

# New Jersey's Clean Energy Program

LGEA Exit Meeting for:  
*Fair Haven School District*

October 10<sup>th</sup>, 2019



# INTRODUCTIONS

- *Fair Haven School District*
  - David Joye – Business Administrator
  - Sean McNeil – Superintendent
  - Tom Buffa – Building & Grounds Supervisor
- *NJ Clean Energy Program*
  - Moussa Traore– TRC Auditor
  - Sarah Walters – TRC Account Manager
  - Tony O'Donnell – TRC Outreach Manager
  - Arif Welcher – Government/Business Manager (BPU)



# AGENDA

- The audit process overview
- Energy use & existing conditions
- Review of **E**nergy **C**onservation **M**easures (ECMs) identified
- Questions regarding the draft audit report
- Overview of NJCEP equipment incentives
- Next steps for Fair Haven School District



# LGEA PROCESS

- Application Approval
- Scheduling Call
- Benchmarking & Utility Bill Analysis
- Audit & Analysis
- Draft Report
- Exit Meeting Presentation
- Final Report



# BENCHMARKING

## Knollwood School

**ENERGY STAR® Statement of Energy Performance**

**20**  
ENERGY STAR® Score<sup>1</sup>

**Knollwood School**  
Primary Property Type: K-12 School  
Gross Floor Area (ft<sup>2</sup>): 76,790  
Built: 1925  
For Year Ending: October 31, 2018  
Date Generated: July 31, 2019

**Property & Contact Information**

<b>Property Address:</b> Knollwood School 224 Hance Road Fair Haven, New Jersey 07704	<b>Property Owner:</b> Fair Haven Public School 224 Hance Road Fair Haven, NJ 07704	<b>Primary Contact:</b> David Joye 224 Hance Road Fair Haven, NJ 07704 7327472294 joyed@fairhaven.edu
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Property ID: 6787934

**Energy Consumption and Energy Use Intensity (EUI)**

<b>Site EUI</b> 110.1 kBtu/ft <sup>2</sup>	<b>Annual Energy by Fuel</b> Electric - Grid (kBtu) 2,890,783 (34%) Natural Gas (kBtu) 5,567,250 (66%)	<b>National Median Comparison</b> National Median Site EUI (kBtu/ft <sup>2</sup> ) 80.9 National Median Source EUI (kBtu/ft <sup>2</sup> ) 133.3 % Diff from National Median Source EUI 36%
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**Source EUI**  
181.5 kBtu/ft<sup>2</sup>

**Signature & Stamp of Verifying Professional**

I \_\_\_\_\_ (Name) verify that the above information is true and correct to the best of my knowledge.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Licensed Professional

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Professional Engineer Stamp  
(if applicable)

Energy Consum  
Site EUI  
110.1 kBtu/ft<sup>2</sup>

National Median Comparison	
National Median Site EUI (kBtu/ft <sup>2</sup> )	80.9
National Median Source EUI (kBtu/ft <sup>2</sup> )	133.3
% Diff from National Median Source EUI	36%

Building Name	ENERGY STAR® Score
Knollwood School	20
Sickles School	8

ENERGY STAR® scores are percentile ranking from 1 (least efficient) to 100 (most efficient). It compares your building's energy performance to similar buildings nationwide.

# SITE VISIT & UTILITY ANALYSIS

## Overview of Systems, Baseline & Existing Conditions:

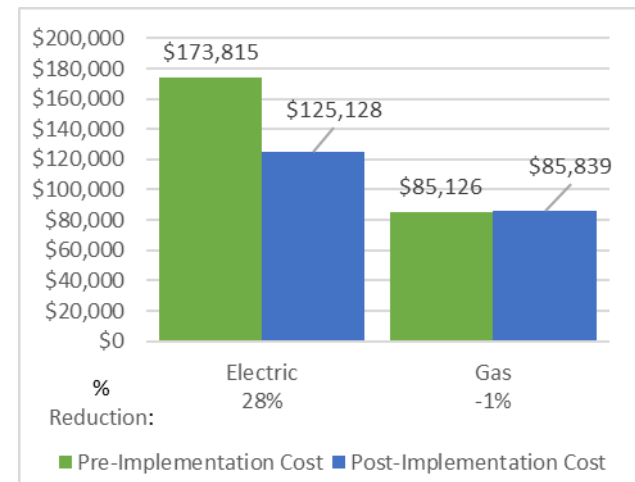
- Lighting System
- HVAC and Mechanical Systems
- Plug Load Equipment
- Food Service and Refrigeration Equipment

## Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

## Sites Visited/Analyzed:

- Knollwood School
- Sickles School

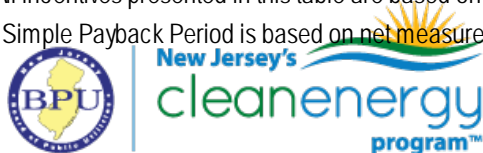


# ALL OPPORTUNITIES

Energy Conservation Measure	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO <sub>2</sub> e Emissions Reduction (lbs)
<b>Lighting Upgrades</b>	<b>317,207</b>	<b>58.7</b>	<b>-62.8</b>	<b>\$37,250.48</b>	<b>\$130,635.15</b>	<b>\$27,419.00</b>	<b>\$103,216.15</b>	<b>2.8</b>	<b>312,070</b>
Install LED Fixtures	47,274	7.4	-6.4	\$5,594.02	\$43,551.38	\$6,775.00	\$36,776.38	6.6	46,852
Retrofit Fluorescent Fixtures with LED Lamps and Drivers	6,815	1.8	-1.4	\$802.75	\$2,485.62	\$420.00	\$2,065.62	2.6	6,695
Retrofit Fixtures with LED Lamps	260,840	49.3	-54.5	\$30,585.76	\$83,077.43	\$20,224.00	\$62,853.43	2.1	256,282
Install LED Exit Signs	2,278	0.2	-0.5	\$267.95	\$1,520.72	\$0.00	\$1,520.72	5.7	2,240
<b>Lighting Control Measures</b>	<b>70,076</b>	<b>13.1</b>	<b>-14.7</b>	<b>\$8,217.21</b>	<b>\$39,498.00</b>	<b>\$3,940.00</b>	<b>\$35,558.00</b>	<b>4.3</b>	<b>68,850</b>
Install Occupancy Sensor Lighting Controls	62,788	11.8	-13.1	\$7,362.60	\$31,398.00	\$3,940.00	\$27,458.00	3.7	61,690
Install High/Low Lighting Controls	7,287	1.4	-1.5	\$854.61	\$8,100.00	\$0.00	\$8,100.00	9.5	7,160
<b>Variable Frequency Drive (VFD) Measures</b>	<b>41,025</b>	<b>6.0</b>	<b>0.0</b>	<b>\$4,889.88</b>	<b>\$46,879.65</b>	<b>\$520.00</b>	<b>\$46,359.65</b>	<b>9.5</b>	<b>41,312</b>
Install VFDs on Constant Volume (CV) Fans	8,042	1.9	0.0	\$962.99	\$7,577.06	\$520.00	\$7,057.06	7.3	8,098
Install VFDs on Heating Water Pumps	32,983	4.1	0.0	\$3,926.89	\$39,302.59	\$0.00	\$39,302.59	10.0	33,214
<b>Electric Unitary HVAC Measures</b>	<b>32,582</b>	<b>26.8</b>	<b>0.0</b>	<b>\$3,896.22</b>	<b>\$244,261.63</b>	<b>\$7,116.00</b>	<b>\$237,145.63</b>	<b>60.9</b>	<b>32,810</b>
Install High Efficiency Air Conditioning Units	32,582	26.8	0.0	\$3,896.22	\$244,261.63	\$7,116.00	\$237,145.63	60.9	32,810
<b>Gas Heating (HVAC/Process) Replacement</b>	<b>0</b>	<b>0.0</b>	<b>82.6</b>	<b>\$759.17</b>	<b>\$131,681.44</b>	<b>\$7,821.60</b>	<b>\$123,859.84</b>	<b>163.2</b>	<b>9,672</b>
Install High Efficiency Steam Boilers	0	0.0	82.6	\$759.17	\$131,681.44	\$7,821.60	\$123,859.84	163.2	9,672
<b>HVAC System Improvements</b>	<b>1,718</b>	<b>0.0</b>	<b>16.8</b>	<b>\$362.15</b>	<b>\$9,515.94</b>	<b>\$0.00</b>	<b>\$9,515.94</b>	<b>26.3</b>	<b>3,697</b>
Implement Demand Control Ventilation (DCV)	1,718	0.0	16.8	\$362.15	\$9,515.94	\$0.00	\$9,515.94	26.3	3,697
<b>Custom Measures</b>	<b>38,415</b>	<b>0.0</b>	<b>869.1</b>	<b>\$5,363.02</b>	<b>\$254,000.00</b>	<b>\$0.00</b>	<b>\$254,000.00</b>	<b>47.4</b>	<b>140,441</b>
Installation of Energy Management System	38,415	0.0	869.1	\$5,363.02	\$254,000.00	\$0.00	\$254,000.00	47.4	140,441
<b>TOTALS</b>	<b>501,023</b>	<b>104.6</b>	<b>891.0</b>	<b>\$60,738.13</b>	<b>\$856,471.81</b>	<b>\$46,816.60</b>	<b>\$809,655.21</b>	<b>13.3</b>	<b>608,852</b>

\* - All incentives presented in this table are based on NJ Smart Start Building equipment incentives and assume proposed equipment meets minimum performance criteria for that program.

