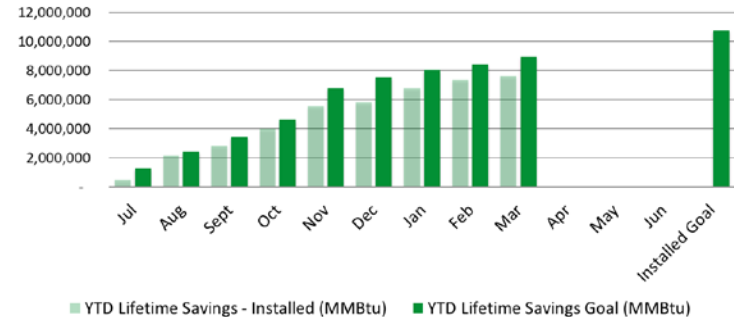
FY22 Overall TRC Managed Programs
Incentive Budget: **\$180,321,602**



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

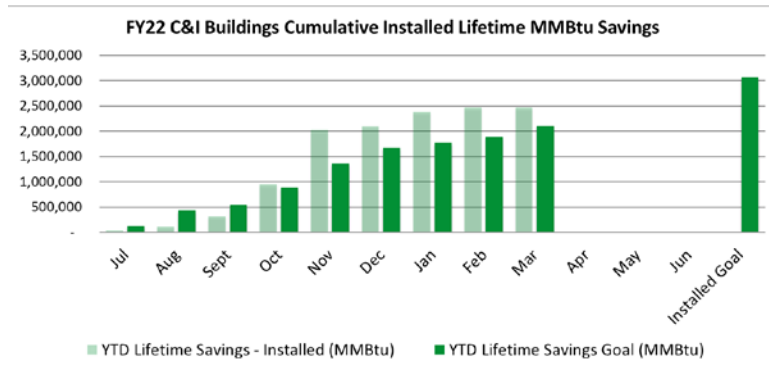
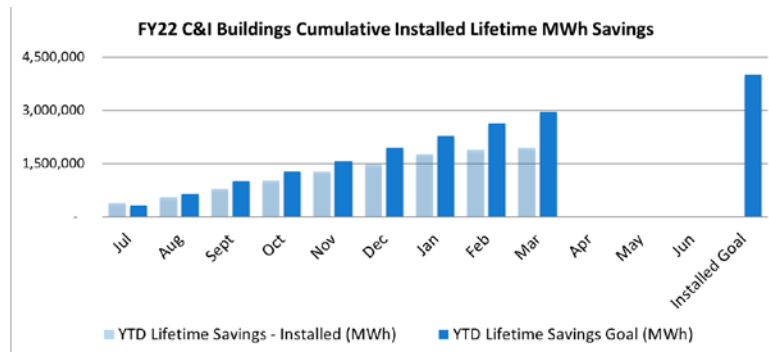
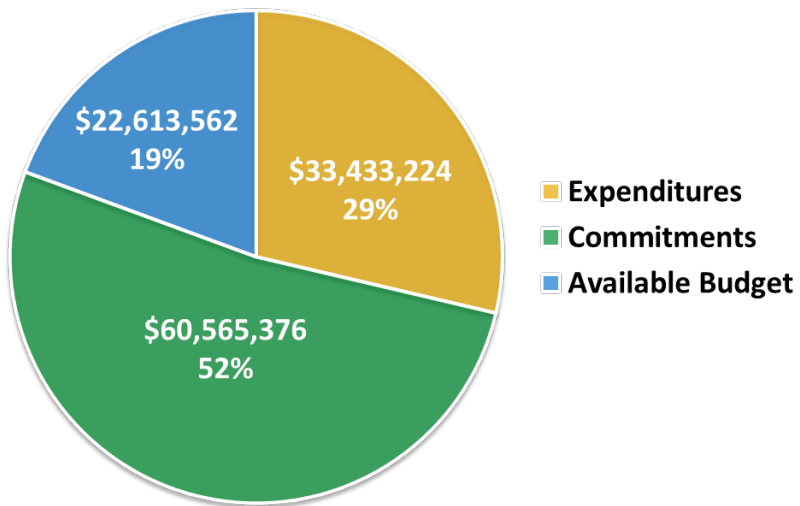


FY22 Overall Progress Towards TRC Managed Program Goals
Cumulative Installed Lifetime MMBtu Savings



Commercial & Industrial Buildings

FY22 Incentive Budget: **\$116,612,163**



Commercial & Industrial Buildings

Program Highlights (March)

Retrofit

- Received 86 applications (273 YTD)
- Approved 24 applications (537 YTD)
- Paid 47 applications (1,420 YTD)

