



# Local Government Energy Audit: Energy Audit Report



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## Business Office Trailer

Franklin Borough Board of Education

50 Washington Avenue  
Franklin, NJ 07416

November 13, 2018

Final Report by:

**TRC Energy Services**

## Disclaimer

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The intent of this energy analysis report is to identify energy savings opportunities and recommend upgrades to the facility's energy using equipment and systems. Approximate savings are included in this report to help make decisions about reducing energy use at the facility. This report, however, is not intended to serve as a detailed engineering design document. Further design and analysis may be necessary in order to implement some of the measures recommended in this report.

The energy conservation measures and estimates of energy savings have been reviewed for technical accuracy. However, estimates of final energy savings are not guaranteed, because final savings may depend on behavioral factors and other uncontrollable variables. TRC Energy Services and New Jersey Board of Public Utilities (NJBPU) shall in no event be liable should the actual energy savings vary.

Estimated installation costs are based on TRC's experience at similar facilities, pricing from local contractors and vendors, and/or cost estimates from *RS Means*. The owner of the facility is encouraged to independently confirm these cost estimates and to obtain multiple estimates when considering measure installations. Since actual installed costs can vary widely for certain measures and conditions, TRC and NJBPU do not guarantee installed cost estimates and shall in no event be held liable should actual installed costs vary from estimates.

New Jersey's Clean Energy Program (NJCEP) incentive values provided in this report are estimates based on program information available at the time of the report. Incentive levels are not guaranteed. The NJBPU reserves the right to extend, modify, or terminate programs without prior notice. The owner of the facility should review available program incentives and eligibility requirements prior to selecting and installing any energy conservation measures.

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# I EXECUTIVE SUMMARY

The New Jersey Board of Public Utilities (NJBPU) has sponsored this Local Government Energy Audit (LGEA) Report for Business Office Trailer.

The goal of an LGEA report is to provide you with information on how your facility uses energy, identify energy conservation measures (ECMs) that can reduce your energy use, and provide information and assistance to help facilities implement ECMs. The LGEA report also contains valuable information on financial incentives from New Jersey’s Clean Energy Program (NJCEP) for implementing ECMs.

This study was conducted by TRC Energy Services (TRC), as part of a comprehensive effort to assist New Jersey school districts in controlling energy costs and protecting our environment by offering a wide range of energy management options and advice.

## I.1 Facility Summary

The Business Office Trailer at Franklin Borough Board of Education (BOE) is a 1,600 square feet administrative office facility constructed in 1965. Lighting consists of linear fluorescent T8 and T12 fixtures which are controlled with manual switches. The building’s cooling is provided by two window air conditioners while the heating system consists of one small propane fired non-condensing boiler. The building is occupied year round. A thorough description of the facility and our observations are located in Section 2.

## I.2 Your Cost Reduction Opportunities

### Energy Conservation Measures

TRC evaluated three measures which together represent an opportunity to reduce annual energy costs by \$389 and annual greenhouse gas emissions by 2,474 lbs CO<sub>2</sub>e. We estimate that if all measures were implemented as recommended, the project would pay for itself in 6.2 years. The breakdown of existing and potential utility costs after project implementation are illustrated in Figure 1 and Figure 2, respectively. Together these measures represent an opportunity to reduce Business Office Trailer’s annual energy use by 8%.

Figure 1 – Previous 12 Month Utility Costs

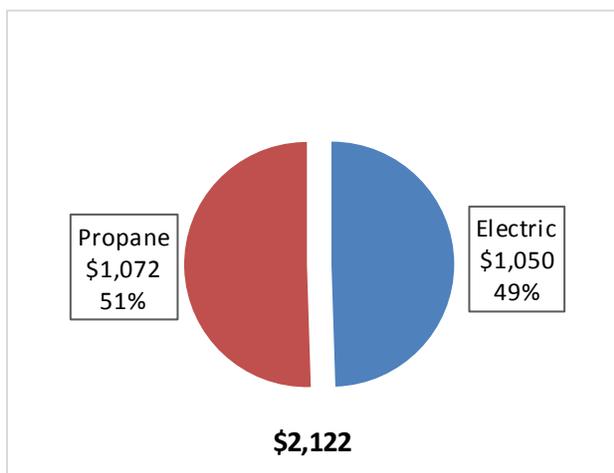
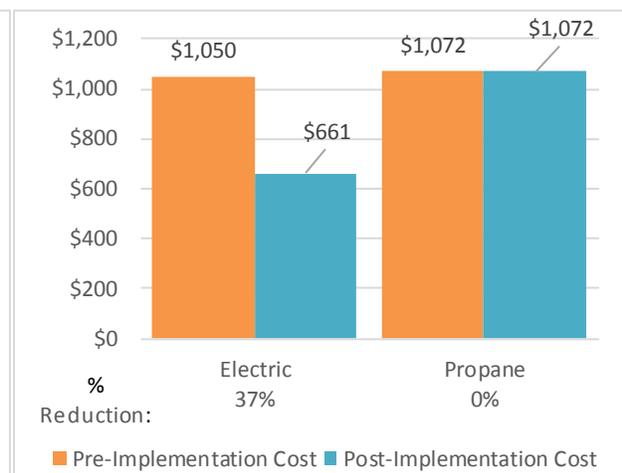


Figure 2 – Potential Post-Implementation Costs



A detailed description of Business Office Trailer’s existing energy use can be found in Section 3 “Site Energy Use and Costs.”

Estimates of the total cost, energy savings, and financial incentives for the proposed energy efficient upgrades are summarized below in Figure 3. A brief description of each category can be found below and a description of savings opportunities can be found in Section 4, “Energy Conservation Measures.”

**Figure 3 – Summary of Energy Reduction Opportunities**

| 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 <sub>2</sub> e Emissions Reduction (lbs) |
|--|--|------------|-------------------------------|--------------------------|-----------------------------|---------------------------------|-----------------------------|---------------------------|-------------------------|-------------------------------|---|
| <b>Lighting Upgrades</b>                 |  |            | <b>2,086</b>                  | <b>0.7</b>               | <b>0.0</b>                  | <b>\$329.92</b>                 | <b>\$1,959.80</b>           | <b>\$250.00</b>           | <b>\$1,709.80</b>       | <b>5.2</b>                    | <b>2,101</b>                                |
| ECM 1                                    | Retrofit Fluorescent Fixtures with LED Lamps and Drivers | Yes        | 736                           | 0.2                      | 0.0                         | \$116.44                        | \$702.00                    | \$60.00                   | \$642.00                | 5.5                           | 741   |
| ECM 2                                    | Retrofit Fixtures with LED Lamps                         | Yes        | 1,350                         | 0.4                      | 0.0                         | \$213.48                        | \$1,257.80                  | \$190.00                  | \$1,067.80              | 5.0                           | 1,359                                       |
| <b>Lighting Control Measures</b>         |  |            | <b>371</b>                    | <b>0.1</b>               | <b>0.0</b>                  | <b>\$58.67</b>                  | <b>\$772.00</b>             | <b>\$70.00</b>            | <b>\$702.00</b>         | <b>12.0</b>                   | <b>374</b>                                  |
| ECM 3                                    | Install Occupancy Sensor Lighting Controls               | Yes        | 371                           | 0.1                      | 0.0                         | \$58.67                         | \$772.00                    | \$70.00                   | \$702.00                | 12.0                          | 374   |
| <b>TOTALS FOR HIGH PRIORITY MEASURES</b> |  |            | <b>2,457</b>                  | <b>0.8</b>               | <b>0.0</b>                  | <b>\$388.59</b>                 | <b>\$2,731.80</b>           | <b>\$320.00</b>           | <b>\$2,411.80</b>       | <b>6.2</b>                    | <b>2,474</b>                                |
| <b>TOTALS FOR ALL EVALUATED MEASURES</b> |  |            | <b>2,457</b>                  | <b>0.8</b>               | <b>0.0</b>                  | <b>\$388.59</b>                 | <b>\$2,731.80</b>           | <b>\$320.00</b>           | <b>\$2,411.80</b>       | <b>6.2</b>                    | <b>2,474</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).

**Lighting Upgrades** generally involve the replacement of existing lighting components such as lamps and ballasts (or the entire fixture) with higher efficiency lighting components. These measures save energy by reducing the power used by the lighting components due to improved electrical efficiency.

**Lighting Controls** measures generally involve the installation of automated controls to turn off lights or reduce light output when not needed. Automated control reduces reliance on occupant behavior for adjusting lights. These measures save energy by reducing the amount of time lights are on.

### Energy Efficient Practices

TRC Energy Services also identified 7 low cost or no cost energy efficient practices. A facility’s energy performance can be significantly improved by employing certain behavioral or operational adjustments and by performing better routine maintenance on building systems. These practices can extend equipment lifetime, improve occupant comfort, provide better health and safety, as well as reduce annual energy and O&M costs. Potential opportunities identified at Business Office Trailer include:

- Develop a Lighting Maintenance Schedule
- Ensure Lighting Controls Are Operating Properly
- Clean and/or Replace HVAC Filters
- Perform Boiler Maintenance
- Perform Water Heater Maintenance
- Install Plug Load Controls
- Water Conservation

For details on these Energy Efficient Practices, please refer to Section 5.