\*\* - Simple Payback Period is based on net measure costs (i.e. after incentives).



# COST EFFECTIVE OPPORTUNITIES

Energy Conservation Measure		Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO <sub>2</sub> e Emissions Reduction (lbs)
<b>Lighting Upgrades</b>		<b>317,207</b>	<b>58.7</b>	<b>-62.8</b>	<b>\$37,250.48</b>	<b>\$130,635.15</b>	<b>\$27,419.00</b>	<b>\$103,216.15</b>	<b>2.8</b>	<b>312,070</b>
ECM 1	Install LED Fixtures	47,274	7.4	-6.4	\$5,594.02	\$43,551.38	\$6,775.00	\$36,776.38	6.6	46,852
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	6,815	1.8	-1.4	\$802.75	\$2,485.62	\$420.00	\$2,065.62	2.6	6,695
ECM 3	Retrofit Fixtures with LED Lamps	260,840	49.3	-54.5	\$30,585.76	\$83,077.43	\$20,224.00	\$62,853.43	2.1	256,282
ECM 4	Install LED Exit Signs	2,278	0.2	-0.5	\$267.95	\$1,520.72	\$0.00	\$1,520.72	5.7	2,240
<b>Lighting Control Measures</b>		<b>70,076</b>	<b>13.1</b>	<b>-14.7</b>	<b>\$8,217.21</b>	<b>\$39,498.00</b>	<b>\$3,940.00</b>	<b>\$35,558.00</b>	<b>4.3</b>	<b>68,850</b>
ECM 5	Install Occupancy Sensor Lighting Controls	62,788	11.8	-13.1	\$7,362.60	\$31,398.00	\$3,940.00	\$27,458.00	3.7	61,690
ECM 6	Install High/Low Lighting Controls	7,287	1.4	-1.5	\$854.61	\$8,100.00	\$0.00	\$8,100.00	9.5	7,160
<b>Variable Frequency Drive (VFD) Measures</b>		<b>21,701</b>	<b>3.5</b>	<b>0.0</b>	<b>\$2,575.87</b>	<b>\$17,053.54</b>	<b>\$520.00</b>	<b>\$16,533.54</b>	<b>6.4</b>	<b>21,853</b>
ECM 7	Install VFDs on Constant Volume (CV) Fans	8,042	1.9	0.0	\$962.99	\$7,577.06	\$520.00	\$7,057.06	7.3	8,098
ECM 8	Install VFDs on Heating Water Pumps	13,659	1.6	0.0	\$1,612.88	\$9,476.48	\$0.00	\$9,476.48	5.9	13,755
<b>TOTALS</b>		<b>408,984</b>	<b>75.3</b>	<b>-77.5</b>	<b>\$48,043.56</b>	<b>\$187,186.69</b>	<b>\$31,879.00</b>	<b>\$155,307.69</b>	<b>3.2</b>	<b>402,773</b>

\* - All incentives presented in this table are based on NJ Smart Start Building equipment incentives and assume proposed equipment meets minimum performance criteria for that program.

\*\* - Simple Payback Period is based on net measure costs (i.e. after incentives).



