

**New Jersey's Clean Energy Program™**  
**Energy Efficiency Committee Meeting**  
**June 10th, 2014**  
**9:30 to 12:00 noon**

**New Jersey Board of Public Utilities**  
**44 South Clinton Avenue, Trenton NJ**

## **Minutes**

### ***Introductions***

#### **Presentations**

*This month, there were two guest speakers. Below are the summaries of both presentations.*

#### **Topic #1: BPI Standards**

*John Jones (National Technical Director) of BPI presented on the various BPI standards as well as the most recent roll out of the BPI Goldstar Contractor Program.*

- BPI Goldstar Contractor Program was launched in January and is a revamping of old accreditation program. The new logo is being trademarked but contractors may use it. The Goldstar program is voluntary.
- Aim is to become more pro-active w/the contractors. It is a Quality Management System – not just QC but also contractors' business practices. The Goldstar Program will provide training/mentoring to achieve contractor and program goals & help them to develop/implement quality control processes.
- There will be three tiers of contractors: Standard/Advanced/Master. Contractors first perform a self-assessment of themselves, which helps identify training needs. Contractors "test out" of each tier; and incentives/discounts increase as contractor progresses. It offers free B2B mentoring and to date 28 contractors have signed up as mentors to other contractors. As a mentor they earn 10 CEUs (out of 30) towards their BPI certifications. The annual fee for Goldstar status will be \$1,200.

*Question from audience: For becoming a mentor, are there any qualifications that BPI has on who can become a mentor? Response: Yes, the contractor has to be in business for at least 5 years and a Dunn & Bradstreet report is pulled. For this launch they are hand-picked to participate and it is expected in the future, the qualifications for becoming a mentor will increase (minimum of a Tier 2).*

- Benefits from Day 1: Marketing Support; Micro Mentor Site access; Webinars & Technical Training; Sample Customer Dispute Resolution Policy; Direct Access to BPI Client Relations Rep (CRR); Leasing/Financing offers (vans, equipment, etc.); 15% discount off Building Science Principles reference guide/online exam

*Question from Mike Ambrosio: How often does BPI go out to do a QC inspection? Response: BPI used to inspect 5% of a contractor's work. They found that it was redundant and duplicative as programs also inspect. Goldstar changes will include a file review and if needed to go out in the field, however the contractor will be charged a fee. Follow up: Are some programs requiring that contractors become GoldStar certified? Response: Yes, NYSERDA did. There is no official State Licensing for HPwES contractors.*

*Question from Betsy Ackerman: Can a contractor be BPI certified but not Goldstar certified? Response: Yes Follow up: Can I could have a company with multiple BPI certified staff but not be part of Goldstar Program – so if want to skirt quality standards, I could avoid paying the \$1,200 annual fee? Response: Yes, that is true. BPI has no tie to the company only to BPI licensed employees. If there are "non Goldstar" contractors, we don't regulate them.*

*Question from Tony O'Donnell: What percentage of NJ Contractors are GoldStar? Response: 152*

*Betsy: Are mechanical contractors now licensed in NJ? Response from Brian Bovio: Almost, applications for licensing are due to the state by 8/1/14.*

Mike: *Is BPI self-funded through contractor fees? Response: Yes, it is voluntary and we develop standards.*

Mike: *How do you differ or overlap from EH-CC? Response: EHCC works alongside BPI but are more Heating/Cooling based (ACCA, etc).*

Comment by audience: *The messaging to the public should be ensure that your HPwES contractor is Gold Certified.*

Question by BA: *is their a contractor remediation process? Response: Yes.*

- Introductory Webinar – 6/19<sup>th</sup> @ 3 PM.