New Construction

- Received 6 applications (42 YTD)
- Approved 4 applications (45 YTD)
- Paid 2 applications (44 YTD)

Customer Tailored Energy Efficiency Pilot Program (CTEEP)

- Received 0 new enrollments (4 YTD)
- Approved 6 applications (37 YTD)
- Paid 5 applications (68 YTD)
- Held 0 scoping session meetings with customers (5 YTD)

Large Energy Users Program (LEUP)

- Received 0 applications (10 YTD)
- Approved 1 Final Energy Efficiency Plan (6 YTD)
- Paid 0 Applications (9 YTD)

Pay for Performance – Existing Buildings

- Received 0 applications (0 YTD)
- Approved 0 Energy Reduction Plans (12 YTD)
- Completed 2 projects (47 YTD)

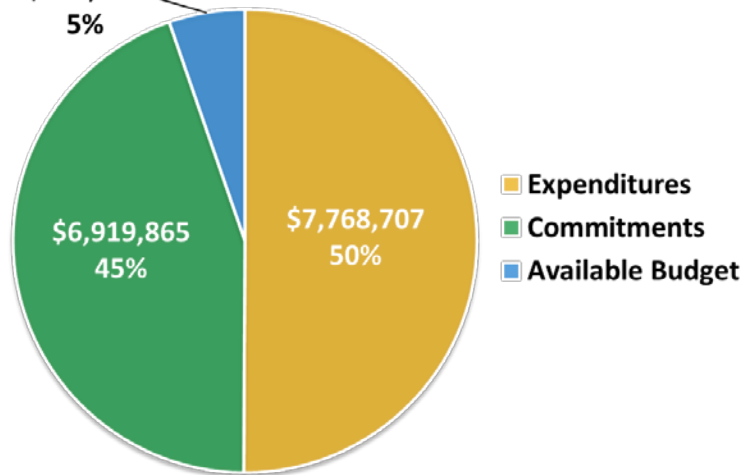
Pay for Performance – New Construction

- Received 0 applications (10 YTD)
- Approved 0 Energy Reduction Plans (5 YTD)
- Completed 0 projects (3 YTD)

Direct Install

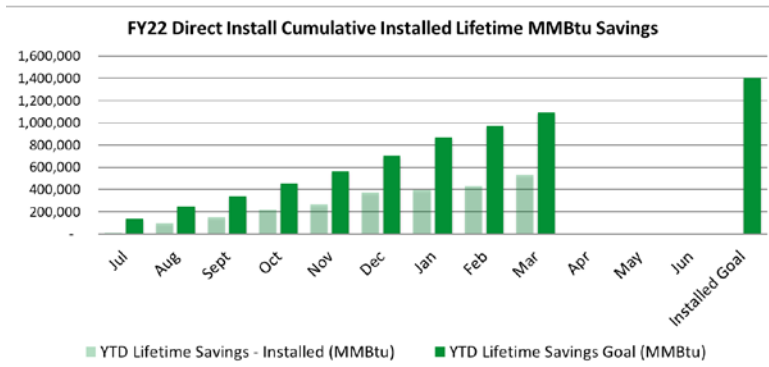
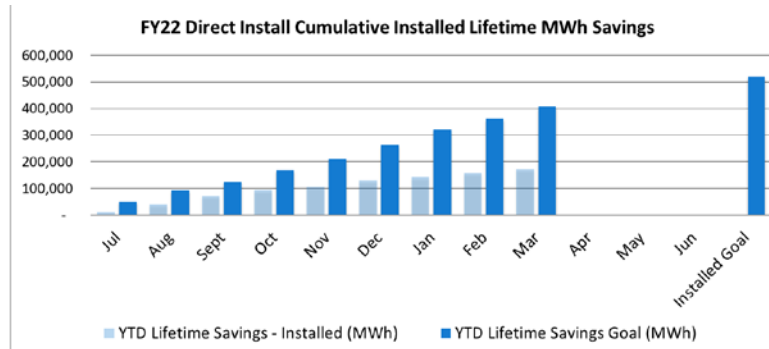
FY22 Incentive Budget: **\$15,510,573**

