

New Jersey's Clean Energy Program

LGEA Exit Meeting for:
Franklin Township Board of Education

Smruti Srinivasan
April 17, 2018

Agenda



- Introductions
- Overview of LGEA process
- Energy use & existing conditions
- Review of **E**nergy **C**onservation **M**easures (ECMs) identified
- Questions or concerns regarding the draft audit reports
- Overview of NJCEP equipment incentives
- South Jersey Gas Financing Option
- Energy Savings Improvement Program (ESIP)
- Next steps for Franklin Township Board of Education

Introductions



Franklin Township Board of Education

- Interim Business Administrator: Frank Domin
- Supervisor of Buildings & Grounds: Thomas Rambone
- Buildings & Grounds: Jennifer Thies

NJ Clean Energy Program Team

- LGEA Program Manager: Brian DeLuca
- Lead Auditor: Smruti Srinivasan
- Outreach Manager: Jim Friedl
- BPU Commissioner: Dianne Solomon
- ESIP Coordinator: Mike Thulen

Process to Draft Report



- Application submitted to NJCEP
- Site Visit Performed
- Utility Analysis
- Baseline Condition
- Analysis
- Recommendations
- Report

Sites Audited



- Mary F. Janvier Elementary School
- Caroline L. Reutter School
- Main Road School
- Board Of Education Offices
- Bus Garage

ECM Summary (All Sites) - All Measures



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades	236,827	67.5	0.0	\$39,132.92	\$343,418.44	\$37,220.00	\$306,198.44	7.8	238,483
Install LED Fixtures	40,172	5.9	0.0	\$6,597.67	\$32,035.51	\$8,200.00	\$23,835.51	3.6	40,453
Retrofit Fluorescent Fixtures with LED Lamps and Drivers	164,036	54.5	0.0	\$25,675.97	\$288,375.07	\$26,595.00	\$261,780.07	10.2	165,183
Retrofit Fixtures with LED Lamps	26,050	6.7	0.0	\$5,857.88	\$15,371.45	\$2,425.00	\$12,946.45	2.2	26,233
Install LED Exit Signs	6,568	0.4	0.0	\$1,001.40	\$7,636.41	\$0.00	\$7,636.41	7.6	6,614
Lighting Control Measures	33,164	10.3	0.0	\$5,328.01	\$21,126.00	\$3,215.00	\$17,911.00	3.4	33,396
Install Occupancy Sensor Lighting Controls	33,164	10.3	0.0	\$5,328.01	\$21,126.00	\$3,215.00	\$17,911.00	3.4	33,396
Variable Frequency Drive (VFD) Measures	16,244	2.1	0.0	\$2,506.03	\$12,567.00	\$0.00	\$12,567.00	5.0	16,358
Install VFDs on Hot Water Pumps	16,244	2.1	0.0	\$2,506.03	\$12,567.00	\$0.00	\$12,567.00	5.0	16,358
Gas Heating (HVAC/Process) Replacement	0	0.0	809.5	\$8,450.31	\$245,769.38	\$28,030.40	\$217,738.98	25.8	94,780
Install High Efficiency Hot Water Boilers	0	0.0	809.5	\$8,450.31	\$245,769.38	\$28,030.40	\$217,738.98	25.8	94,780
Domestic Water Heating Upgrade	4,578	0.0	188.7	\$2,657.68	\$93,032.74	\$3,075.00	\$89,957.74	33.8	26,705
Install High Efficiency Gas Water Heater	0	0.0	147.5	\$1,532.21	\$92,570.60	\$3,075.00	\$89,495.60	58.4	17,276
Install Low-Flow Domestic Hot Water Devices	4,578	0.0	41.2	\$1,125.47	\$462.14	\$0.00	\$462.14	0.4	9,429
Plug Load Equipment Control - Vending Machine	1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
Vending Machine Control	1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
TOTALS	292,768	79.9	998.2	\$58,371.80	\$716,373.56	\$71,540.40	\$644,833.16	11.0	411,690

* - 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).