# KNOLLWOOD SCHOOL

#	Energy Conservation Measure	Cost Effective?	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO <sub>2</sub> e Emissions Reduction (lbs)
<b>Lighting Upgrades</b>			<b>224,728</b>	<b>40.8</b>	<b>-44</b>	<b>\$26,497</b>	<b>\$94,372</b>	<b>\$19,767</b>	<b>\$74,605</b>	<b>2.8</b>	<b>221,104</b>
ECM 1	Install LED Fixtures	Yes	43,025	6.9	-6	\$5,092	\$37,149	\$6,155	\$30,994	6.1	42,573
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	Yes	6,815	1.8	-1	\$803	\$2,486	\$420	\$2,066	2.6	6,695
ECM 3	Retrofit Fixtures with LED Lamps	Yes	172,957	31.9	-36	\$20,375	\$53,507	\$13,192	\$40,315	2.0	169,937
ECM 4	Install LED Exit Signs	Yes	1,932	0.1	0	\$228	\$1,231	\$0	\$1,231	5.4	1,899
<b>Lighting Control Measures</b>			<b>46,664</b>	<b>8.6</b>	<b>-10</b>	<b>\$5,497</b>	<b>\$26,081</b>	<b>\$2,590</b>	<b>\$23,491</b>	<b>4.3</b>	<b>45,848</b>
ECM 5	Install Occupancy Sensor Lighting Controls	Yes	41,764	7.7	-9	\$4,920	\$20,906	\$2,590	\$18,316	3.7	41,034
ECM 6	Install High/Low Lighting Controls	Yes	4,900	0.9	-1	\$577	\$5,175	\$0	\$5,175	9.0	4,814
<b>Variable Frequency Drive (VFD) Measures</b>			<b>27,366</b>	<b>4.4</b>	<b>0</b>	<b>\$3,277</b>	<b>\$37,403</b>	<b>\$520</b>	<b>\$36,883</b>	<b>11.3</b>	<b>27,557</b>
ECM 7	Install VFDs on Constant Volume (CV) Fans	Yes	8,042	1.9	0	\$963	\$7,577	\$520	\$7,057	7.3	8,098
ECM 8	Install VFDs on Heating Water Pumps	No	19,324	2.5	0	\$2,314	\$29,826	\$0	\$29,826	12.9	19,459
<b>Electric Unitary HVAC Measures</b>			<b>29,339</b>	<b>25.1</b>	<b>0</b>	<b>\$3,513</b>	<b>\$224,988</b>	<b>\$6,311</b>	<b>\$218,677</b>	<b>62.2</b>	<b>29,544</b>
ECM 9	Install High Efficiency Air Conditioning Units	No	29,339	25.1	0	\$3,513	\$224,988	\$6,311	\$218,677	62.2	29,544
<b>Gas Heating (HVAC/Process) Replacement</b>			<b>0</b>	<b>0.0</b>	<b>45</b>	<b>\$418</b>	<b>\$70,023</b>	<b>\$4,159</b>	<b>\$65,863</b>	<b>157.5</b>	<b>5,261</b>
ECM 10	Install High Efficiency Steam Boilers	No	0	0.0	45	\$418	\$70,023	\$4,159	\$65,863	157.5	5,261
<b>HVAC System Improvements</b>			<b>1,718</b>	<b>0.0</b>	<b>17</b>	<b>\$362</b>	<b>\$9,516</b>	<b>\$0</b>	<b>\$9,516</b>	<b>26.3</b>	<b>3,697</b>
ECM 11	Implement Demand Control Ventilation (DCV)	No	1,718	0.0	17	\$362	\$9,516	\$0	\$9,516	26.3	3,697
<b>Custom Measures</b>			<b>21,379</b>	<b>0.0</b>	<b>524</b>	<b>\$2,985</b>	<b>\$177,000</b>	<b>\$0</b>	<b>\$177,000</b>	<b>59.3</b>	<b>82,827</b>
ECM 12	Installation of an Energy Management System	No	21,379	0.0	524	\$2,985	\$177,000	\$0	\$177,000	59.3	82,827
<b>TOTALS (COST EFFECTIVE MEASURES)</b>			<b>279,434</b>	<b>51.3</b>	<b>-54</b>	<b>\$32,957</b>	<b>\$128,030</b>	<b>\$22,877</b>	<b>\$105,153</b>	<b>3.2</b>	<b>275,050</b>
<b>TOTALS (ALL MEASURES)</b>			<b>351,194</b>	<b>78.9</b>	<b>531</b>	<b>\$42,550</b>	<b>\$639,383</b>	<b>\$33,347</b>	<b>\$606,036</b>	<b>14.2</b>	<b>415,839</b>