### On-Site Generation Measures

TRC Energy Services evaluated the potential for installing on-site generation for Business Office Trailer. Based on the configuration of the site and its loads there is a low potential for installing any photovoltaic (PV) and combined heat and power self-generation measures.

For details on our evaluation and on-site generation potential, please refer to Section 6.

### I.3 Implementation Planning

To realize the energy savings from the ECMs listed in this report, a project implementation plan must be developed. Available capital must be considered, and decisions need to be made whether it is best to pursue individual ECMs separately, groups of ECMs, or a comprehensive approach where all ECMs are implemented together, possibly in conjunction with other facility upgrades or improvements.

Rebates, incentives, and financing are available from NJCEP, as well as other sources, to help reduce the costs associated with the implementation of energy efficiency projects. Prior to implementing any measure, please review the relevant incentive program guidelines before proceeding. This is important because in most cases you will need to submit applications for the incentives prior to purchasing materials or commencing with installation.

The ECMs outlined in this report may qualify under the following program(s):

- SmartStart
- Direct Install (DI)
- Energy Savings Improvement Program (ESIP)

For facilities wanting to pursue only selected individual measures (or planning to phase implementation of selected measures over multiple years), incentives are available through the SmartStart program. To participate in this program you may utilize internal resources, or an outside firm or contractor, to do the final design of the ECM(s) and do the installation. Program pre-approval is required for some SmartStart incentives, so only after receiving pre-approval should you proceed with ECM installation. The incentive estimates listed above in Figure 3 are based on the SmartStart program. More details on this program and others are available in Section 8.

This facility may also qualify for the Direct Install program which can provide turnkey installation of multiple measures, through an authorized network of participating contractors. This program can provide substantially higher incentives than SmartStart, up to 70% of the cost of selected measures, although measure eligibility will have to be assessed and be verified by the designated DI contractor and, in most cases, they will perform the installation work.

For larger facilities with limited capital availability to implement ECMs, project financing may be available through the Energy Savings Improvement Program (ESIP). Supported directly by the NJBPU, ESIP provides government agencies with project development, design, and implementation support services, as well as, attractive financing for implementing ECMs. An LGEA report (or other approved energy audit) is required for participation in ESIP. Please refer to Section 8.3 for additional information on the ESIP Program.

The Demand Response Energy Aggregator is a (non-NJCEP) program designed to reduce electric loads at commercial facilities, when wholesale electricity prices are high or when the reliability of the electric grid is threatened due to peak power demand. Demand Response (DR) service providers (a.k.a. Curtailment Service Providers) are registered with PJM, the independent system operator (ISO) for mid-Atlantic state region that is charged with maintaining electric grid reliability. By enabling grid operators to call upon commercial facilities to reduce their electric usage during times of peak demand, the grid is made more reliable and overall transmission costs are reduced for all ratepayers. Curtailment Service Providers provide regular payments to medium and large consumers of electric power for their participation in DR programs. Program participation is voluntary, and facilities receive payments whether or not they are called upon to curtail their load during times of peak demand. Refer to Section 7 for additional information on this program.

Additional information on relevant incentive programs is located in Section 8. You may also check the following website for more details: [www.njcleanenergy.com/ci](http://www.njcleanenergy.com/ci)

## 2 FACILITY INFORMATION AND EXISTING CONDITIONS

### 2.1 Project Contacts

Figure 4 – Project Contacts

| Name                             | Role                              | E-Mail   | Phone #        |
|----------------------------------|-----------------------------------|--|----------------|
| <b>Customer</b>                  |                                   |  |                |
| William J. Sabo                  | Business Administrator/Board Sec. | <a href="mailto:bsabo@fboe.org">bsabo@fboe.org</a>                     | 973-827-9775   |
| <b>Designated Representative</b> |                                   |  |                |
| Mark Postas                      | Supervisor Building & Ground      | <a href="mailto:mpostas@fboe.org">mpostas@fboe.org</a>                 | 973-827-9775   |
| <b>TRC Energy Services</b>       |                                   |  |                |
| Moussa Traore                    | Auditor                           | <a href="mailto:mtraore@trcsolutions.com">mtraore@trcsolutions.com</a> | (732) 855-0033 |

### 2.2 General Site Information

On May 30, 2018, TRC performed an energy audit at Business Office Trailer located in Franklin, NJ. TRC's Auditor met with Mark Postas to review the facility operations and help focus our investigation on specific energy-using systems.

Business Office Trailer is a 1,600 square feet administrative office facility constructed in 1965. Lighting consists of linear fluorescent T8 and T12 fixtures which are controlled with manual switches. Cooling is provided by two window air conditioners while the heating system consists of one small propane fired non-condensing boiler.

### 2.3 Building Occupancy

The facility is open Monday through Friday. The typical schedule is presented in the table below. The facility is used year round.

Figure 5 - Building Schedule

| Building Name           | Weekday/Weekend | Operating Schedule |
|-------------------------|-----------------|--------------------|
| Business Office Trailer | Weekday         | 8:00 AM - 4:00 PM  |
| Business Office Trailer | Weekend         | Closed             |

### 2.4 Building Envelope

The building is constructed of wood. It has a pitched roof covered with asphalt shingles. The building has single pane glass windows which are in acceptable condition. Exterior doors are constructed of metal. Overall, the building envelop appears to be in acceptable condition with little outside air infiltration.

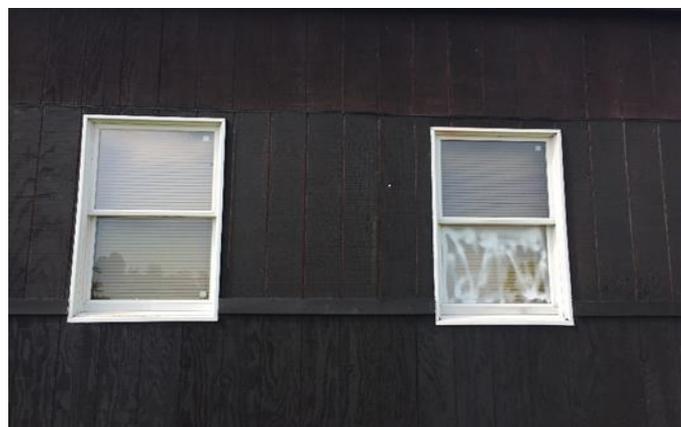


Image 1: Building Envelope

### 2.5 On-Site Generation

Business Office Trailer does not have any on-site electric generation capacity.

## 2.6 Energy-Using Systems

Please see **Appendix A: Equipment Inventory & Recommendations** for an inventory of the facility's equipment.

### Lighting System

Lighting is provided mostly by 32-Watt linear fluorescent T8 lamps with electronic ballasts as well as some fluorescent T12 lamps found in storage room 2. Most of the fixtures are 1-lamp or 2-lamp, 4-foot long troffers with diffusers. Lighting control is provided by manual switches. The building has no exterior light fixtures.



*Image 2: Typical Interior Lighting*

### Hot Water Heating System



*Image 3: Propane Fired Hot Water Boiler*

The hot water system consists of one low pressure, propane-fired 109 kBtu/hr output non-condensing boiler. The boiler has a nominal combustion efficiency of 83%. The boiler provides hot water to baseboard heaters and one hot water unit heater located in storage room. The boiler is 15 years old and appears in good condition. Temperature in spaces is controlled with local thermostats.

### **Direct Expansion Air Conditioning System (DX)**

Two window air conditioners with approximately one ton cooling capacity each are used to condition the office and the reception area. The units appear to be in good condition.



*Image 4: Window AC*

### **Domestic Hot Water Heating System**

The domestic hot water heating system for the facility consists of one electric Bradford White three Fulton hot water heater with an input rating of 4.5 kW. It has a 40-gallon storage tank. The water heater is 16 years old and appears in good condition.



*Image 5: Domestic Hot Water Heater*

## **Building Plug Load**

There are 4 computer desktop computers with LCD monitors in the facility. There is no centralized PC power management software installed. We also counted 3 printers, 1 copy machine, 1 microwave and 1 small freezer.

## **2.7 Water-Using Systems**

There are two restrooms with faucets rated as low flow.

### 3 SITE ENERGY USE AND COSTS

Utility data for electricity and propane was analyzed to identify opportunities for savings. In addition, data for Electricity and Propane was evaluated to determine the annual energy performance metrics for the building in energy cost per square foot and energy usage per square foot. These metrics are an estimate of the relative energy efficiency of this building. There are a number of factors that could cause the energy use of this building to vary from the “typical” energy usage profile for facilities with similar characteristics. Local weather conditions, building age and insulation levels, equipment efficiency, daily occupancy hours, changes in occupancy throughout the year, equipment operating hours, and energy efficient behavior of occupants all contribute to benchmarking scores. Please refer to the Benchmarking section within Section 0 for additional information.