ECM Summary (All Sites) – Recommended Measures



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades		236,827	67.5	0.0	\$39,132.92	\$343,418.44	\$37,220.00	\$306,198.44	7.8	238,483
ECM 1	Install LED Fixtures	40,172	5.9	0.0	\$6,597.67	\$32,035.51	\$8,200.00	\$23,835.51	3.6	40,453
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	164,036	54.5	0.0	\$25,675.97	\$288,375.07	\$26,595.00	\$261,780.07	10.2	165,183
ECM 3	Retrofit Fixtures with LED Lamps	26,050	6.7	0.0	\$5,857.88	\$15,371.45	\$2,425.00	\$12,946.45	2.2	26,233
ECM 4	Install LED Exit Signs	6,568	0.4	0.0	\$1,001.40	\$7,636.41	\$0.00	\$7,636.41	7.6	6,614
Lighting Control Measures		33,164	10.3	0.0	\$5,328.01	\$21,126.00	\$3,215.00	\$17,911.00	3.4	33,396
ECM 5	Install Occupancy Sensor Lighting Controls	33,164	10.3	0.0	\$5,328.01	\$21,126.00	\$3,215.00	\$17,911.00	3.4	33,396
Variable Frequency Drive (VFD) Measures		16,244	2.1	0.0	\$2,506.03	\$12,567.00	\$0.00	\$12,567.00	5.0	16,358
ECM 6	Install VFDs on Hot Water Pumps	16,244	2.1	0.0	\$2,506.03	\$12,567.00	\$0.00	\$12,567.00	5.0	16,358
Gas Heating (HVAC/Process) Replacement		0	0.0	788.3	\$8,208.03	\$228,626.06	\$25,030.40	\$203,595.66	24.8	92,300
ECM 7	Install High Efficiency Hot Water Boilers	0	0.0	788.3	\$8,208.03	\$228,626.06	\$25,030.40	\$203,595.66	24.8	92,300
Domestic Water Heating Upgrade		4,578	0.0	183.0	\$2,592.00	\$85,649.14	\$2,975.00	\$82,674.14	31.9	26,033
ECM 8	Install High Efficiency Gas Water Heater	0	0.0	141.8	\$1,466.53	\$85,187.00	\$2,975.00	\$82,212.00	56.1	16,604
ECM 9	Install Low-Flow Domestic Hot Water Devices	4,578	0.0	41.2	\$1,125.47	\$462.14	\$0.00	\$462.14	0.4	9,429
Plug Load Equipment Control - Vending Machine		1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
ECM 10	Vending Machine Control	1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
TOTALS		292,768	79.9	971.3	\$58,063.84	\$691,846.64	\$68,440.40	\$623,406.24	10.7	408,538

* - 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.

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ECM Summary (All Sites) – Non-Recommended Measures

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 ₂ e Emissions Reduction (lbs)
Gas Heating (HVAC/Process) Replacement	0	0.0	21.2	\$242.28	\$17,143.32	\$3,000.00	\$14,143.32	58.4	2,480
Install High Efficiency Hot Water Boilers	0	0.0	21.2	\$242.28	\$17,143.32	\$3,000.00	\$14,143.32	58.4	2,480
Domestic Water Heating Upgrade	0	0.0	5.7	\$65.68	\$7,383.60	\$100.00	\$7,283.60	110.9	672
Install High Efficiency Gas Water Heater	0	0.0	5.7	\$65.68	\$7,383.60	\$100.00	\$7,283.60	110.9	672
TOTALS	0	0.0	26.9	\$307.96	\$24,526.92	\$3,100.00	\$21,426.92	69.6	3,153

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Overview of Systems, Baseline & Existing Conditions:

- Building Envelope
- Lighting System
- HVAC and Mechanical Systems
- Plug Loads

Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

Mary F. Janvier Elementary School



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades		79,999	19.6	0.0	\$12,502.69	\$109,783.12	\$12,430.00	\$97,353.12	7.8	80,558
ECM 1	Install LED Fixtures	15,826	2.1	0.0	\$2,473.41	\$12,501.66	\$3,200.00	\$9,301.66	3.8	15,937
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	62,713	17.4	0.0	\$9,801.19	\$94,216.17	\$9,230.00	\$84,986.17	8.7	63,152
ECM 3	Retrofit Fixtures with LED Lamps	49	0.0	0.0	\$7.66	\$53.75	\$0.00	\$53.75	7.0	49
ECM 4	Install LED Exit Signs	1,410	0.1	0.0	\$220.42	\$3,011.54	\$0.00	\$3,011.54	13.7	1,420
Lighting Control Measures		11,260	2.9	0.0	\$1,759.81	\$9,798.00	\$1,285.00	\$8,513.00	4.8	11,339
ECM 5	Install Occupancy Sensor Lighting Controls	11,260	2.9	0.0	\$1,759.81	\$9,798.00	\$1,285.00	\$8,513.00	4.8	11,339
Variable Frequency Drive (VFD) Measures		10,065	1.3	0.0	\$1,573.06	\$6,551.70	\$0.00	\$6,551.70	4.2	10,136
ECM 6	Install VFDs on Hot Water Pumps	10,065	1.3	0.0	\$1,573.06	\$6,551.70	\$0.00	\$6,551.70	4.2	10,136
Gas Heating (HVAC/Process) Replacement		0	0.0	296.2	\$3,065.91	\$83,120.25	\$9,574.40	\$73,545.85	24.0	34,687
ECM 7	Install High Efficiency Hot Water Boilers	0	0.0	296.2	\$3,065.91	\$83,120.25	\$9,574.40	\$73,545.85	24.0	34,687
Domestic Water Heating Upgrade		0	0.0	136.3	\$1,410.49	\$35,213.23	\$1,225.00	\$33,988.23	24.1	15,958
ECM 8	Install High Efficiency Gas Water Heater	0	0.0	109.2	\$1,130.13	\$35,077.00	\$1,225.00	\$33,852.00	30.0	12,786
ECM 9	Install Low-Flow Domestic Hot Water Devices	0	0.0	27.1	\$280.36	\$136.23	\$0.00	\$136.23	0.5	3,172
TOTALS		101,325	23.7	432.5	\$20,311.96	\$244,466.31	\$24,514.40	\$219,951.91	10.8	152,678

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Overview of Systems, Baseline & Existing Conditions:

- Building Envelope
- Lighting System
- HVAC and Mechanical Systems
- Plug Loads

Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

Caroline L. Reutter School



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades		65,797	19.2	0.0	\$9,934.98	\$98,995.55	\$10,730.00	\$88,265.55	8.9	66,257
ECM 1	Install LED Fixtures	10,870	1.4	0.0	\$1,641.28	\$9,376.25	\$2,400.00	\$6,976.25	4.3	10,946
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	48,271	16.2	0.0	\$7,288.65	\$84,338.83	\$7,815.00	\$76,523.83	10.5	48,609
ECM 3	Retrofit Fixtures with LED Lamps	3,916	1.4	0.0	\$591.30	\$3,452.04	\$515.00	\$2,937.04	5.0	3,943
ECM 4	Install LED Exit Signs	2,740	0.2	0.0	\$413.74	\$1,828.44	\$0.00	\$1,828.44	4.4	2,759
Lighting Control Measures		9,907	3.2	0.0	\$1,495.92	\$4,716.00	\$790.00	\$3,926.00	2.6	9,976
ECM 5	Install Occupancy Sensor Lighting Controls	9,907	3.2	0.0	\$1,495.92	\$4,716.00	\$790.00	\$3,926.00	2.6	9,976
Variable Frequency Drive (VFD) Measures		6,179	0.8	0.0	\$932.97	\$6,015.30	\$0.00	\$6,015.30	6.4	6,222
ECM 6	Install VFDs on Hot Water Pumps	6,179	0.8	0.0	\$932.97	\$6,015.30	\$0.00	\$6,015.30	6.4	6,222
Gas Heating (HVAC/Process) Replacement		0	0.0	451.6	\$4,659.34	\$133,984.17	\$14,400.00	\$119,584.17	25.7	52,878
ECM 7	Install High Efficiency Hot Water Boilers	0	0.0	451.6	\$4,659.34	\$133,984.17	\$14,400.00	\$119,584.17	25.7	52,878
Domestic Water Heating Upgrade		0	0.0	42.7	\$440.63	\$50,188.87	\$1,750.00	\$48,438.87	109.9	5,001
ECM 8	Install High Efficiency Gas Water Heater	0	0.0	32.6	\$336.40	\$50,110.00	\$1,750.00	\$48,360.00	143.8	3,818
ECM 9	Install Low-Flow Domestic Hot Water Devices	0	0.0	10.1	\$104.23	\$78.87	\$0.00	\$78.87	0.8	1,183
TOTALS		81,883	23.2	494.3	\$17,463.83	\$293,899.89	\$27,670.00	\$266,229.89	15.2	140,334