\$822,002



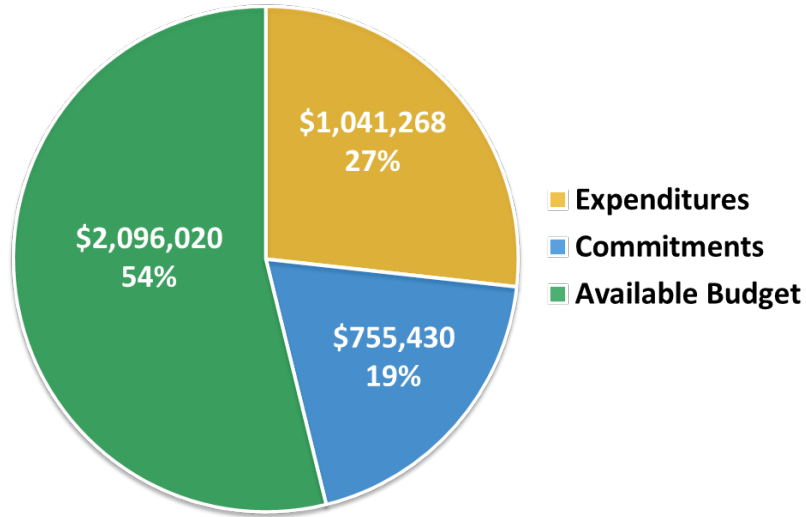
Program Highlights

- Received 0 applications (0 YTD)
- Paid 14 applications (215 YTD)



Local Government Energy Audit (LGEA)

FY22 Incentive Budget: **\$3,892,719**

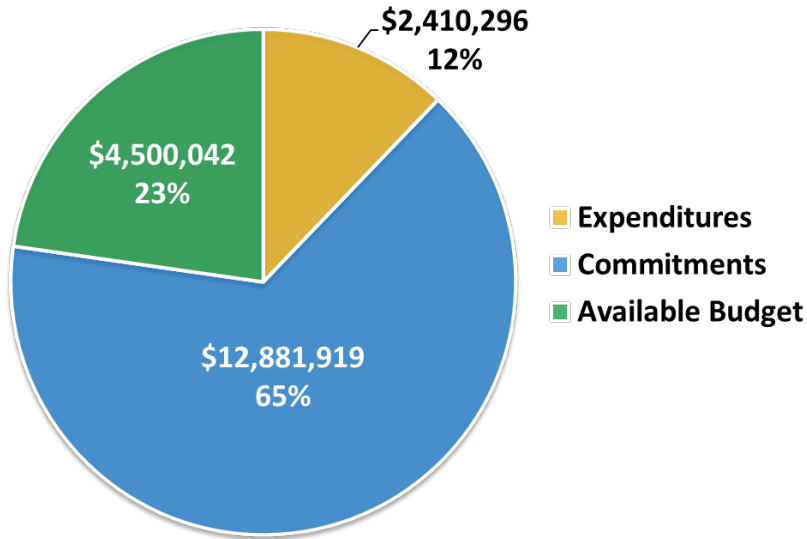


Program Highlights

- Received 37 applications (256 YTD)
- Approved 21 applications (136 YTD)
- Audited approximately 838,819 square feet
- Held 4 Exit Meetings for 29 sites (including additional scopes)
- Delivered Final Audit reports on 14 sites (3 entities)

Distributed Energy Resources

FY22 Incentive Budget: **\$19,792,257**

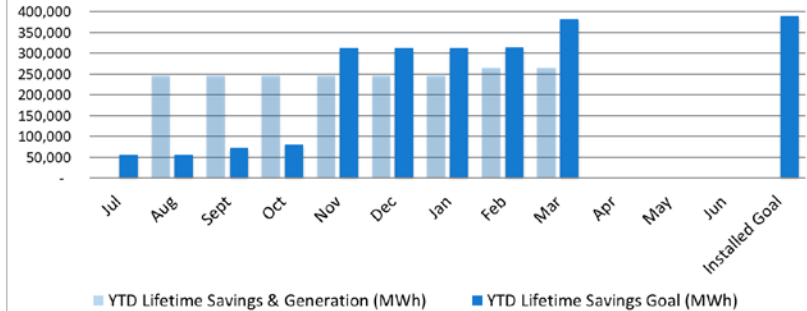


Program Highlights

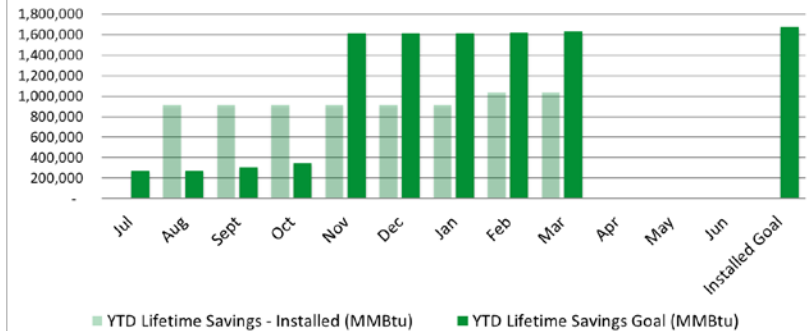
Combined Heat & Power (includes Fuel Cells)