#### 3.1 Total Cost of Energy

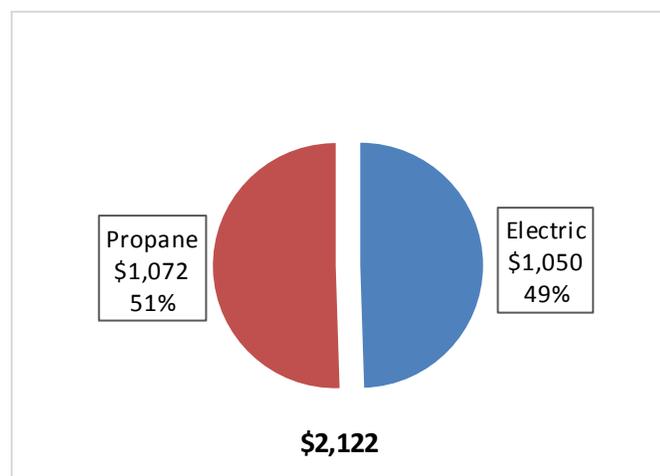
The following energy consumption and cost data is based on the last 12-month period of utility billing data that was provided for each utility. A profile of the annual energy consumption and energy cost of the facility was developed from this information.

*Figure 6 - Utility Summary*

| Utility Summary for Business Office Trailer |             |                |
|---|-------------|----------------|
| Fuel  | Usage       | Cost           |
| Electricity                                 | 6,640 kWh   | \$1,050        |
| Propane                                     | 934 Gallons | \$1,072        |
| <b>Total</b>                                |             | <b>\$2,122</b> |

The current annual energy cost for this facility is \$2,122 as shown in the chart below.

*Figure 7 - Energy Cost Breakdown*



### 3.2 Electricity Usage

Electricity is provided by JCP&L. The average electric cost over the past 12 months was \$0.158/kWh, which is the blended rate that includes energy supply, distribution, and other charges. This rate is used throughout the analyses in this report to assess energy costs and savings. The monthly electricity consumption and peak demand are shown in the chart below.

Figure 8 - 12 Months Electric Usage & Demand

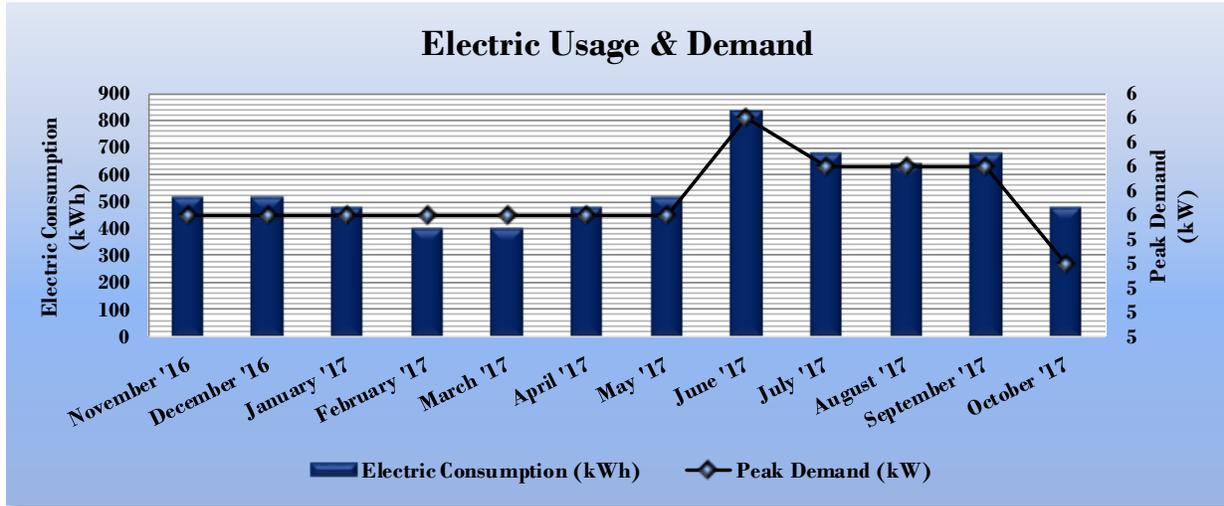


Figure 9 - 12 Months Electric Usage & Demand

| Electric Billing Data for Business Office Trailer |                |                      |             |             |                     |
|---|----------------|----------------------|-------------|-------------|---------------------|
| Period Ending                                     | Days in Period | Electric Usage (kWh) | Demand (kW) | Demand Cost | Total Electric Cost |
| 12/7/16   | 31             | 520                  | 6           |             | \$81                |
| 1/9/17  | 31             | 520                  | 6           |             | \$82                |
| 2/6/17  | 28             | 480                  | 6           |             | \$80                |
| 3/9/17  | 31             | 400                  | 6           |             | \$67                |
| 4/7/17  | 30             | 400                  | 6           |             | \$67                |
| 5/8/17  | 31             | 480                  | 6           |             | \$80                |
| 6/8/17  | 30             | 520                  | 6           |             | \$89                |
| 7/11/17   | 31             | 840                  | 6           |             | \$128               |
| 8/9/17  | 31             | 680                  | 6           |             | \$104               |
| 9/8/17  | 30             | 640                  | 6           |             | \$98                |
| 10/10/17  | 31             | 680                  | 6           |             | \$101               |
| 11/8/17   | 30             | 480                  | 5           |             | \$73                |
| <b>Totals</b>                                     | <b>365</b>     | <b>6,640</b>         | <b>5.7</b>  | <b>\$0</b>  | <b>\$1,050</b>      |
| <b>Annual</b>                                     | <b>365</b>     | <b>6,640</b>         | <b>5.7</b>  | <b>\$0</b>  | <b>\$1,050</b>      |

### 3.3 Propane Usage

Propane is provided by 0. The average Propane cost for the past 12 months is \$1.148/Gallon, which is the blended rate used throughout the analyses in this report. The Propane consumption is shown in the table below.

*Figure 10 – Table of 12 Months Propane Usage*

| Propane Billing Data for Business Office Trailer |                |                         |                |
|--|----------------|-------------------------|----------------|
| Period Ending                                    | Days in Period | Propane Usage (Gallons) | Fuel Cost      |
| 11/1/16  | 30             | 110                     | \$114          |
| 12/1/16  | 31             | 97                      | \$108          |
| 1/1/17   | 31             | 142                     | \$177          |
| 2/1/17   | 28             | 97                      | \$138          |
| 3/1/17   | 31             | 113                     | \$123          |
| 4/1/17   | 30             | 149                     | \$173          |
| 5/1/17   | 31             | 30                      | \$35           |
| 6/1/17   | 30             | 18                      | \$21           |
| 7/1/17   | 31             | 12                      | \$14           |
| 8/1/17   | 31             | 0                       | \$0            |
| 9/1/17   | 30             | 19                      | \$24           |
| 10/1/17  | 31             | 146                     | \$144          |
| <b>Totals</b>                                    | <b>365</b>     | <b>934</b>              | <b>\$1,072</b> |
| <b>Annual</b>                                    | <b>365</b>     | <b>934</b>              | <b>\$1,072</b> |

### 3.4 Benchmarking

This facility was benchmarked using *Portfolio Manager*, an online tool created and managed by the U.S. Environmental Protection Agency (EPA) through the ENERGY STAR™ program. Portfolio Manager analyzes your building’s consumption data, cost information, and operational use details and then compares its performance against a national median for similar buildings of its type. Metrics provided by this analysis are Energy Use Intensity (EUI) and an ENERGY STAR Score for select building types.

Energy Use Intensity is a measure of a facility’s energy consumption per square foot, and it is the standard metric for comparing buildings’ energy performance. Comparing the EUI of a building with the national median EUI for that building type illustrates whether that building uses more or less energy than similar buildings of its type on a square foot basis. EUI is presented in terms of “site energy” and “source energy”. Site energy is the amount of fuel and electricity consumed by a building as reflected in utility bills. Source energy includes fuel consumed to generate electricity consumed at the site, factoring in electric production and distribution losses for the region.