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Overview of Systems, Baseline & Existing Conditions:

- Building Envelope
- Lighting System
- HVAC and Mechanical Systems
- Plug Loads

Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

Main Road School



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades		59,606	21.7	0.0	\$9,053.64	\$115,294.33	\$11,595.00	\$103,699.33	11.5	60,022
ECM 1	Install LED Fixtures	9,022	1.7	0.0	\$1,370.33	\$7,813.54	\$2,000.00	\$5,813.54	4.2	9,085
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	47,657	19.5	0.0	\$7,238.77	\$104,146.83	\$9,550.00	\$94,596.83	13.1	47,991
ECM 3	Retrofit Fixtures with LED Lamps	509	0.3	0.0	\$77.30	\$537.53	\$45.00	\$492.53	6.4	512
ECM 4	Install LED Exit Signs	2,418	0.2	0.0	\$367.24	\$2,796.43	\$0.00	\$2,796.43	7.6	2,435
Lighting Control Measures		9,162	3.5	0.0	\$1,391.69	\$5,220.00	\$900.00	\$4,320.00	3.1	9,226
ECM 5	Install Occupancy Sensor Lighting Controls	9,162	3.5	0.0	\$1,391.69	\$5,220.00	\$900.00	\$4,320.00	3.1	9,226
Gas Heating (HVAC/Process) Replacement		0	0.0	40.4	\$482.78	\$11,521.64	\$1,056.00	\$10,465.64	21.7	4,735
ECM 6	Install High Efficiency Hot Water Boilers	0	0.0	40.4	\$482.78	\$11,521.64	\$1,056.00	\$10,465.64	21.7	4,735
Domestic Water Heating Upgrade		4,578	0.0	0.3	\$699.08	\$114.72	\$0.00	\$114.72	0.2	4,646
ECM 7	Install Low-Flow Domestic Hot Water Devices	4,578	0.0	0.3	\$699.08	\$114.72	\$0.00	\$114.72	0.2	4,646
Plug Load Equipment Control - Vending Machine		1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
ECM 8	Vending Machine Control	1,954	0.0	0.0	\$296.85	\$460.00	\$0.00	\$460.00	1.5	1,968
TOTALS		75,301	25.2	40.7	\$11,924.05	\$132,610.70	\$13,551.00	\$119,059.70	10.0	80,598

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Overview of Systems, Baseline & Existing Conditions:

- Building Envelope
- Lighting System
- HVAC and Mechanical Systems
- Plug Loads

Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

Board Of Education Office



Energy Conservation Measure		Recommend?	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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades			21,468	4.9	0.0	\$5,154.61	\$11,231.73	\$1,845.00	\$9,386.73	1.8	21,618
ECM 1	Retrofit Fixtures with LED Lamps	Yes	21,468	4.9	0.0	\$5,154.61	\$11,231.73	\$1,845.00	\$9,386.73	1.8	21,618
Lighting Control Measures			2,835	0.7	0.0	\$680.59	\$1,392.00	\$240.00	\$1,152.00	1.7	2,854
ECM 2	Install Occupancy Sensor Lighting Controls	Yes	2,835	0.7	0.0	\$680.59	\$1,392.00	\$240.00	\$1,152.00	1.7	2,854
Gas Heating (HVAC/Process) Replacement			0	0.0	21.2	\$242.28	\$17,143.32	\$3,000.00	\$14,143.32	58.4	2,480
	Install High Efficiency Hot Water Boilers	No	0	0.0	21.2	\$242.28	\$17,143.32	\$3,000.00	\$14,143.32	58.4	2,480
Domestic Water Heating Upgrade			0	0.0	3.2	\$36.92	\$4,592.31	\$50.00	\$4,542.31	123.0	378
	Install High Efficiency Gas Water Heater	No	0	0.0	2.1	\$24.38	\$4,570.80	\$50.00	\$4,520.80	185.4	250
ECM 3	Install Low-Flow Domestic Hot Water Devices	Yes	0	0.0	1.1	\$12.54	\$21.51	\$0.00	\$21.51	1.7	128
TOTALS			24,303	5.6	24.4	\$6,114.39	\$34,359.36	\$5,135.00	\$29,224.36	4.8	27,331