# SICKLES SCHOOL

#	Energy Conservation Measure	Cost Effective?	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO <sub>2</sub> e Emissions Reduction (lbs)
<b>Lighting Upgrades</b>			<b>92,479</b>	<b>17.9</b>	<b>-18</b>	<b>\$10,753</b>	<b>\$36,263</b>	<b>\$7,652</b>	<b>\$28,611</b>	<b>2.7</b>	<b>90,966</b>
ECM 1	Install LED Fixtures	Yes	4,249	0.5	0	\$502	\$6,403	\$620	\$5,783	11.5	4,279
ECM 2	Retrofit Fixtures with LED Lamps	Yes	87,883	17.4	-18	\$10,211	\$29,570	\$7,032	\$22,538	2.2	86,346
ECM 3	Install LED Exit Signs	Yes	347	0.0	0	\$40	\$290	\$0	\$290	7.2	341
<b>Lighting Control Measures</b>			<b>23,412</b>	<b>4.5</b>	<b>-5</b>	<b>\$2,720</b>	<b>\$13,417</b>	<b>\$1,350</b>	<b>\$12,067</b>	<b>4.4</b>	<b>23,002</b>
ECM 4	Install Occupancy Sensor Lighting Controls	Yes	21,024	4.1	-4	\$2,443	\$10,492	\$1,350	\$9,142	3.7	20,657
ECM 5	Install High/Low Lighting Controls	Yes	2,387	0.5	0	\$277	\$2,925	\$0	\$2,925	10.5	2,345
<b>Variable Frequency Drive (VFD) Measures</b>			<b>13,659</b>	<b>1.6</b>	<b>0</b>	<b>\$1,613</b>	<b>\$9,476</b>	<b>\$0</b>	<b>\$9,476</b>	<b>5.9</b>	<b>13,755</b>
ECM 6	Install VFDs on Heating Water Pumps	Yes	13,659	1.6	0	\$1,613	\$9,476	\$0	\$9,476	5.9	13,755
<b>Electric Unitary HVAC Measures</b>			<b>3,243</b>	<b>1.6</b>	<b>0</b>	<b>\$383</b>	<b>\$19,274</b>	<b>\$805</b>	<b>\$18,469</b>	<b>48.2</b>	<b>3,266</b>
ECM 7	Install High Efficiency Air Conditioning Units	No	3,243	1.6	0	\$383	\$19,274	\$805	\$18,469	48.2	3,266
<b>Gas Heating (HVAC/Process) Replacement</b>			<b>0</b>	<b>0.0</b>	<b>38</b>	<b>\$341</b>	<b>\$61,659</b>	<b>\$3,662</b>	<b>\$57,996</b>	<b>170.1</b>	<b>4,412</b>
ECM 8	Install High Efficiency Steam Boilers	No	0	0.0	38	\$341	\$61,659	\$3,662	\$57,996	170.1	4,412
<b>Custom Measures</b>			<b>17,036</b>	<b>0.0</b>	<b>346</b>	<b>\$2,378</b>	<b>\$77,000</b>	<b>\$0</b>	<b>\$77,000</b>	<b>32.4</b>	<b>57,613</b>
ECM 9	Installation of an Energy Management System	No	17,036	0.0	346	\$2,378	\$77,000	\$0	\$77,000	32.4	57,613
<b>TOTALS (COST EFFECTIVE MEASURES)</b>			<b>129,550</b>	<b>24.0</b>	<b>-23</b>	<b>\$15,086</b>	<b>\$59,156</b>	<b>\$9,002</b>	<b>\$50,154</b>	<b>3.3</b>	<b>127,722</b>
<b>TOTALS (ALL MEASURES)</b>			<b>149,829</b>	<b>25.7</b>	<b>360</b>	<b>\$18,188</b>	<b>\$217,089</b>	<b>\$13,469</b>	<b>\$203,619</b>	<b>11.2</b>	<b>193,014</b>

\* - All incentives presented in this table are based on NJ SmartStart equipment incentives and assume proposed equipment meets minimum performance criteria for that program.

\*\* - Simple Payback Period is based on net measure costs (i.e. after incentives).

# SOLAR ENERGY GENERATION POTENTIAL

	Knollwood	Sickles
<i>Potential:</i>	<b>MEDIUM</b>	<b>HIGH</b>
<i>System Potential: (kW)</i>	268	161
<i>Electric Generation: (kWh per year)</i>	319,287	191,811
<i>Displaced Cost: (per year)</i>	\$38,230	\$22,650

SREC Registration Program (SRP):

<http://www.NJCleanEnergy.com/SREC>

Community Solar Energy Pilot Program:

<http://www.NJCleanEnergy.com/CommunitySolar>

# ENERGY EFFICIENT BEST PRACTICES

- Reduce Air Leakage
- Close Doors and Windows
- Develop a Lighting Maintenance Schedule
- Ensure Lighting Controls Are Operating Properly
- Use Fans to Reduce Cooling Load
- Use Window Treatments/Coverings
- Clean and/or Replace HVAC filters
- Check and Seal Duct Leakage
- Perform Proper Boiler Maintenance
- Perform Proper Water Heater Maintenance
- Plug Load Controls
- Water Conservation

***See individual reports for specific EE practices by building***

# CLEAN ENERGY PROGRAM PORTFOLIO

## ELIGIBLE SECTORS

Commercial, Industrial, Government, Non-Profit, Institutional and Multifamily

## INCENTIVE PROGRAMS

### Equipment Rebates:

- **SmartStart**
- **Customer Tailored Energy Efficiency Pilot (CTEEP)**
- **Direct Install**
- Large Energy Users