**Figure 11 - Energy Use Intensity Comparison – Existing Conditions**

| Energy Use Intensity Comparison - Existing Conditions |                         |  |
|---|-------------------------|--|
|   | Business Office Trailer | National Median<br>Building Type: Office |
| Source Energy Use Intensity (kBtu/ft <sup>2</sup> )   | 98.4                    | 148.1                                    |
| Site Energy Use Intensity (kBtu/ft <sup>2</sup> )     | 67.6                    | 67.3                                     |

Implementation of all recommended measures in this report would improve the building’s estimated EUI significantly, as shown in the Table below:

**Figure 12 - Energy Use Intensity Comparison – Following Installation of Recommended Measures**

| Energy Use Intensity Comparison - Following Installation of Recommended Measures |                         |  |
|--|-------------------------|--|
|  | Business Office Trailer | National Median<br>Building Type: Office |
| Source Energy Use Intensity (kBtu/ft <sup>2</sup> )                              | 82.0                    | 148.1                                    |
| Site Energy Use Intensity (kBtu/ft <sup>2</sup> )                                | 62.4                    | 67.3                                     |

Many types of commercial buildings are also eligible to receive an ENERGY STAR™ score. This score is a percentile ranking from 1 to 100. It compares your building’s energy performance to similar buildings nationwide. A score of 50 represents median energy performance, while a score of 75 means your building performs better than 75 percent of all similar buildings nationwide and may be eligible for ENERGY STAR® certification. Your building is not eligible to receive a score because it is under the minimum 5,000 square feet require by Portfolio Manager.

A Portfolio Manager Statement of Energy Performance (SEP) was generated for this facility, see

#### **Appendix B: ENERGYSTAR® Statement of Energy Performance.**

For more information on Energy Star certification go to: <https://www.energystar.gov/buildings/facility-owners-and-managers/existing-buildings/earn-recognition/energy-star-certification/how-app-1>

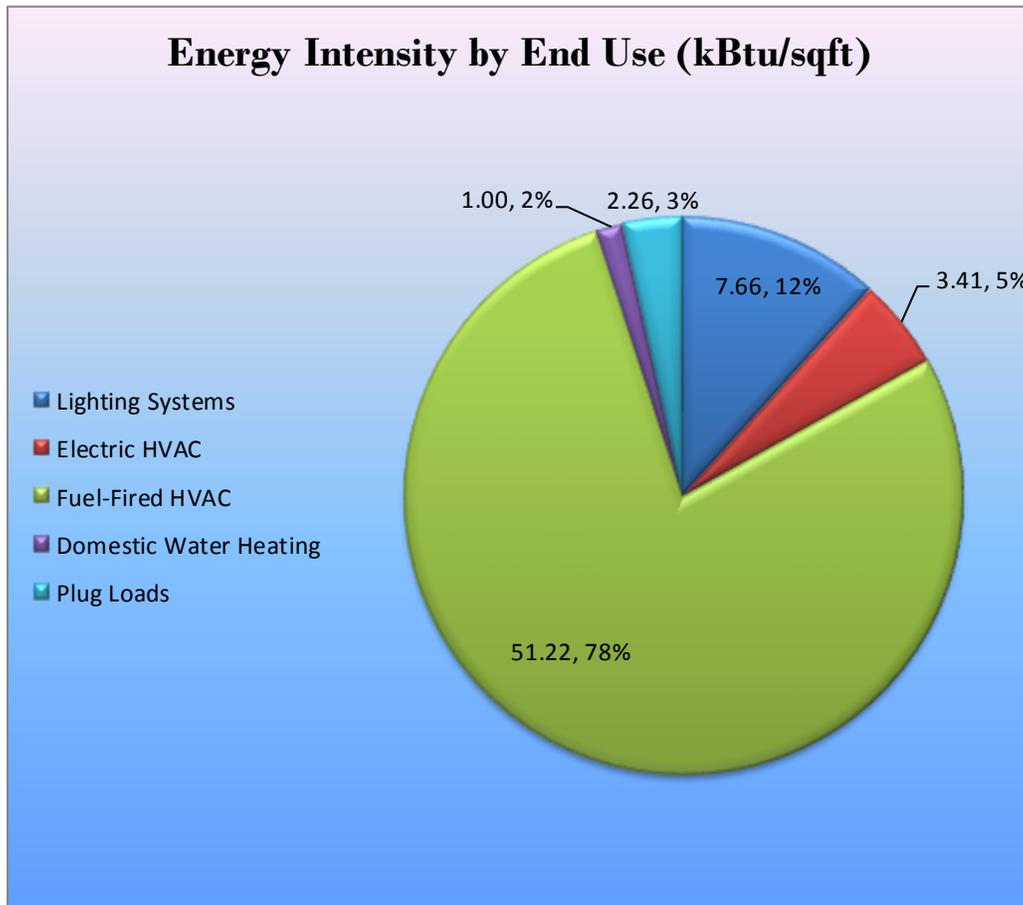
A Portfolio Manager account has been created online for your facility and you will be provided with the login information for the account. We encourage you to update your utility information in Portfolio Manager regularly, so that you can keep track of your building’s performance. Free online training is

available to help you use Energy Star Portfolio Manager to track your building's performance at:  
<https://www.energystar.gov/buildings/training>

### 3.5 Energy End-Use Breakdown

In order to provide a complete overview of energy consumption across building systems, an energy balance was performed at this facility. An energy balance utilizes standard practice engineering methods to evaluate all components of the various electric and fuel-fired systems found in a building to determine their proportional contribution to overall building energy usage. This chart of energy end uses highlights the relative contribution of each equipment category to total energy usage. This can help determine where the greatest benefits might be found from energy efficiency measures.

Figure 13 - Energy Balance (% and kBtu/SF)



## 4 ENERGY CONSERVATION MEASURES

The goal of this audit report is to identify potential energy efficiency opportunities, help prioritize specific measures for implementation, and provide information to the Business Office Trailer regarding financial incentives for which they may qualify to implement the recommended measures. For this audit report, most measures have received only a preliminary analysis of feasibility which identifies expected ranges of savings and costs. This level of analysis is usually considered sufficient to demonstrate project cost-effectiveness and help prioritize energy measures. Savings are based on the New Jersey Clean Energy Program Protocols to Measure Resource Savings dated June 29, 2016, approved by the New Jersey Board of Public Utilities. Further analysis or investigation may be required to calculate more precise savings based on specific circumstances. A higher level of investigation may be necessary to support any custom SmartStart or Pay for Performance, or Direct Install incentive applications. Financial incentives for the ECMs identified in this report have been calculated based the NJCEP prescriptive SmartStart program. Some measures and proposed upgrade projects may be eligible for higher incentives than those shown below through other NJCEP programs as described in Section 8.

The following sections describe the evaluated measures.

### 4.1 Recommended ECMs

The measures below have been evaluated by the auditor and are recommended for implementation at the facility.

*Figure 14 – Summary of Recommended ECMs*

| 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>2,086</b>                  | <b>0.7</b>               | <b>0.0</b>                  | <b>\$329.92</b>                 | <b>\$1,959.80</b>           | <b>\$250.00</b>           | <b>\$1,709.80</b>       | <b>5.2</b>                    | <b>2,101</b>                                |
| ECM 1                            | Retrofit Fluorescent Fixtures with LED Lamps and Drivers | 736                           | 0.2                      | 0.0                         | \$116.44                        | \$702.00                    | \$60.00                   | \$642.00                | 5.5                           | 741   |
| ECM 2                            | Retrofit Fixtures with LED Lamps                         | 1,350                         | 0.4                      | 0.0                         | \$213.48                        | \$1,257.80                  | \$190.00                  | \$1,067.80              | 5.0                           | 1,359                                       |
| <b>Lighting Control Measures</b> |  | <b>371</b>                    | <b>0.1</b>               | <b>0.0</b>                  | <b>\$58.67</b>                  | <b>\$772.00</b>             | <b>\$70.00</b>            | <b>\$702.00</b>         | <b>12.0</b>                   | <b>374</b>                                  |
| ECM 3                            | Install Occupancy Sensor Lighting Controls               | 371                           | 0.1                      | 0.0                         | \$58.67                         | \$772.00                    | \$70.00                   | \$702.00                | 12.0                          | 374   |
| <b>TOTALS</b>                    |  | <b>2,457</b>                  | <b>0.8</b>               | <b>0.0</b>                  | <b>\$388.59</b>                 | <b>\$2,731.80</b>           | <b>\$320.00</b>           | <b>\$2,411.80</b>       | <b>6.2</b>                    | <b>2,474</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).

Please see **Appendix A: Equipment Inventory & Recommendations** for a detailed list of the locations and recommended upgrades for each measure.

## 4.1.1 Lighting Upgrades

Recommended upgrades to existing lighting fixtures are summarized in Figure 15 below.

*Figure 15 – Summary of Lighting Upgrade ECMs*

| 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>2,086</b>                  | <b>0.7</b>               | <b>0.0</b>                  | <b>\$329.92</b>                 | <b>\$1,959.80</b>           | <b>\$250.00</b>          | <b>\$1,709.80</b>       | <b>5.2</b>                  | <b>2,101</b>                                |
| ECM 1                       | Retrofit Fluorescent Fixtures with LED Lamps and Drivers | 736                           | 0.2                      | 0.0                         | \$116.44                        | \$702.00                    | \$60.00                  | \$642.00                | 5.5                         | 741   |
| ECM 2                       | Retrofit Fixtures with LED Lamps                         | 1,350                         | 0.4                      | 0.0                         | \$213.48                        | \$1,257.80                  | \$190.00                 | \$1,067.80              | 5.0                         | 1,359                                       |

During lighting upgrade planning and design, we recommend a comprehensive approach that considers both the efficiency of the lighting fixtures and how they are controlled.