## Topic #2 - EPA Portfolio Manager

*Tracy Narel, representing the U.S. EPA's ENERGY STAR®, presented an overview of ENERGY STAR resources for C/I customers. He was supported by Marianne Graham – ICF International*

- Overview of ENERGY STAR C&I Program: The rationale is to target the large potential cost-effective energy savings in C&I buildings/plants and use performance-driven approaches which address key issues and deliver verifiable net savings.
- Key ENERGY STAR Resources include:
  - Standardized measurement system for building and plants energy efficiency
  - Energy management approaches for executives and energy managers
  - Technical assistance guidance and training
  - Education and outreach
  - Large partner network and
  - Recognition for energy efficiency excellence & leadership
- Value of Benchmarking – They reviewed 30,000 buildings in Portfolio Manager over 4 years. The group as a whole show a savings of 7% translating to a 6 point ENERGY STAR increase.
- July 2013 – EPA released a new version of Portfolio Manager which is becoming the default standard for benchmarking. Over 70,000 accounts, 325,000 C&I buildings in the database (30 billion SF).
- Metrics Calculator – provides key performance metrics to integrate into a strategic management plan. There are 15 property use types (hospitals, hotel, K-12 school, Sr Care Community, etc.) that can receive a score from 1-100. Need a score of 75 or above along with indoor air quality certification. Value of ENERGY STAR – it is cost effective, protects the environment and 85% of Americans recognize the ENERGY STAR label.
- 3 Ways to get Data Into & Out of Portfolio Manager – manual data entry; excel import templates and Portfolio Manager web services (automatic transfer of data) which is a growing area with over 60% of benchmarks in Q1 2014. 14 Utilities around the US that are using web services – 30,000 buildings. The customer requests that the data is sent up to be benchmarked. There is no fee for this service.
- Building Performance with ENERGY STAR was developed to move from buildings to portfolios. It uses benchmarking as a mechanism for discovery. It engaged trade allies to provide whole building expertise and serve as a trusted advisor.

*Tony O'Donnell: Sustainable Jersey (SJ) encourages the use of Portfolio Manager. They have had 25 municipalities apply and receive credit. There are 250 or so buildings that are using it and just one municipality is not using Portfolio Manager. However, they get credit for entering an initial 12 months of data and he has not seen many parties continue to enter data and track their energy usage. SJ recognizes this and are looking to do some outreach to get them to start using it on a continuing basis.*

*Question from Mike: Your slide shows the 15 real estate use types, are you looking to refine that further? Response: Different use types have different energy consumptions. They look at a national survey of buildings provided by the DOE. The 16th use type is multi-family which will be coming soon.*

*Question/Comment: Has the database been updated since the last CBEX cycle (2007)? Response: Nearing the completion of the most recent survey. Want to raise the bar as the national stock improves. Mixed situation where some of the models are independent of the CBEX data.*

*Comment: Overall there is a lack of knowledge in school districts on how to use Portfolio Manager. BPU should mandate/incentivize that NJ school districts use this tool. The hardest part is data collection, as districts don't know how to do it and don't have the time to do it.*

*Question by Mike: How does the data get from the utility system to portfolio manager? Response: Machine to machine. Basic process, user within the tool can seek out providers and make the request. Utility needs some investment to put the data in the correct format.*

*Comment from audience: Schools do a long range facility plan. What's not in the long range facility plan is how the buildings perform over time. DOE is about to roll out a new software for the long range facility plan. Include modules in it but are underfunded to produce. If it can be linked to this software that would be great.*

## **Program Coordinator and Regulatory Updates**

*Betsy Ackerman, Sherri Jones, Mike Ambrosio*

### Updates on Filings, Board Orders and Regulatory Items

The CRA and budgets for FY15 were issued @ end of May. The public hearing is scheduled for June 11 at State House. June 12 is the close of the public comment period. The CRA, budgets, and contract extension requests are on June 18 BPU agenda. Staff is seeking 18 month contract extensions. Betsy met with the Division of Purchase and Property in regard to the RFP for Program Administrator and developed a timeline. The 18 months includes a 90 days transition to new Administrator once chosen. The special Board meeting for the Energy Resiliency Bank scheduled for today was cancelled.