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Overview of Systems, Baseline & Existing Conditions:

- Building Envelope
- Lighting System
- HVAC and Mechanical Systems
- Plug Loads

Utility Consumption:

- Electric Consumption and Costs
- Natural Gas Consumption and Costs

Bus Garage



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 ₂ e Emissions Reduction (lbs)
Lighting Upgrades		9,957	2.1	0.0	\$2,487.01	\$8,113.70	\$620.00	\$7,493.70	3.0	10,026
ECM 1	Install LED Fixtures	4,454	0.7	0.0	\$1,112.64	\$2,344.06	\$600.00	\$1,744.06	1.6	4,486
ECM 2	Retrofit Fluorescent Fixtures with LED Lamps and Drivers	5,394	1.3	0.0	\$1,347.36	\$5,673.24	\$0.00	\$5,673.24	4.2	5,432
ECM 3	Retrofit Fixtures with LED Lamps	108	0.0	0.0	\$27.01	\$96.40	\$20.00	\$76.40	2.8	109
Domestic Water Heating Upgrade		0	0.0	6.2	\$70.55	\$2,923.61	\$50.00	\$2,873.61	40.7	722
	Install High Efficiency Gas Water Heater	0	0.0	3.6	\$41.30	\$2,812.80	\$50.00	\$2,762.80	66.9	423
ECM 4	Install Low-Flow Domestic Hot Water Devices	0	0.0	2.6	\$29.26	\$110.81	\$0.00	\$110.81	3.8	300
TOTALS		9,957	2.1	6.2	\$2,557.56	\$11,037.31	\$670.00	\$10,367.31	4.1	10,749

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Some Energy Efficient Best Practices



- Close Doors and Windows
- Use Windows Treatments/Coverings
- Perform Proper Lighting Maintenance
- Develop a Lighting Maintenance Schedule
- Practice Proper Use of Thermostat Schedules and Temperature Resets
- Clean and/or Replace HVAC Filters
- Perform Proper Boiler Maintenance
- Perform Proper Water Heater Maintenance
- Plug Load Controls
- Water Conservation

ENERGY STAR Portfolio Manager®



Facility Name	ENERGY STAR SEP Score
Mary F. Janvier Elementary School	73
Caroline L. Reutter School	40
Main Road School	67
Board of Education Offices	18
Bus Garage	N/A

PROGRAM PORTFOLIO



ELIGIBLE SECTORS

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

PROGRAMS

Equipment Rebates:

- Retrofit – Existing Buildings
- New Construction
- Direct Install – Small Business
- Large Energy Users

Whole Buildings:

- Pay for Performance Existing Buildings
- Pay for Performance New Construction

Energy Generation:

- Combined Heat and Power (CHP) and Fuel Cells

Recommended NJCEP Incentives



- Direct Install

Facility Solutions Group

Kyle Charzewski

732-826-6100 x 21137

kyle.charzewski@fsgi.com

- SmartStart Buildings (i.e Retrofit – Existing Buildings)

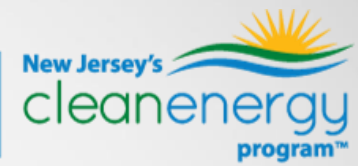
- Pay for Performance (P4P)

Direct Install: Overview



- Turn-key retrofit program to replace outdated and inefficient equipment, including lighting, HVAC, refrigeration, etc.
- Open to Small to Mid-Sized Commercial and Industrial facilities with a peak electric demand ≤ 200 kW
- Provides incentives of up to 70% of the installed cost
- Incentives are paid directly to the contractor
- Customer only pays remaining 30% of installed cost
 - \$125,000 project cap
 - \$250,000 per entity cap (\$500,000 if utilizing ESIP)
- Participating contractors provide support and process all paperwork
- Fast turnaround time: Average length of time for job completion (4-6 months)

SmartStart Prescriptive: Overview



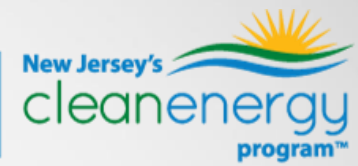
- Two types of incentives for high efficiency equipment installation:
 - Prescriptive
 - Custom
- Includes New Construction, Rehab and Retrofit projects
- Project pre-approval required for certain equipment
- Incentives up to \$500,000 per electric account & \$500,000 per natural gas account
- Project Categories:
 - New Construction
 - Renovation
 - Remodeling
 - Equipment Replacement
- Specific incentives and individual applications for Lighting, HVAC, VFDs, Refrigeration, Controls and more!