- Received 0 applications (5 YTD)
- Approved 0 applications (1 YTD)
- Completed 0 installations (4 YTD)

FY22 DER Cumulative Installed Lifetime MWh Savings & Generation

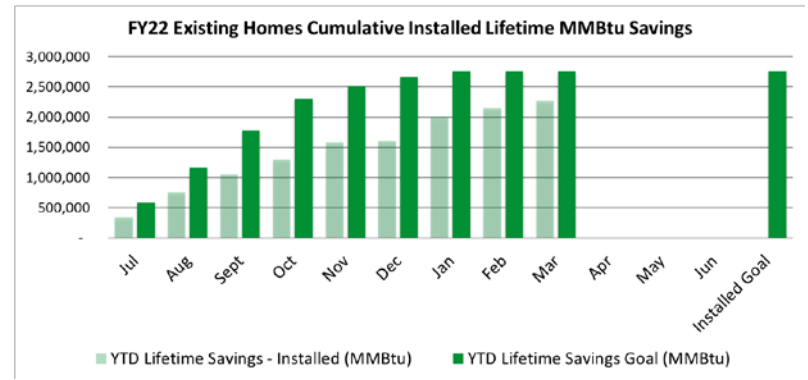
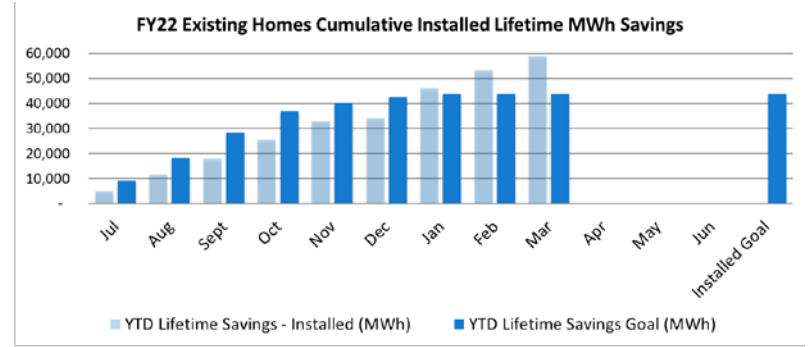
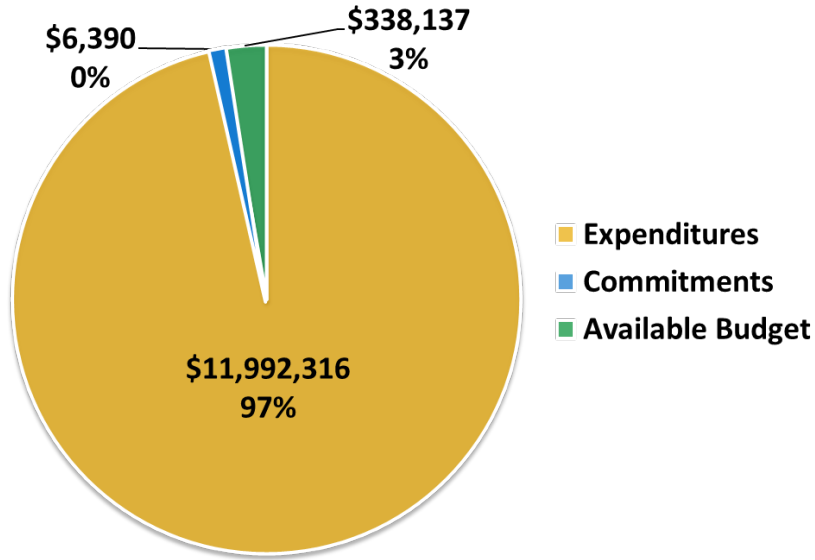


FY22 DER Cumulative Installed Lifetime MMBtu Savings



Residential Existing Homes

FY22 Incentive Budget: **\$12,336,843**



Residential Existing Homes

Program Highlights (March)

Heating, Ventilation and Air Conditioning (HVAC)

- Received 29 applications (6,144 YTD)
- Paid 1,027 applications (12,665 YTD)
- Delivered 0 HVAC training classes

Home Performance with ENERGY STAR® (HPwES)

- Received 0 enrollments (0 YTD)
- Completed 22 projects (2,142 YTD)
- Delivered 0 HPwES training classes