## **Residential Programs: Proposed FY15 Changes**

*Kevin Burke, Honeywell – Residential Programs Manager*

### HVAC

- No changes to AC specification
- Furnaces – 2 tier criteria
  - Tier 1: >=95% AFUE - \$250 incentive
  - Tier 2: ENERGY STAR V4.0 \$500 incentive
- Sandy \$200 incentives remain in place
- Expand extra incentive for combined space and water heating - \$900 Incentive
- Increase inspection efficiency through increased utility coordination

*Comment by Mike: The current programs will be extended until these changes can be approved by the Board (targeted for August).*

### RNC

- Maintain Tier 1 & 2 incentive levels and program requirements
- Tier 3 transition to “open rater” market and criteria aligned to DOE ZERH with additional NJ requirements

*Comment by Joe Gennello: This is an opportunity to move away from using the term “Climate Choice” home.*

### EE Products

- Increase eligibility criteria to match to new ENERGY STAR specs for Washers and Fridges
  1. Lighting
    - Emphasize LEDs & advanced powerstrips through a mark-down at the retailer.
  2. Set top boxes
    - Increase eligibility criteria to ENERGY STAR 4.1 and increase participation & marketing
  3. ENERGY STAR Dryers
    - Mail-in and Midstream Promotion with retailers

- Tier 1 2015 ENERGY STAR V1.0 (Gas & Electric) \$100 incentive
- Tier 2 “2014 Emerging Technology Award winners” - \$300 Incentives

*Comment by Anne-Marie P. There are partners providing incentives for these products now. She can get us logos and materials for marketing collateral now.*

#### HPwES

- Maintain Tier 2 & 3 Incentive levels
- Expand NJCUL Program
- Increase Cost efficiency to allow more projects
- 1<sup>st</sup> Year Contractor support to reduce obstacle of initial costs

*Follow-up comment by Joe: Additional changes are proposed for the processing/oversight of contractors (not on slide). Changes to the program proposed for paperwork & processing.*

A lively conversation ensued pertaining to these proposed changes centered around contractor remediation procedures and recourse on contractors who do not follow program requirements.

*Brian Bovio commented: Bring down the hurdles to engage more contractors. This program has more security and protections than the other programs. Janja Lupse stated there had been a webinar held recently regarding proposed changes but nothing has been implemented yet.*

### **C&I Programs: Proposed FY 15 Program Changes**

*Carl Teter, TRC – C & I Programs Manager*

#### Sandy Relief

- T12 lighting and premium motor incentives no longer eligible through Sandy Relief plan.

#### Discontinued Incentives

- Pulse start and Ceramic Metal Halide fixtures/retrofits.

#### Incentive Revisions:

- Incentives for LED screw-in/plug-in only available for incandescent and halogen replacement. CFL/HID/LED will not be eligible.
- LED R/BR/PAR 30, R/BR/PAR 38-40, A-Lamp incentives reduced from \$20/lamp to \$15 lamp.
- LED Track or Monpoint Directional fixtures reduced from \$50/fixture to \$30/fixture
- Existing incentive for T8 to reduced wattage T8 and T8 delamping retrofits offered for new fixture replacements.
- Food service qualification requirement
  1. ENERGY STAR 2.0: Commercial dishwashers, fryers (elec/gas), large vat fryers (elec/gas).
  2. ENERGY STAR 2.1: Commercial Oven/Steamer (elec/gas), convection oven (elec/gas), rack oven (gas) and conveyor oven (gas)

#### New Incentives

- LED Architectural Flood and Spot Luminaires - \$50/fixture
- LED Linear Ambient Luminaires (Indirect, Indirect/Direct, Direct/Indirect, Direct)
- Wireless lighting controls (occupancy, occupance based dimming and daylight) – Incentive identical to hardwired units
- Variable frequency drive retrofit for existing constant volume HVAC systems under consideration
- CHP/Fuel Cell - Consideration of mixed fuel systems and new efforts to collect 5 years of performance data