P4P Existing Buildings: Overview



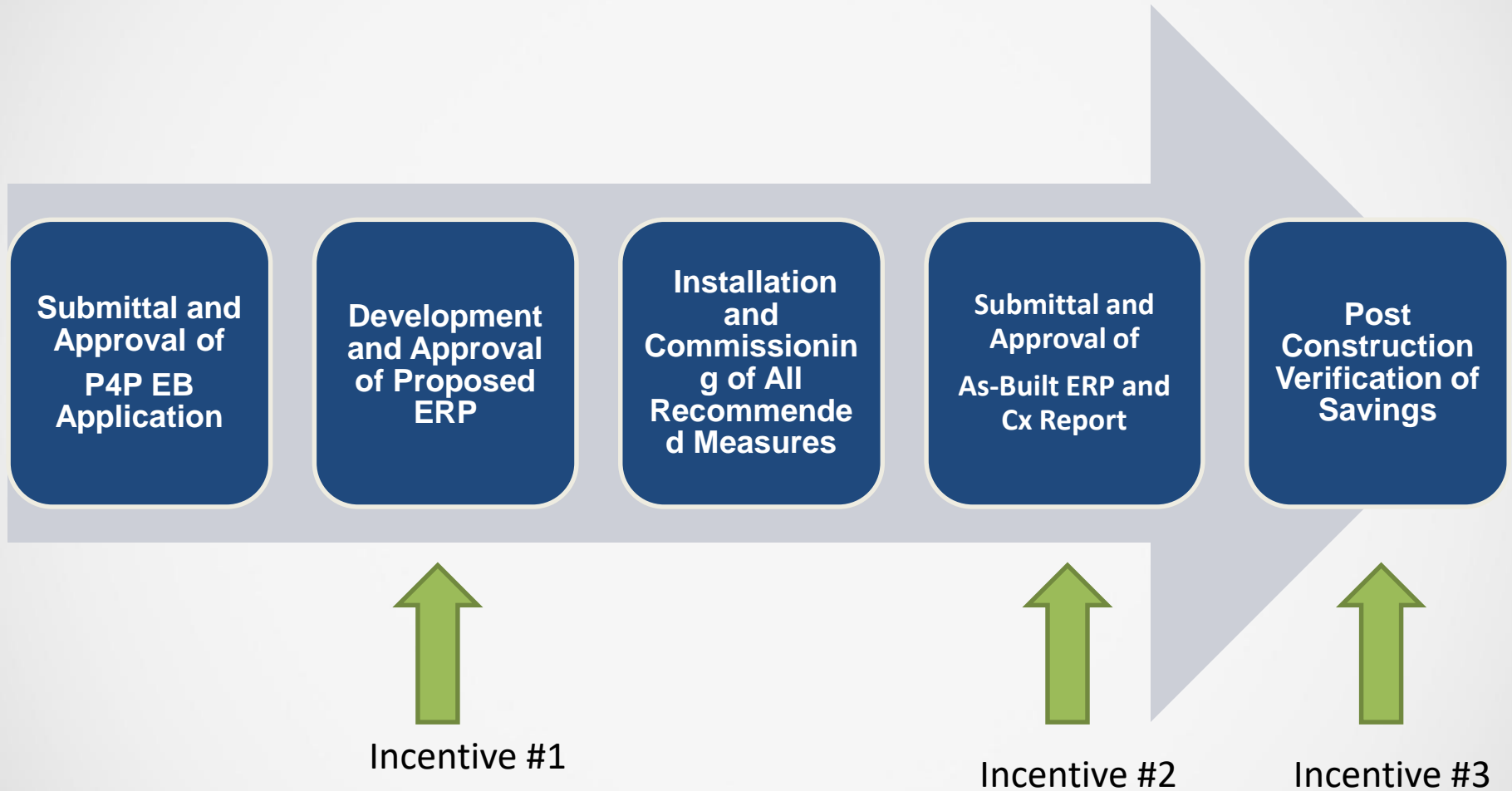
- Comprehensive, whole-building approach to saving energy in existing or new facilities
- Customer chooses from network of pre-approved participating Partners (including DCO)
- Incentives up to \$2 million per project
 - \$1 million for electric measures
 - \$1 million for gas measures
- \$4 million annual entity cap per fiscal year
- Incentives up to 50% of total project cost
- Incentives paid in three installments at milestones