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

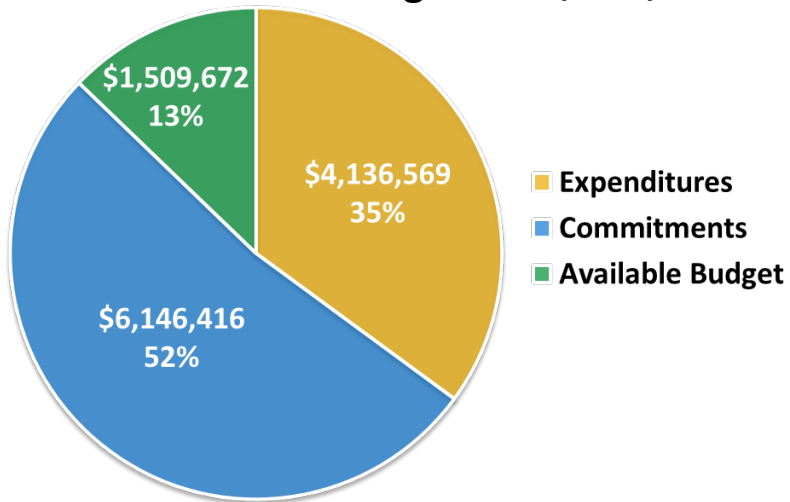
- HVAC: \$ 198,447.64 remaining
- HPwES: \$ 368,966.70 remaining

Contractor Cooperative Marketing Incentives:

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

Residential New Construction

FY22 Incentive Budget: **\$11,792,656**

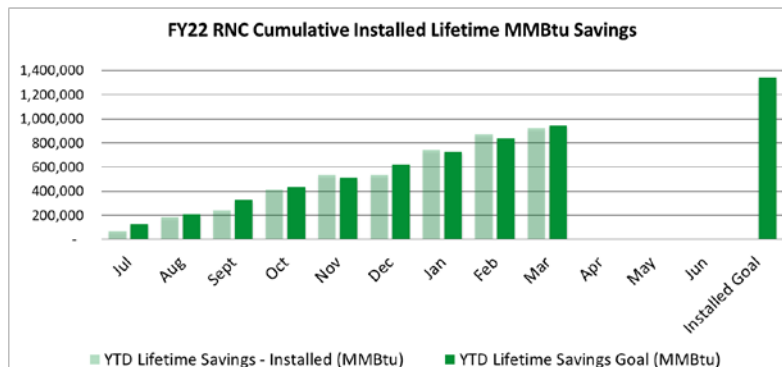
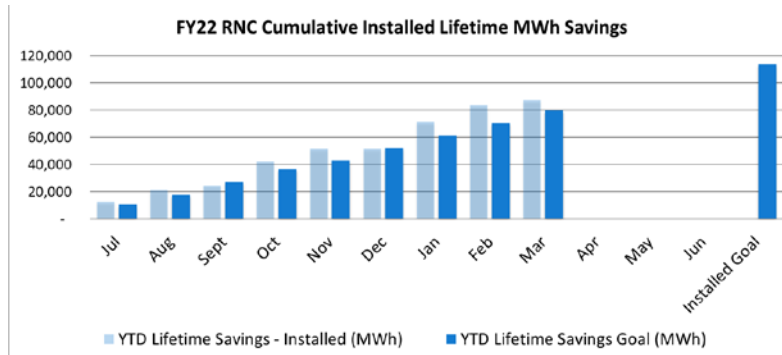


Program Highlights

- Received 260 enrollments (2,943 YTD)
- Completed 107 projects (2,850 YTD)

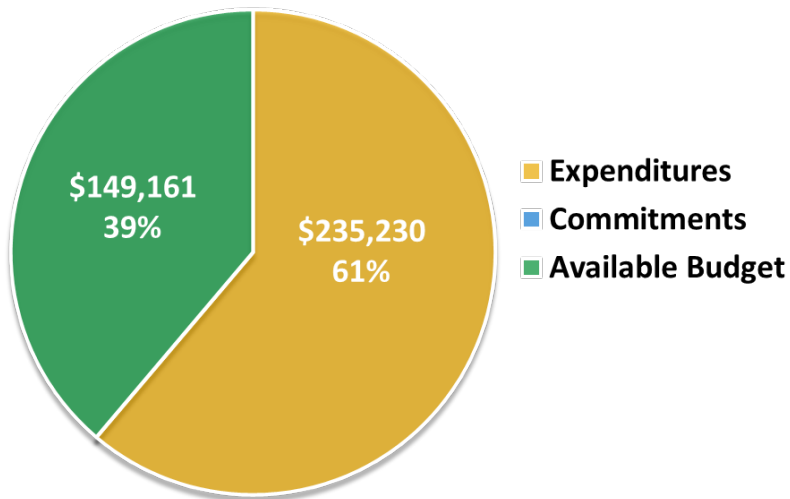
Contractor Cooperative Marketing Incentives:

- RNC: \$ 0



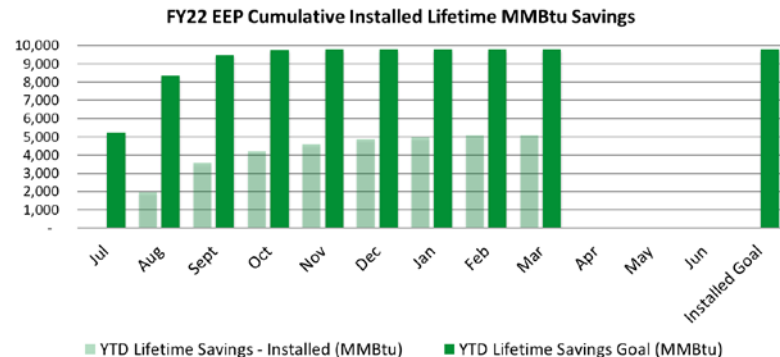
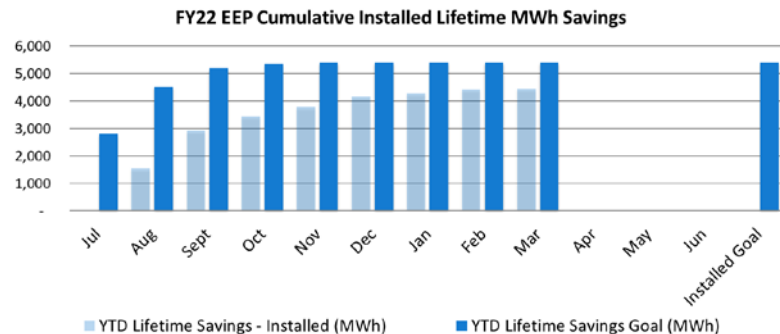
Energy Efficient Products

FY22 Incentive Budget: **\$384,391**



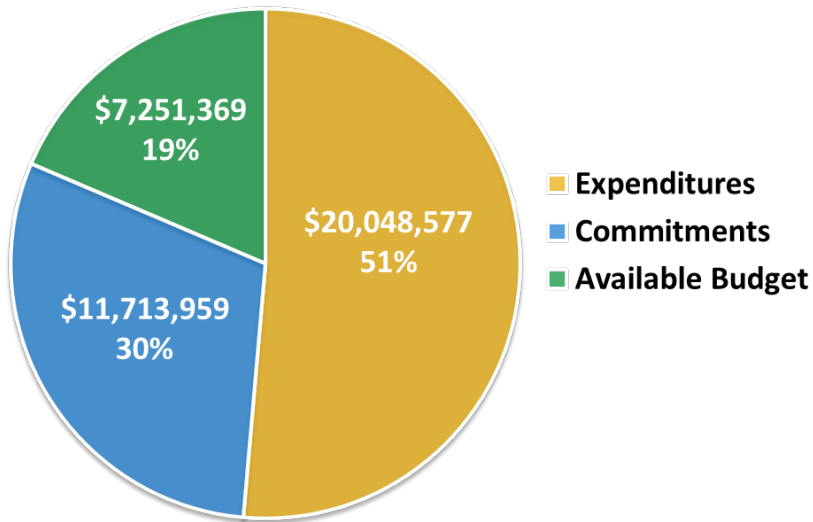
Program Highlights

- Appliance Rebates: 8 completed
- Appliance Recycling: collected 0 units
- 0 retailer store visits were conducted in March



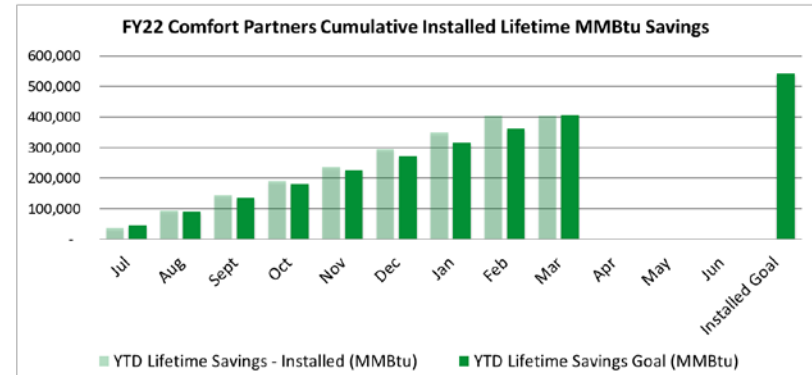
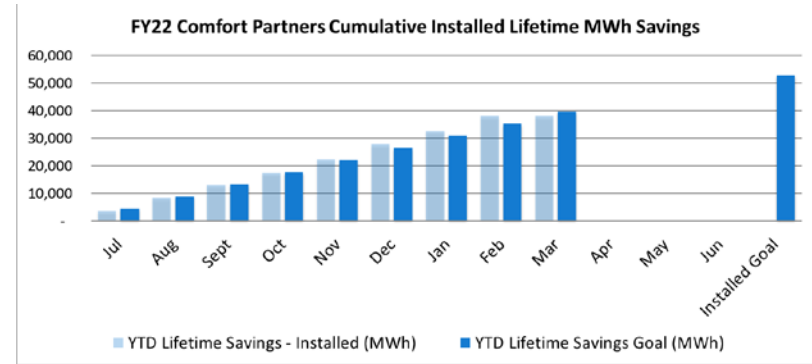
Comfort Partners