### **ECM 1: Retrofit Fluorescent Fixtures with LED Lamps and Drivers**

#### *Summary of Measure Economics*

| Interior/<br>Exterior | 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) |
|-----------------------|-------------------------------|--------------------------|-----------------------------|---------------------------------|-----------------------------|--------------------------|-------------------------|-----------------------------|---|
| Interior              | 736                           | 0.2                      | 0.0                         | \$116.44                        | \$702.00                    | \$60.00                  | \$642.00                | 5.5                         | 741   |
| Exterior              | 0                             | 0.0                      | 0.0                         | \$0.00                          | \$0.00                      | \$0.00                   | \$0.00                  | 0.0                         | 0   |

#### *Measure Description*

We recommend retrofitting existing fluorescent T12 fixtures by removing fluorescent tubes and ballasts and replacing them with LEDs and LED drivers (if necessary), which are designed to be used retrofitted fluorescent fixtures. The measure uses the existing fixture housing but replaces the rest of the components with more efficient lighting technology. This measure saves energy by installing LEDs which use less power than other lighting technologies yet provide equivalent lighting output for the space.

Additional savings from lighting maintenance can be anticipated since LEDs have lifetimes which are more than twice that of fluorescent tubes.

## ECM 2: Retrofit Fixtures with LED Lamps

### Summary of Measure Economics

| Interior/<br>Exterior | Annual<br>Electric<br>Savings<br>(kWh) | Peak<br>Demand<br>Savings<br>(kW) | Annual<br>Fuel<br>Savings<br>(MMBtu) | Annual<br>Energy Cost<br>Savings<br>(\$) | Estimated<br>Install Cost<br>(\$) | Estimated<br>Incentive<br>(\$) | Estimated<br>Net Cost<br>(\$) | Simple<br>Payback<br>Period<br>(yrs) | CO <sub>2</sub> e<br>Emissions<br>Reduction<br>(lbs) |
|-----------------------|--|-----------------------------------|--------------------------------------|--|-----------------------------------|--------------------------------|-------------------------------|--------------------------------------|--|
| Interior              | 1,350                                  | 0.4                               | 0.0                                  | \$213.48                                 | \$1,257.80                        | \$190.00                       | \$1,067.80                    | 5.0                                  | 1,359  |
| Exterior              | 0                                      | 0.0                               | 0.0                                  | \$0.00                                   | \$0.00                            | \$0.00                         | \$0.00                        | 0.0                                  | 0  |

### Measure Description

We recommend retrofitting existing fluorescent T8 fixtures with LED lamps. Many LED tube lamps are direct replacements for existing fluorescent lamps and can be installed while leaving the fluorescent fixture ballast in place. LED bulbs can be used in existing fixtures as a direct replacement for most other lighting technologies. This measure saves energy by installing LEDs which use less power than other lighting technologies yet provide equivalent lighting output for the space.

Additional savings from lighting maintenance can be anticipated since LEDs have lifetimes which are more than twice that of fluorescent tubes.

## 4.1.2 Lighting Control Measures

Figure 16 – Summary of Lighting Control ECMs

| Energy Conservation Measure                        | Annual<br>Electric<br>Savings<br>(kWh) | Peak<br>Demand<br>Savings<br>(kW) | Annual<br>Fuel<br>Savings<br>(MMBtu) | Annual<br>Energy Cost<br>Savings<br>(\$) | Estimated<br>Install Cost<br>(\$) | Estimated<br>Incentive<br>(\$) | Estimated<br>Net Cost<br>(\$) | Simple<br>Payback<br>Period<br>(yrs) | CO <sub>2</sub> e<br>Emissions<br>Reduction<br>(lbs) |
|--|--|-----------------------------------|--------------------------------------|--|-----------------------------------|--------------------------------|-------------------------------|--------------------------------------|--|
| <b>Lighting Control Measures</b>                   | <b>371</b>                             | <b>0.1</b>                        | <b>0.0</b>                           | <b>\$58.67</b>                           | <b>\$772.00</b>                   | <b>\$70.00</b>                 | <b>\$702.00</b>               | <b>12.0</b>                          | <b>374</b>   |
| ECM 3   Install Occupancy Sensor Lighting Controls | 371                                    | 0.1                               | 0.0                                  | \$58.67                                  | \$772.00                          | \$70.00                        | \$702.00                      | 12.0                                 | 374  |

During lighting upgrade planning and design, we recommend a comprehensive approach that considers both the efficiency of the lighting fixtures and how they are controlled.

## ECM 3: Install Occupancy Sensor Lighting Controls

### Summary of Measure Economics

| Annual<br>Electric<br>Savings<br>(kWh) | Peak<br>Demand<br>Savings<br>(kW) | Annual<br>Fuel<br>Savings<br>(MMBtu) | Annual<br>Energy Cost<br>Savings<br>(\$) | Estimated<br>Install Cost<br>(\$) | Estimated<br>Incentive<br>(\$) | Estimated<br>Net Cost<br>(\$) | Simple<br>Payback<br>Period<br>(yrs) | CO <sub>2</sub> e<br>Emissions<br>Reduction<br>(lbs) |
|--|-----------------------------------|--------------------------------------|--|-----------------------------------|--------------------------------|-------------------------------|--------------------------------------|--|
| 371                                    | 0.1                               | 0.0                                  | \$58.67                                  | \$772.00                          | \$70.00                        | \$702.00                      | 12.0                                 | 374  |

### Measure Description

We recommend installing occupancy sensors to control lighting fixtures that are currently controlled by manual switches in storage rooms and offices areas. Lighting sensors detect occupancy using ultrasonic

and/or infrared sensors. For most spaces, we recommend lighting controls use dual technology sensors, which can eliminate the possibility of any lights turning off unexpectedly. Lighting systems are enabled when an occupant is detected. Fixtures are automatically turned off after an area has been vacant for a preset period. Some controls also provide dimming options and all modern occupancy controls can be easily over-ridden by room occupants to allow them to manually turn fixtures on or off, as desired. Energy savings results from only operating lighting systems when they are required.

Occupancy sensors may be mounted on the wall at existing switch locations, mounted on the ceiling, or in remote locations. In general, wall switch replacement sensors are recommended for single occupant offices and other small rooms. Ceiling-mounted or remote mounted sensors are used in locations without local switching or where wall switches are not in the line-of-sight of the main work area and in large spaces. We recommend a comprehensive approach to lighting design that upgrades both the lighting fixtures and the controls together for maximum energy savings and improved lighting for occupants.

## 5 ENERGY EFFICIENT PRACTICES

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In addition to the quantifiable savings estimated in Section 4, a facility's energy performance can also be improved through application of many low cost or no-cost energy efficiency strategies. By employing certain behavioral and operational changes and performing routine maintenance on building systems, equipment lifetime can be extended; occupant comfort, health and safety can be improved; and energy and O&M costs can be reduced. The recommendations below are provided as a framework for developing a whole building maintenance plan that is customized to your facility. Consult with qualified equipment specialists for details on proper maintenance and system operation.

### **Develop a Lighting Maintenance Schedule**

In addition to routine fixture cleaning, development of a maintenance schedule can both ensure maintenance is performed regularly and can reduce the overall cost of fixture re-lamping and re-ballasting. By re-lamping and re-ballasting fixtures in groups, lighting levels are better maintained and the number of site visits by a lighting technician or contractor can be minimized, decreasing the overall cost of maintenance.

### **Ensure Lighting Controls Are Operating Properly**

Lighting controls are very cost effective energy efficient devices, when installed and operating correctly. As part of a lighting maintenance schedule, lighting controls should be tested annually to ensure proper functioning. For occupancy sensors, this requires triggering the sensor and verifying that the sensor's timer settings are correct. For daylight sensors, maintenance involves cleaning of sensor lenses and confirming setpoints and sensitivity are appropriately configured.

### **Clean and/or Replace HVAC Filters**

Air filters work to reduce the amount of indoor air pollution and increase occupant comfort. Over time, filters become less and less effective as particulate buildup increases. In addition to health concerns related to clogged filters, filters that have reached saturation also restrict air flow through the facility's air conditioning or heat pump system, increasing the load on the distribution fans and decreasing occupant comfort levels. Filters should be checked monthly and cleaned or replaced when appropriate.

### **Perform Boiler Maintenance**

Many boiler problems develop slowly over time, so regular inspection and maintenance is essential to retain proper functionality and efficiency of the heating system. Fuel burning equipment should undergo yearly tune-ups to ensure they are operating as safely and efficiently as possible from a combustion standpoint. A tune-up should include a combustion analysis to analyze the exhaust from the boilers and to ensure the boiler is operating safely. Buildup of dirt, dust, or deposits on the internal surfaces of a boiler can greatly affect its heat transfer efficiency. These deposits can accumulate on the water side or fire side of the boiler. Boilers should be cleaned regularly according to the manufacturer's instructions to remove this build up in order to sustain efficiency and equipment life.