There will be a CHP program within the NJ Clean Energy Program (\$25 M) in addition to the Energy Resiliency Bank.  
*Comment by Betsy: the Clean Energy funds are for private projects.*

*Question from audience: If I'm working with an IOU water utility, is that an ERB project or Clean Energy? Response: IOUs are not eligible for Federal Funds. It would be a NJ Clean Energy.*

**\*\*Given time constraints, the meeting officially adjourned after the Utility updates.**

**The data below is summarized from Powerpoint slides provided by Honeywell & TRC for results as of end of May 2014.**

## **Residential Program**

*Honeywell Team – Kevin Burke*

### Fiscal Year 2014 Program Results & Hurricane Sandy Response Update

- **WARM & COOL Advantage Statewide Results**

Warm Completions - PTD 14,376 (92% of goal) down from 96%

Cool Completions - PTD 2,226 (64% of goal), down from 68%

Total HVAC Completions - PTD 16,602 (87% of goal), down from 91%

85% of Budget spent, 15% of Budget remaining

Encourage all contractors to ensure applications are submitted.

- **Residential New Construction**

Enrollments- 2,796 (64% of goal) down from 70%

Completions-2,704 (69% of goal) down from 70%

Enrollments, completions and energy savings slightly down from last month, but still on target to program goals. Perhaps seasonal variation due to weather.

23% of available budget remaining.

- **Energy Star Products**

Washer Completions: 21,197 (165% of goal), up from 163%

Refrigerator Completions: 8,043 (63% of goal) up from 62%

Lighting Completions: 5,038,786 (112% of goal) up from 118%

Fridge Recycling: 8,176 (55% of goal) up from 60%

21% of available budget remaining

Currently ahead of target to overall program goals.

- **Home Performance with Energy Star (HPwES)**

4,924 completions (138% of Program Goal) up from 137%

7% of available budget remaining.

- 83% of all enrollments are using 0% financing.

- As of end of May \$8.5M in commitments.

- Anticipated to close FY 14 with 5,400 completions the highest completion since program inception.

- Working to ensure full funding through FY end.

- **Hurricane Sandy Response Update**

WARMAvantage- 4,480 rebates totaling \$1,022,200.00 paid out in relief incentives

COOL Advantage- 67 rebates totaling \$13,400 in relief incentives

788 Central A/C customers

3.3 million dollars in incentives paid (calculated with central air).

Under \$3.0 million dollars in incentives paid (calculated without central air).

### **Commercial & Industrial Programs - TRC Team**

*TRC Team - Carl Teeter*

### Fiscal Year 2014 Program Results

- **C&I Retrofit**

1,855 projects completed vs. annual goal of 2,582 (72%)

630 apps received; 180% increase from April

6% of available budget remaining

- **C&I New Construction**

20 projects completed vs. goal of 67 (30%)

14 apps received

18% of available budget remaining

- **C & I Direct Install**
  - 862 projects completed vs goal of 1,360 (63%)
  - 117 new apps received
  - 120 new approvals/commitments
  - 139 projects approved for payment
  - 5% available budget remaining
  
- **C&I Combined Heat & Power/Fuel Cells (CHP)**
  - 6 apps approved vs. goal of 7 (86%)
  - 0 new apps received
  - CHP (Small) – 0 app received, 1 approved
  - CHP (Large) – 0 app received
  - 83% of available budget remaining
  
- **C&I Pay for Performance Existing Buildings**
  - 18 new applications received.
  - 10 new ERPs received
  - 27% available budget remaining
  
- **C&I Pay for Performance New Construction**
  - 3 new applications received.
  - 4 new proposed ERPs received.
  - 1 ERP approved.
  - 1 As-built ERPs/installations approved.
  - 15% remaining of the current budget.
  
- **C&I Local Government Energy Audit**
  - 4 applicants in May (2) Municipality (2) School Districts
  - 5 RFPs approved, representing 18 projects.
  - 231 approved audits vs. annual goal of 260 (89%) – On target to exceed FY 14 goal
  - 17% of budget remaining.
  