P4P Existing Buildings: Overview



- Open to Commercial and Industrial facilities with annual peak demand of at least 200 kW in previous year
- Minimum savings 15% from existing energy use
- Must have at least two unique measures per project
- No more than 50% of total savings may come from lighting measures
 - Lighting savings up to 70% may be considered with minimum savings target increasing up to 35%

P4P Existing Buildings: Process



P4P Existing Buildings: Incentives



Incentive #1: Energy Reduction Plan			
Incentive Amount:		\$0.15	per sq ft
Minimum Incentive:		\$7,500	
Maximum Incentive:		\$50,000	or 50% of facility annual energy cost
Incentive #2: Installation of Recommended Measures			
Minimum Performance Target:		15%	
Electric Incentives	Base Incentive based on 15% savings:	\$0.09	per projected kWh saved
	For each % over 15% add:	\$0.005	
	Maximum Incentive:	\$0.11	
Gas Incentives	Base Incentive based on 15 % savings:	\$0.90	per projected Therm saved
	For each % over 15% add:	\$0.05	
	Maximum Incentive:	\$1.25	
Incentive Cap:		25%	of total project cost
Incentive #3: Post-Construction Benchmarking Report			
Minimum Performance Target:		15%	
Electric Incentives	Base Incentive based on 15% savings:	\$0.09	per projected kWh saved
	For each % over 15% add:	\$0.005	
	Maximum Incentive:	\$0.11	
Gas Incentives	Base Incentive based on 15% savings:	\$0.90	per projected Therm saved
	For each % over 15% add:	\$0.05	
	Maximum Incentive:	\$1.25	
Incentive Cap:		25%	of total project cost

South Jersey Gas Financing



Direct Install

The State of NJ pays:

- ❑ 70% of all qualified upgrades
- ❑ Up to \$125,000

South Jersey Gas will finance:

- ❑ Remaining 30%
- ❑ 0% financing
- ❑ For 3 years
- ❑ Up to \$53,571



South Jersey Gas Financing



SmartStart Buildings & Pay for Performance Programs

- 0% Financing
- Up to \$100,000 for 5 years
- SJG can help guide you through the process



Energy Savings Improvement Program (ESIP)



- Program administered directly by BPU
- Provides alternative financing for energy savings projects at public institutions.
- Value of energy savings leveraged to pay for cost of EE projects over a 15 year contract.
- Does not count as debt or require voter approval.
- Requires an audit as 1st step (LGEA satisfied this requirement)

ESIP Process

New Jersey's Clean Energy Program Interaction

Initial Energy Audit completed
for entity building(s)

Local Government Energy Audit
(LGEA) may be used to meet
this requirement

Entity issues ESIP RFP (previously
approved by BPU) and selects ESCO
or DIY approach

Investment Grade Energy Audit completed
and Energy Savings Plan (ESP)
developed

P4P Energy Reduction Plan (ERP),
Direct Install, or SmartStart application
recommended submittal time frame

Third party review of ESP

Review and approval of ESP
by Board of Public Utilities (BPU)

Entity adopts ESP,
determines guarantee



FOR MORE INFORMATION

ESIP

Mike Thulen

ESIP Coordinator

Office: 609-777-3338

Cell: 732-330-2419

ESIP@bpu.nj.gov

Questions





FOR MORE INFORMATION

Visit NJCleanEnergy.com

Call (866) NJSMART

Jim Friedl

Outreach Manager

732-855-6543

jfriedl@trcsolutions.com