### **Perform Water Heater Maintenance**

At least once a year, drain a few gallons out of the water heater using the drain valve. If there is a lot of sediment or debris, then a full flush is recommended. Turn the temperature down and then completely drain the tank. Once a year check for any leaks or heavy corrosion on the pipes and valves. For gas water heaters, check the draft hood and make sure it is placed properly, with a few inches of air space between

the tank and where it connects to the vent. Look for any corrosion or wear on the gas line and on the piping. If you noticed any black residue, soot or charred metal, this is a sign you may be having combustion issues and you should have the unit serviced by a professional. For electric water heaters, look for any signs of leaking such as rust streaks or residue around the upper and lower panels covering the electrical components on the tank. For water heaters over three to four years old have a technician inspect the sacrificial anode annually.

### **Plug Load Controls**

There are a variety of ways to limit the energy use of plug loads including increasing occupant awareness, removing under-utilized equipment, installing hardware controls, and using software controls. Some control steps to take are to enable the most aggressive power settings on existing devices or install load sensing or occupancy sensing (advanced) power strips. For additional information refer to “Assessing and Reducing Plug and Process Loads in Office Buildings” <http://www.nrel.gov/docs/fy13osti/54175.pdf>, or “Plug Load Best Practices Guide” <http://www.advancedbuildings.net/plug-load-best-practices-guide-offices>

## 6 ON-SITE GENERATION MEASURES

On-Site Generation measure options include both renewable (e.g., solar, wind) and non-renewable (e.g., fuel cells) on-site technologies that generate power to meet all or a portion of the electric energy needs of a facility, often repurposing any waste heat where applicable. Also referred to as distributed generation, these systems contribute to Greenhouse Gas (GHG) emission reductions, demand reductions and reduced customer electricity purchases, resulting in the electric system reliability through improved transmission and distribution system utilization.

The State of New Jersey’s Energy Master Plan (EMP) encourages new distributed generation of all forms and specifically focuses on expanding use of combined heat and power (CHP) by reducing financial, regulatory and technical barriers and identifying opportunities for new entries. The EMP also outlines a goal of 70% of the State’s electrical needs to be met by renewable sources by 2050.

Preliminary screenings were performed to determine the potential that a generation project could provide a cost-effective solution for your facility. Before making a decision to implement, a feasibility study should be conducted that would take a detailed look at existing energy profiles, siting, interconnection, and the costs associated with the generation project including interconnection costs, departing load charges, and any additional special facilities charges.

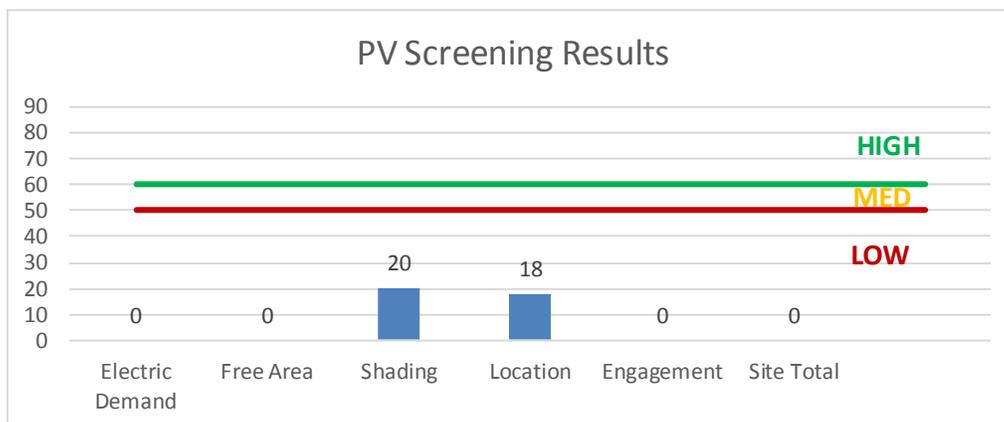
### 6.1 Photovoltaic

Sunlight can be converted into electricity using photovoltaics (PV) modules. Modules are racked together into an array that produces direct current (DC) electricity. The DC current is converted to alternating current (AC) through an inverter. The inverter is interconnected to the facility’s electrical distribution system. The amount of unobstructed area available determines how large of a solar array can be installed. The size of the array combined with the orientation, tilt, and shading elements determines the energy produced.

A preliminary screening based on the facility’s electric demand, size and location of free area, and shading elements shows that the facility has a **Low** potential for installing a PV array.

In order to be cost-effective, a solar PV array needs certain minimum criteria, such as flat or south-facing rooftop or other unshaded space on which to place the PV panels. In our opinion, the facility does appear not meet these minimum criteria for cost-effective PV installation.

Figure 17 - Photovoltaic Screening



For more information on solar PV technology and commercial solar markets in New Jersey, or to find a qualified solar installer, who can provide a more detailed assessment of the specific costs and benefits of solar develop of the site, please visit the following links below:

- **Basic Info on Solar PV in NJ:** <http://www.njcleanenergy.com/whysolar>
- **NJ Solar Market FAQs:** <http://www.njcleanenergy.com/renewable-energy/program-updates-and-background-information/solar-transition/solar-market-fags>
- **Approved Solar Installers in the NJ Market:** [http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved\\_vendorsearch/?id=60&start=1](http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved_vendorsearch/?id=60&start=1)

## 6.2 Combined Heat and Power

Combined heat and power (CHP) is the on-site generation of electricity along with the recovery of heat energy, which is put to beneficial use. Common technologies for CHP include reciprocating engines, microturbines, fuel cells, backpressure steam turbines, and (at large facilities) gas turbines. Electric generation from a CHP system is typically interconnected to local power distribution systems. Heat is recovered from exhaust and ancillary cooling systems and interconnected to the existing hot water (or steam) distribution systems.

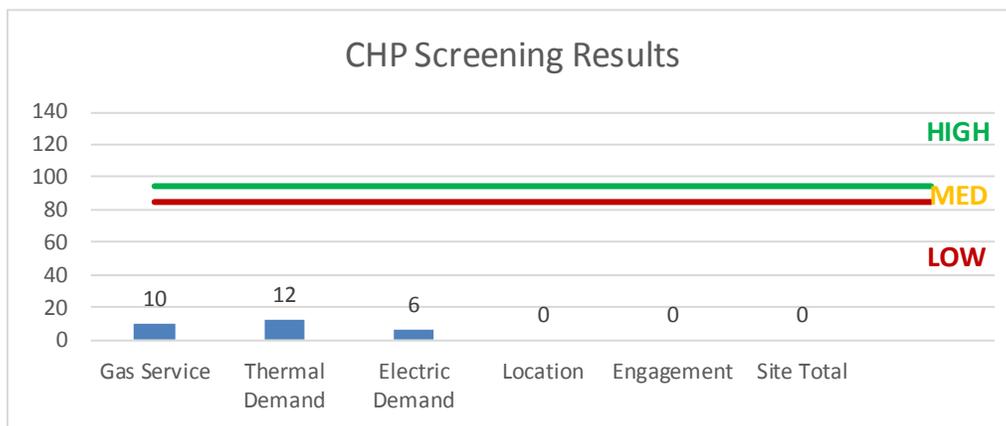
CHP systems are typically used to produce a portion of the electric power used onsite by a facility, with the balance of electric power needs supplied by grid purchases. The heat is used to supplement (or supplant) existing boilers for the purpose of space heating and/or domestic hot water heating. Waste heat can also be routed through absorption chillers for the purpose of space cooling. The key criteria used for screening, however, is the amount of time the system operates at full load and the facility’s ability to use the recovered heat. Facilities with continuous use for large quantities of waste heat are the best candidates for CHP.

A preliminary screening based on heating and electrical demand, siting, and interconnection shows that the facility has a **Low** potential for installing a cost-effective CHP system.

Lack of gas service, low or infrequent thermal load, and lack of space near the existing boilers are the most significant factors contributing to the low potential for CHP at the site. In our opinion, the facility does not appear to meet the minimum requirements for a cost-effective CHP installation.

For a list of qualified firms in New Jersey specializing in commercial CHP cost assessment and installation, go to: [http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved\\_vendorsearch/](http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved_vendorsearch/)

**Figure 18 - Combined Heat and Power Screening**



## 7 DEMAND RESPONSE

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Demand Response (DR) is a program designed to reduce the electric load of commercial facilities when electric wholesale prices are high or when the reliability of the electric grid is threatened due to peak demand. Demand Response service providers (a.k.a. Curtailment Service Providers) are registered with PJM, the independent system operator (ISO) for mid-Atlantic state region that is charged with maintaining electric grid reliability.