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



Program Highlights

- Completed 491 Projects (2,992 YTD)



School and Small Business EE Stimulus Programs

- Program launched October 7, 2021
- **Budget** - \$180 Million
 - Grants cover up to 75% of costs
 - Utility program funding and financing may be available for the remainder
- **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

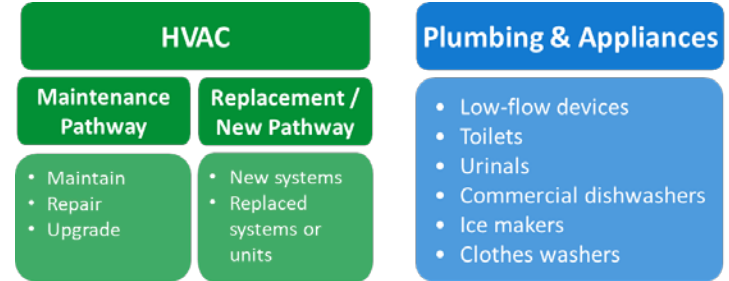
Program information posted on NJCEP website at:

<https://NJCleanEnergy.com/SSBStimulus>

School and Small Business EE Stimulus Programs

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

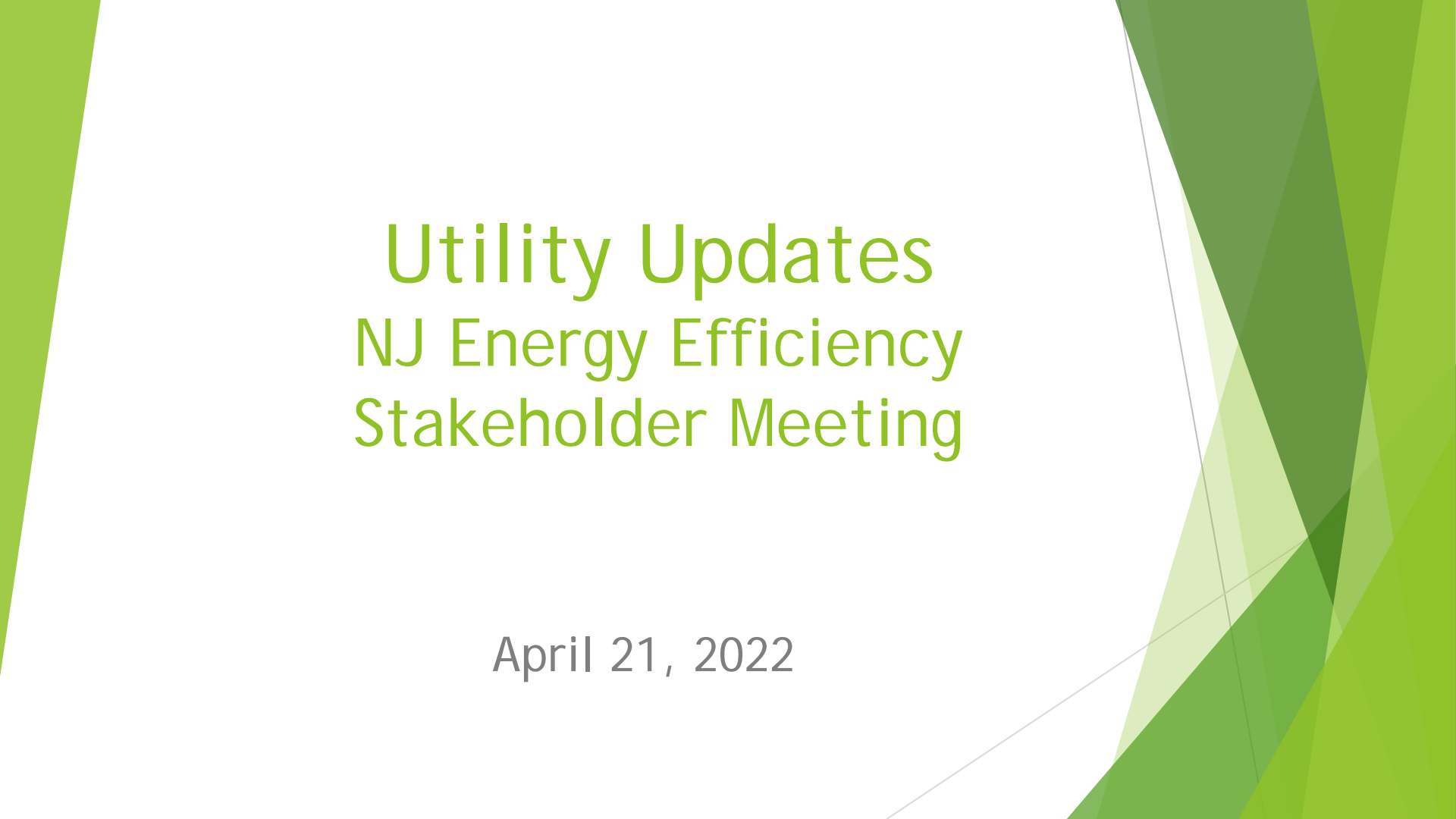
* Private schools are not eligible.