- **C&I Large Energy Users Pilot**
  - 8 enrollments in May.
  - 2 enrollment approvals.
  - 11 FEEPs received and under review vs. annual goal of 11 (100%)
  - 52% remaining of the current budget.
  
- **2011 LEUP**
  - 19 entities enrolled
  - 17 DEEPs approved
  - 18 FEEPs approved
  - 1 cancellation
  - 1 new completions submitted
  - 9 processed for payment
  
- **2012 LEUP**
  - 16 entities enrolled
  - 12 DEEPs approved
  - 11 FEEPs approved
  - 5 cancellations
  - 3 processed for payment
  
- **SEP Non – IOU**
  - \$316K available funds
  - 0 Direct Install apps committed
  - 14 apps paid
  - Remaining funds \$0

- **C&I Sandy Relief**
  - 1,635 applications received.
  - 781 committed, total incentive value of \$8.8M
  - \$16.2M estimated total incentive value of all received applications
- Environmental savings benefit:
  - NJ Clean energy program has saved 2.5M metric tons of CO2.

### ***Utility Updates***

SJG – Bruce Grossman

Bruce Grossman stated that South Jersey Gas launched its repayment programs on May 29 which will remove some of the burden on the NJCEP budget for HPwES.

### ***Other Business, Next Meeting***

The next meeting is scheduled for July 8th, 2014 in Trenton.

**Energy Efficiency Committee Meeting  
 Tuesday, June 10, 2014  
 NJBPU Trenton**

Name	Company	Please check off	
		In Person	By Phone
Ackerman, Elizabeth	BPU	X	
Ambrosio, Mike	AEG	x	
Burke, Kevin	Honeywell	X	
DeLuca, Brian	TRC	x	
Foster, Rebecca	VEIC		X
Gennello, Joe	Honeywell	x	
Georgi, Anthony	Honeywell	X	
Graham, Marianne	ICF working in support of EPA ENERGY STAR ®	X	
Heise, Dani	Techniart – Energy Saving Outlet	x	
Lupse, Janja	CSG	x	
O'Donnell, Tony	Sustainable Jersey	x	
Perracchio, Anne-Marie	NJNG	x	
Tantillo, Cheryl	Elizabethtown	x	
Teng, Elizabeth	BPU	x	
Wong, Douglas	BC Express Inc		x
Adams, Ben	MaGrann Assoc.	x	
Bovio, Brian	Bovio Heating	x	
Boyd, Mary Jo	CSG	x	
Dempsey, Peter	South Jersey Energy Service Plus	x	
Evans, Frank	Willdan Energy Solutions	x	
Fisk, Andrew	CSG	X	
Grossman, Bruce	SJG	x	
Brandi Colander/Jeff Stanish	Opower	x	
Hayes, James	The Stone House Group		X
Hoff, Kim	CSG		x
Hutchinson, Ed	Hutchinson Mech. Services	x	
Kleuver, Amanda	EFS		X
Marx, Rick	EAM Assoc.		X
Palmer, Bill	Kamson Corp	x	
Stone, Gordon	BPCA - NJ / Home Energy Matters		X
Teter, Carl	TRC	x	
Valora, Sam	SJG	x	
Wetzel, Linda	AEG	x	
Zoppa, Bob	CSG		X
Zukas, Diane	TRC	X	

**Add names below:      Company**

Adam, Ben		X	
Reichert, Tom	CSG		X
Hansen, Amy	NJ Conservation Foundation	X	
Mike Pshihoules	Fujitsu	X	
Zack Koser	Sustainable Jersey	X	
Amy Hansen	NJ Conservation Foundation		X



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<b>Name</b>	<b>Company</b>	<b>Please check off</b>	
		<b>In Person</b>	<b>By Phone</b>
Liaukas, Christine	Passive House		X
Michael Torpey	A.F.T. Associates, LLC		X