By enabling grid operators to call upon Curtailment Service Providers and commercial facilities to reduce electric usage during times of peak demand, the grid is made more reliable and overall transmission costs are reduced for all ratepayers. Curtailment Service Providers provide regular payments to medium and large consumers of electric power for their participation in DR programs. Program participation is voluntary and participants receive payments whether or not their facility is called upon to curtail their electric usage.

Typically an electric customer needs to be capable of reducing their electric demand, within minutes, by at least 100 kW or more in order to participate in a DR program. Customers with a greater capability to quickly curtail their demand during peak hours will receive higher payments. Customers with back-up generators onsite may also receive additional DR payments for their generating capacity if they agree to run the generators for grid support when called upon. Eligible customers who have chosen to participate in a DR programs often find it to be a valuable source of revenue for their facility because the payments can significantly offset annual electric costs.

Participating customers can often quickly reduce their peak load through simple measures, such as temporarily raising temperature set points on thermostats, so that air conditioning units run less frequently, or agreeing to dim or shut off less critical lighting. This usually requires some level of building automation and controls capability to ensure rapid load reduction during a DR curtailment event. DR program participants may need to install smart meters or may need to also sub-meter larger energy-using equipment, such as chillers, in order to demonstrate compliance with DR program requirements.

DR does not include the reduction of electricity consumption based on normal operating practice or behavior. For example, if a company's normal schedule is to close for a holiday, the reduction of electricity due to this closure or scaled-back operation is not considered a demand response activity in most situations.

The first step toward participation in a DR program is to contact a Curtailment Service Provider. A list of these providers is available on PJM's website and it includes contact information for each company, as well as the states where they have active business ([www.pjm.com/markets-and-operations/demand-response/csps.aspx](http://www.pjm.com/markets-and-operations/demand-response/csps.aspx)). PJM also posts training materials that are developed for program members interested in specific rules and requirements regarding DR activity ([www.pjm.com/training/trainingmaterial.aspx](http://www.pjm.com/training/trainingmaterial.aspx)), along with a variety of other DR program information.

Curtailment Service Providers typically offer free assessments to determine a facility's eligibility to participate in a DR program. They will provide details regarding program rules and requirements for metering and controls, assess a facility's ability to temporarily reduce electric load, and provide details on payments to be expected for participation in the program. Providers usually offer multiple options for DR to larger facilities and may also install controls or remote monitoring equipment of their own to help ensure compliance with all terms and conditions of a DR contract.

**This facility has no potential for DR curtailment.**

## 8 PROJECT FUNDING / INCENTIVES

The NJCEP is able to provide the incentive programs described below, and other benefits to ratepayers, because of the Societal Benefits Charge (SBC) Fund. The SBC was created by the State of New Jersey’s Electricity Restructuring Law (1999), which requires all customers of investor-owned electric and gas utilities to pay a surcharge on their monthly energy bills. As a customer of a state-regulated electric or gas utility and therefore a contributor to the fund your organization is eligible to participate in the LGEA program and also eligible to receive incentive payment for qualifying energy efficiency measures. Also available through the NJBPU are some alternative financing programs described later in this section. Please refer to Figure 19 for a list of the eligible programs identified for each recommended ECM.

*Figure 19 - ECM Incentive Program Eligibility*

| Energy Conservation Measure |  | SmartStart Prescriptive | SmartStart Custom | Direct Install | Pay For Performance Existing Buildings | Large Energy Users Program | Combined Heat & Power and Fuel Cell |
|-----------------------------|--|-------------------------|-------------------|----------------|--|----------------------------|-------------------------------------|
| ECM 1                       | Retrofit Fluorescent Fixtures with LED Lamps and Drivers | X                       |                   | X              |  |                            |                                     |
| ECM 2                       | Retrofit Fixtures with LED Lamps                         | X                       |                   | X              |  |                            |                                     |
| ECM 3                       | Install Occupancy Sensor Lighting Controls               | X                       |                   | X              |  |                            |                                     |

SmartStart is generally well-suited for implementation of individual measures or small group of measures. It provides flexibility to install measures at your own pace using in-house staff or a preferred contractor. Direct Install (DI) caters to small to mid-size facilities that can bundle multiple ECMs together. This can greatly simplify participation and may lead to higher incentive amounts, but requires the use of pre-approved contractors. Note that the volume of recommended work for this site is probably insufficient to engage the services of a DI contractor. The Pay for Performance (P4P) program is a “whole-building” energy improvement program designed for larger facilities. It requires implementation of multiple measures meeting minimum savings thresholds, as well as use of pre-approved consultants. The Large Energy Users Program (LEUP) is available to New Jersey’s largest energy users giving them flexibility to install as little or as many measures, in a single facility or several facilities, with incentives capped based on the entity’s annual energy consumption. LEUP applicants can use in-house staff or a preferred contractor.

Generally, the incentive values provided throughout the report assume the SmartStart program is utilized because it provides a consistent basis for comparison of available incentives for various measures, though in many cases incentive amounts may be higher through participation in other programs.

Brief descriptions of all relevant financing and incentive programs are located in the sections below. Further information, including most current program availability, requirements, and incentive levels can be found at: [www.njcleanenergy.com/ci](http://www.njcleanenergy.com/ci)

## 8.1 SmartStart

### Overview

SmartStart offers incentives for installing prescriptive and custom energy efficiency measures at your facility. Routinely the program adds, removes or modifies incentives from year to year for various energy efficiency equipment based on market trends and new technologies.

### **Equipment with Prescriptive Incentives Currently Available:**

*Electric Chillers*

*Electric Unitary HVAC*

*Gas Cooling*

*Gas Heating*

*Gas Water Heating*

*Ground Source Heat Pumps*

*Lighting*

*Lighting Controls*

*Refrigeration Doors*

*Refrigeration Controls*

*Refrigerator/Freezer Motors*

*Food Service Equipment*

*Variable Frequency Drives*

Most equipment sizes and types are served by this program. This program provides an effective mechanism for securing incentives for energy efficiency measures installed individually or as part of a package of energy upgrades.

### Incentives

The SmartStart prescriptive incentive program provides fixed incentives for specific energy efficiency measures, whereas the custom SmartStart program provides incentives for more unique or specialized technologies or systems that are not addressed through prescriptive incentive offerings for specific devices.

Since your facility is an existing building, only the Retrofit incentives have been applied in this report. Custom Measure incentives are calculated at \$0.16/kWh and \$1.60/therm based on estimated annual savings, capped at 50% of the total installed incremental project cost, or a project cost buy down to a one year payback (whichever is less). Program incentives are capped at \$500,000 per electric account and \$500,000 per natural gas account, per fiscal year.

### How to Participate

To participate in the SmartStart program you will need to submit an application for the specific equipment to be installed. Many applications are designed as rebates, although others require application approval prior to installation. Applicants may work with a contractor of their choosing and can also utilize internal personnel, which provides added flexibility to the program. Using internal personnel also helps improve the economics of the ECM by reducing the labor cost that is included in the tables in this report.

Detailed program descriptions, instructions for applying and applications can be found at: [www.njcleanenergy.com/SSB](http://www.njcleanenergy.com/SSB)

## 8.2 Direct Install

### Overview

Direct Install is a turnkey program available to existing small to medium-sized facilities with an average peak electric demand that does not exceed 200 kW over the recent 12-month period. You work directly with a pre-approved contractor who will perform a free energy assessment at your facility, identify specific eligible measures, and provide a clear scope of work for installation of selected measures. Energy efficiency measures may include lighting and lighting controls, refrigeration, HVAC, motors, variable speed drives and controls.

### Incentives

The program pays up to 70% of the total installed cost of eligible measures, up to \$125,000 per project. Each entity is limited to incentives up to \$250,000 per fiscal year.

### How to Participate

To participate in Direct Install, you will need to contact the participating contractor assigned to the region of the state where your facility is located. A complete list of Direct Install program partners is provided on the DI website linked below. The contractor will be paid the measure incentives directly by the program which will pass on to you in the form of reduced material and implementation costs. This means up to 70% of eligible costs are covered by the program, subject to program caps and eligibility, while the remaining 30% of the cost is paid to the contractor by the customer.

Detailed program descriptions and applications can be found at: [www.njcleanenergy.com/DI](http://www.njcleanenergy.com/DI)

## 8.3 Energy Savings Improvement Program

The Energy Savings Improvement Program (ESIP) is an alternate method for New Jersey's government agencies to finance the implementation of energy conservation measures. An ESIP is a type of "performance contract", whereby school districts, counties, municipalities, housing authorities and other public and state entities enter in to contracts to help finance building energy upgrades. This is done in a manner that ensures that annual payments are lower than the savings projected from the ECMs, ensuring that ESIP projects are cash flow positive in year one, and every year thereafter. ESIP provides government agencies in New Jersey with a flexible tool to improve and reduce energy usage with minimal expenditure of new financial resources. NJCEP incentive programs can be leveraged to help further reduce the total project cost of eligible measures.