### Whole Buildings:

- **Pay for Performance**

### Energy Generation:

- Combined Heat and Power – Fuel Cells

## OTHER PROGRAMS

### Renewable Energy Generation:

- **SREC Registration Program (SRP)**
- **Community Solar**



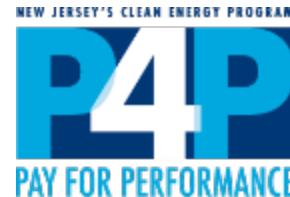
# RECOMMENDED NJCEP INCENTIVES PER BUILDING

Fair Haven SD	P4P*	Direct Install	SmartStart	CTEEP
Knollwood School	X		X	X
Sickles School		X	X	X



# PAY FOR PERFORMANCE

NJCleanEnergy.com/P4P



**What is P4P:** Comprehensive, whole-building approach to saving energy in existing or new facilities.

**Qualifications:** Annual peak demand 200 kW+ in the previous year for existing buildings

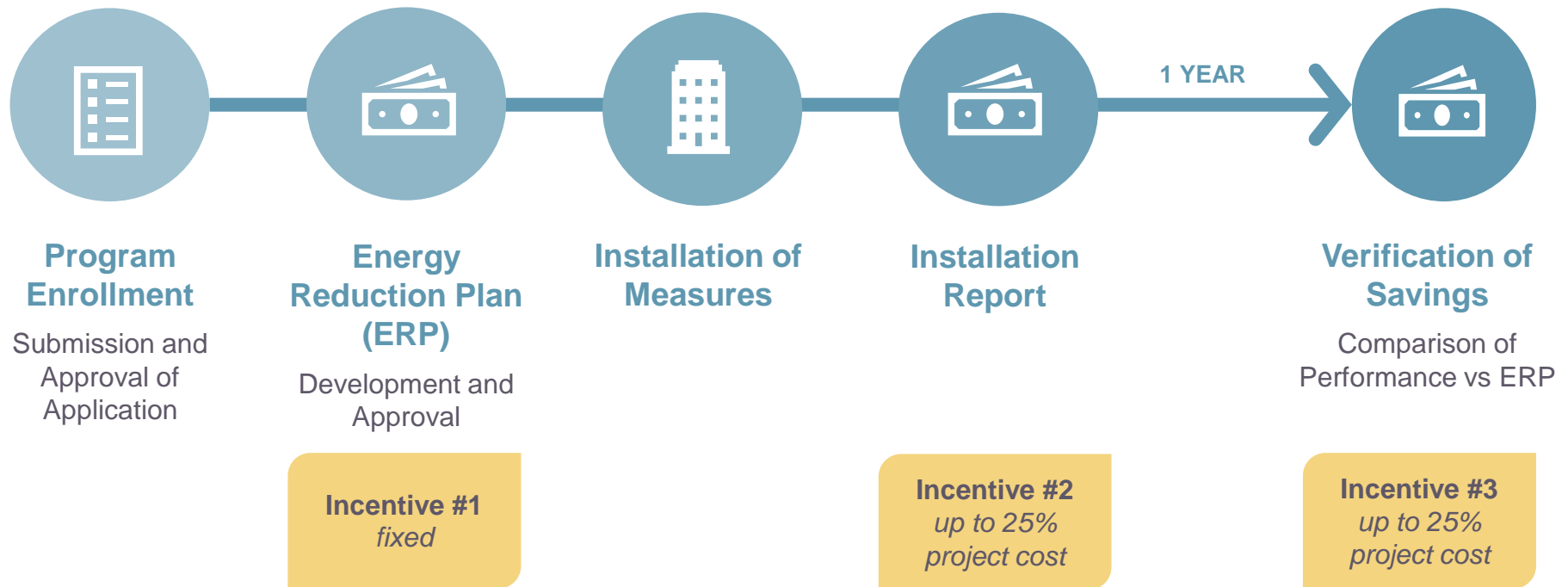
**About:** Customer choose from a network of pre-approved *Participating Partners*

**Incentives:**

- Incentives paid in three installments
  - Up to \$2MM per project( (\$4MM entity cap/year)
    - \$1 million for electric measures
    - \$1 million for gas measures
  - Up to 50% of project cost (80% for UEZ/OZ/ MUNI/K-12 Public Schools) up to \$2MM per project / \$4MM per entity annually

# PAY FOR PERFORMANCE

NJCleanEnergy.com/P4P





# DIRECT INSTALL

NJCleanEnergy.com/DI



**What is DI:** Turn-key retrofit program to replace outdated and inefficient equipment, including lighting, HVAC, refrigeration, etc.