- **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.

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Utility Updates

NJ Energy Efficiency Stakeholder Meeting

April 21, 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

Program Updates

- ▶ Recurring joint utility calls booked to provide program updates and secure feedback on programs
 - ▶ HPwES contractors - 3rd Thursday of every other month
 - ▶ Meeting held earlier today
 - ▶ Collaboratively considering changes to BPI standards
 - ▶ HVAC contractors-
 - ▶ 1st meeting was held on March 24th
 - ▶ Reviewed current utility offerings and responded to contractor questions
 - ▶ Next meeting to be booked this fall
 - ▶ Reach out to your utility if you are interested in attending future meetings
 - ▶ Contractors do not need to wait for meetings if they have questions

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
 - ▶ Discovery process is complete
- ▶ Working with Board staff and Rate Counsel on a settlement

Overview of Third-Party Financing for Energy Efficiency Programs



Rockland Electric Company



Third-Party Financing

- Third-Party Financing (TPF) offers access to low-or no-cost financing opportunities for select energy efficiency programs to customers
- The utilities buy-down the interest on applicable customer loans to as low as 0%
- Financing opportunities can cover up to 100% of project costs, net of utility rebates
- All loans are made directly to the customer for program qualifying upgrades

Which Programs Offer Third-Party Financing Options?

Residential	Commercial	Multi-family
EE Products-HVAC and Water Heating equipment*	Prescriptive and Custom	Home Performance with ENERGY STAR
Home Performance with ENERGY STAR	Direct Install	Engineered Solutions*
	Engineered Solutions	Prescriptive and Custom
	Energy Management	
Repayment terms varies by program		
Up to 10 years	Up to 5 years	Up to 10 years

* These programs offer longer repayment terms for Low to Moderate Income Customers

How do customers qualify for Third-Party Financing?

- All customers must submit an electronic application with supporting documentation
 - Can be submitted in advance of a project to confirm they qualify
- Eligibility
 - Typical credit approval standards
- Credit application approvals
 - Residential programs - instant credit decision
 - C/I programs - generally within 2 days
- Payment
 - Loan proceeds are paid directly to the contractor upon project completion and validation

Third-Party Financing Status by Utility

- JCPL - Contracted with National Energy Improvement Fund, (NEIF)
 - Training webinars with contractors
 - [Financing Available \(energysavenj.com\)](http://energysavenj.com)
- ACE - Nearing final contract execution stage with TPF provider
 - Anticipate marketplace entry within 30 - 60 days mirroring functionality stated above
- RECO- Finalizing contract with TPF
 - Anticipate marketplace entry within 60 - 90 days mirroring functionality stated above



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► Questions?

FY23 PLANNING



FY23 Planning

- Planning Underway – Program change recommendations being considered by BPU staff and Commissioners.
- Planning for stakeholder meeting to discuss new construction program design.
- Compliance Filing and Summary of Program Changes to be released in May – hearing and public comment process to follow.
- Board Action in June for July 1 effective date.

WORKING GROUP UPDATES



Working Groups



Four Energy Efficiency Working Groups were identified in the June 10, 2020 Board Order to refine the programs through the transition. The current working groups are as follows:

- **Evaluation, Measurement, and Verification Working Group**
(Technical Reference Manual Committee and NJ Cost Test Committee)
- **Workforce Development Working Group**
- **Equity Working Group** (Comfort Partners Committee and Multifamily Committee)
- **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 Committee: Oversee Comfort Partners Program and utilities' day-to-day operations

Multifamily Committee: 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

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