**Qualifications:** Average electric peak demand <200 kW in the previous 12 months

- About:**
- Pre-approved participating contractors provide support and process paperwork
  - Incentives paid directly to the contractor
  - Fast project turnaround time (4-6 months)

- Incentives:**
- \$125,000 incentive funding per project/building (\$250K UEZ/OZ/MUNI/K-12 Public Schools), or
  - \$250,000 entity cap (\$4MM UEZ/OZ/MUNI/K-12 Public Schools)

# DIRECT INSTALL

[NJCleanEnergy.com/DI](http://NJCleanEnergy.com/DI)

Facilities in Urban Enterprise Zones (UEZ), Opportunity Zones (OZ), municipalities, and K-12 public schools:

**INCENTIVE FUNDING**

**CUSTOMER**

Up to **80%** of installed cost is paid directly to the contractor

20% of installed cost

All other eligible facilities:

**INCENTIVE FUNDING**

**CUSTOMER**

Up to **70%** of installed cost is paid directly to the contractor

30% of installed cost



# DIRECT INSTALL

NJCleanEnergy.com/DI

## Participating Contractor

**Hutchinson Mechanical Services**

Pete Hatton

856-429-5828 x259

[petehatton@hutchbiz.com](mailto:petehatton@hutchbiz.com)



# DIRECT INSTALL: FINANCING OPTION

- Eligible NJNG customers can finance the remaining 30 percent balance at 0% APR through the “SAVEGREEN Project® On-Bill Repayment Program” (OBRP) for 36 months.
- For measures that may not qualify for Direct Install, NJNG also offers financing options for SmartStart that will cover up to \$130,000 per year.



- Questions? Contact:

**Jerry Ryan**

Energy Efficiency Ops. Manager  
New Jersey Natural Gas  
732-433-4362 (cell)  
732 378 4920 (office)  
jryan@njng.com

# SMARTSTART

NJCleanEnergy.com/SSB

**What is SSB:** Individual high efficiency equipment rebates for new construction, renovation, remodeling, equipment replacement

**Qualifications:**

- All C&I customer types contributing into the Societal Benefits Charge (SBC)

## About:

- Prescriptive and custom designed measures
- Pre-approval required only for lighting projects with incentives >\$100,000 and all custom projects
- For measures not requiring pre-approval, applications must be submitted to the program within one year of purchase.

## Incentives:

- Prescriptive: \$500,000 cap for each electric or gas account
- Custom, lesser of the following:
  - \$0.16/kWh and/or \$1.60/Therm saved annually
  - 50% of incremental installed cost
  - Buy-down to 1 year payback based on incremental cost and savings



# SMARTSTART

NJCleanEnergy.com/SSB

## Prescriptive Incentives

- Lighting & Lighting Controls
- Packaged HVAC
- Boilers & Water Heaters
- Chillers
- VFD's
- Food Service
- Refrigeration

Prescriptive Only:

**DOUBLE  
INCENTIVES FOR  
OZ/UEZ/ MUNI/K-12  
PUBLIC SCHOOLS**

## Custom Incentives

- New or innovative technologies proven to be cost-effective and not listed as prescriptive
- Projects must have a minimum first year energy savings of 75,000 kWh or 1,500 therms
- Project pre and post inspection required



# CUSTOMER TAILORED ENERGY EFFICIENCY PILOT

[NJCleanEnergy.com/CTEEP](http://NJCleanEnergy.com/CTEEP)

**What is CTEEP:** A streamlined/single application process for participants submitting multiple different technology types.

**Qualifications:**

- All C&I customer types contributing into the Societal Benefits Charge (SBC)

**About:**

- On site assistance available
- Additional technical incentive available to offset soft costs associated with developing and planning custom projects

**Incentives:**

- \$250,000 fiscal year entity cap
- Technical assistance incentives for custom project evaluation (up to \$10K)

**SAME INCENTIVE  
VALUES AS  
SMARTSTART**

# SMARTSTART & CTEEP: FINANCING OPTION

- NJNG provides 0% financing options that will cover up to \$130,000 per year.
- 10 year term-repayments made on regular monthly gas bill
- Need to review project with NJNG to confirm project qualifies.
- The SAVEGREEN program can help with a consultation to discuss your Commercial Energy Efficiency Project.



- Questions? Contact:

## **Jerry Ryan**

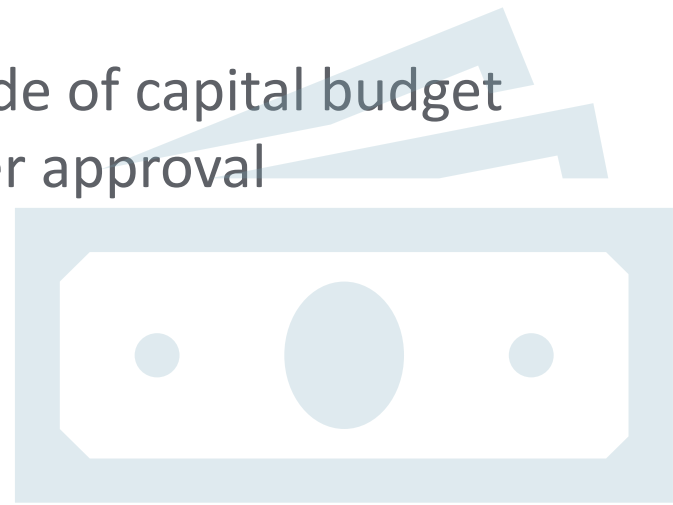
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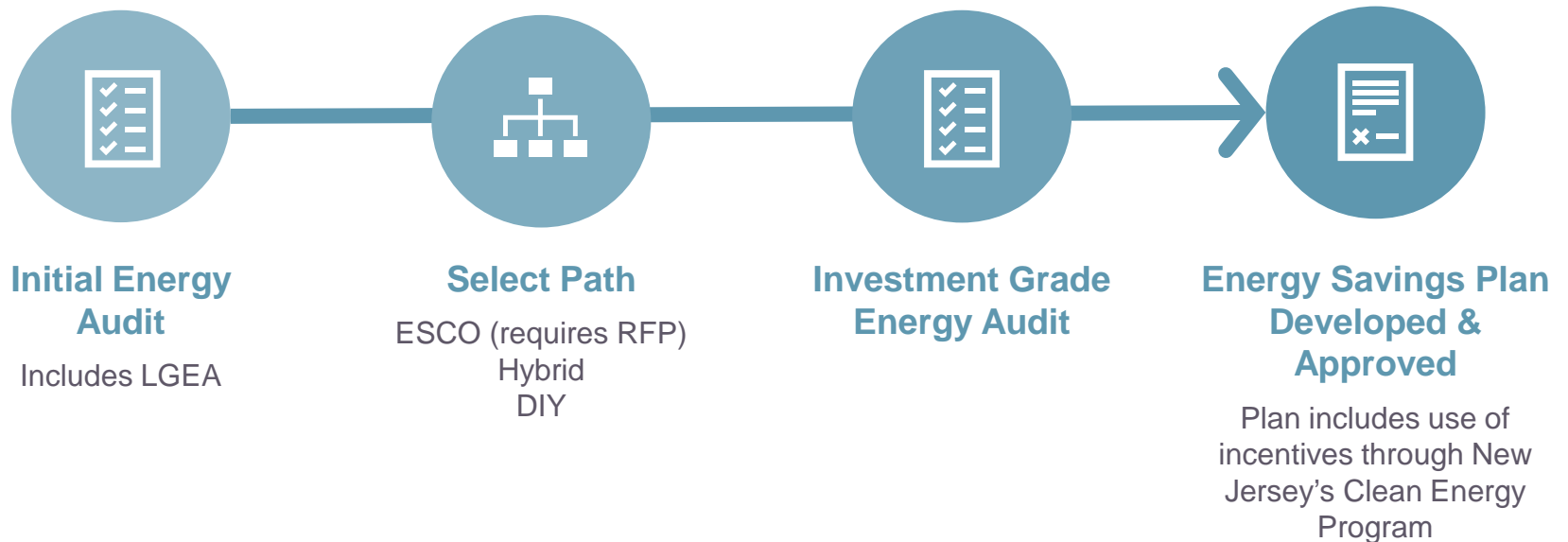
# FINANCING MECHANISM: ESIP

## ENERGY SAVINGS IMPROVEMENT PROGRAM (ESIP)

- Provides alternative financing for energy savings projects at public institutions
- Administered directly by the BPU
- Value of energy savings leveraged to pay for cost of EE projects over a 15 year contract
- Requires NO new bonding and is outside of capital budget
- Does not count as debt or require voter approval



# FINANCING MECHANISM: ESIP



# ENERGY SAVINGS IMPROVEMENT PROGRAM (ESIP)

## FOR MORE INFORMATION

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ESIP Coordinator

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New Jersey's  
**cleanenergy**  
program™

# FOR MORE INFORMATION

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# QUESTIONS