This LGEA report is the first step to participating in ESIP. Next, you will need to select an approach for implementing the desired ECMs:

- (1) Use an Energy Services Company or "ESCO";
- (2) Use independent engineers and other specialists, or your own qualified staff, to provide and manage the requirements of the program through bonds or lease obligations;
- (3) Use a hybrid approach of the two options described above where the ESCO is utilized for some services and independent engineers, or other specialists or qualified staff, are used to deliver other requirements of the program.

After adopting a resolution with a chosen implementation approach, the development of the Energy Savings Plan (ESP) can begin. The ESP demonstrates that the total project costs of the ECMs are offset by the energy savings over the financing term, not to exceed 15 years. The verified savings will then be used to pay for the financing.

The ESIP approach may not be appropriate for all energy conservation and energy efficiency improvements. Entities should carefully consider all alternatives to develop an approach that best meets their needs. A detailed program descriptions and application can be found at: [www.njcleanenergy.com/ESIP](http://www.njcleanenergy.com/ESIP)

*Please note that ESIP is a program delivered directly by the NJBPU and is not an NJCEP incentive program. As mentioned above, you may utilize NJCEP incentive programs to help further reduce costs when developing the ESP. You should refer to the ESIP guidelines at the link above for further information and guidance on next steps.*

## 9 ENERGY PURCHASING AND PROCUREMENT STRATEGIES

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### 9.1 Retail Electric Supply Options

In 1999, New Jersey State Legislature passed the Electric Discount & Energy Competition Act (EDECA) to restructure the electric power industry in New Jersey. This law deregulated the retail electric markets, allowing all consumers to shop for service from competitive electric suppliers. The intent was to create a more competitive market for electric power supply in New Jersey. As a result, utilities were allowed to charge Cost of Service and customers were given the ability to choose a third party (i.e. non-utility) energy supplier.

Energy deregulation in New Jersey has increased energy buyers' options by separating the function of electricity distribution from that of electricity supply. So, though you may choose a different company from which to buy your electric power, responsibility for your facility's interconnection to the grid and repair to local power distribution will still reside with the traditional utility company serving your region.

If your facility is not purchasing electricity from a third party supplier, consider shopping for a reduced rate from third party electric suppliers. If your facility is purchasing electricity from a third party supplier, review and compare prices at the end of the current contract or every couple years.

A list of third party electric suppliers, who are licensed by the state to provide service in New Jersey, can be found online at: [www.state.nj.us/bpu/commercial/shopping.html](http://www.state.nj.us/bpu/commercial/shopping.html).

### 9.2 Retail Natural Gas Supply Options

The natural gas market in New Jersey has also been deregulated. Most customers that remain with the utility for natural gas service pay rates that are market-based and that fluctuate on a monthly basis. The utility provides basic gas supply service (BGSS) to customers who choose not to buy from a Third Party Supplier for natural gas commodity.

A customer's decision about whether to buy natural gas from a retail supplier is typically dependent upon whether a customer seeks budget certainty and/or longer-term rate stability. Customers can secure longer-term fixed prices by signing up for service through a third party retail natural gas supplier. Many larger natural gas customers may seek the assistance of a professional consultant to assist in their procurement process.

If your facility is not purchasing natural gas from a third party supplier, consider shopping for a reduced rate from third party natural gas suppliers. If your facility is purchasing natural gas from a third party supplier, review and compare prices at the end of the current contract or every couple years.

A list of third party natural gas suppliers, who are licensed by the state to provide service in New Jersey, can be found online at: [www.state.nj.us/bpu/commercial/shopping.html](http://www.state.nj.us/bpu/commercial/shopping.html).

# Appendix A: Equipment Inventory & Recommendations

## Lighting Inventory & Recommendations

| Existing Conditions |                  |   |                |                   |                        | Proposed Conditions    |               |                  |                                  |                  |                   |                        | Energy Impact & Financial Analysis |                          |                            |                                  |                         |                  |                                       |
|---------------------|------------------|---|----------------|-------------------|------------------------|------------------------|---------------|------------------|----------------------------------|------------------|-------------------|------------------------|------------------------------------|--------------------------|----------------------------|----------------------------------|-------------------------|------------------|---------------------------------------|
| Location            | Fixture Quantity | Fixture Description                         | Control System | Watts per Fixture | Annual Operating Hours | Fixture Recommendation | Add Controls? | Fixture Quantity | Fixture Description              | Control System   | Watts per Fixture | Annual Operating Hours | Total Peak kW Savings              | Total Annual kWh Savings | Total Annual MMBtu Savings | Total Annual Energy Cost Savings | Total Installation Cost | Total Incentives | Simple Payback w/ Incentives in Years |
| Main Area           | 7                | Linear Fluorescent - T8: 4' T8 (32W) - 1L   | Wall Switch    | 32                | 2,080                  | Relamp                 | Yes           | 7                | LED - Linear Tubes: (1) 4' Lamp  | Occupancy Sensor | 15                | 1,456                  | 0.10                               | 318                      | 0.0                        | \$50.31                          | \$521.30                | \$70.00          | 8.97                                  |
| BOE Office          | 12               | Linear Fluorescent - T8: 4' T8 (32W) - 1L   | Wall Switch    | 32                | 2,080                  | Relamp                 | Yes           | 12               | LED - Linear Tubes: (1) 4' Lamp  | Occupancy Sensor | 15                | 1,456                  | 0.21                               | 638                      | 0.0                        | \$100.91                         | \$700.80                | \$95.00          | 6.00                                  |
| Ladies Restroom     | 2                | Linear Fluorescent - T8: 4' T8 (32W) - 1L   | Wall Switch    | 32                | 2,080                  | Relamp                 | No            | 2                | LED - Linear Tubes: (1) 4' Lamp  | Wall Switch      | 15                | 2,080                  | 0.03                               | 85                       | 0.0                        | \$13.47                          | \$71.80                 | \$10.00          | 4.59                                  |
| Mens Restroom       | 1                | Linear Fluorescent - T8: 4' T8 (32W) - 1L   | Wall Switch    | 32                | 2,080                  | Relamp                 | No            | 1                | LED - Linear Tubes: (1) 4' Lamp  | Wall Switch      | 15                | 2,080                  | 0.01                               | 43                       | 0.0                        | \$6.73                           | \$35.90                 | \$5.00           | 4.59                                  |
| Storage Room1       | 5                | Linear Fluorescent - T8: 4' T8 (32W) - 2L   | Wall Switch    | 62                | 2,080                  | Relamp                 | Yes           | 5                | LED - Linear Tubes: (2) 4' Lamps | Occupancy Sensor | 29                | 1,456                  | 0.17                               | 507                      | 0.0                        | \$80.24                          | \$408.50                | \$50.00          | 4.47                                  |
| Boiler Room         | 1                | Linear Fluorescent - T8: 4' T8 (32W) - 2L   | Wall Switch    | 62                | 2,080                  | Relamp                 | No            | 1                | LED - Linear Tubes: (2) 4' Lamps | Wall Switch      | 29                | 2,080                  | 0.03                               | 80                       | 0.0                        | \$12.70                          | \$58.50                 | \$10.00          | 3.82                                  |
| Storage Room2       | 6                | Linear Fluorescent - T12: 4' T12 (40W) - 2L | Wall Switch    | 88                | 2,080                  | Relamp & Reballast     | Yes           | 6                | LED - Linear Tubes: (2) 4' Lamps | Occupancy Sensor | 29                | 1,456                  | 0.32                               | 989                      | 0.0                        | \$156.33                         | \$818.00                | \$60.00          | 4.85                                  |
| Storage Room2       | 2                | Linear Fluorescent - T8: 4' T8 (32W) - 2L   | Wall Switch    | 62                | 2,080                  | Relamp                 | No            | 2                | LED - Linear Tubes: (2) 4' Lamps | Wall Switch      | 29                | 2,080                  | 0.05                               | 161                      | 0.0                        | \$25.40                          | \$117.00                | \$20.00          | 3.82                                  |

## Electric HVAC Inventory & Recommendations

| Existing Conditions |                          |                 |             |                                  |                                     | Proposed Conditions             |                 |             |                                  |                                     |                                    |                               | Energy Impact & Financial Analysis |                       |                          |                            |                                  |                         |                  |                                       |
|---------------------|--------------------------|-----------------|-------------|----------------------------------|-------------------------------------|---------------------------------|-----------------|-------------|----------------------------------|-------------------------------------|------------------------------------|-------------------------------|------------------------------------|-----------------------|--------------------------|----------------------------|----------------------------------|-------------------------|------------------|---------------------------------------|
| Location            | Area(s)/System(s) Served | System Quantity | System Type | Cooling Capacity per Unit (Tons) | Heating Capacity per Unit (kBtu/hr) | Install High Efficiency System? | System Quantity | System Type | Cooling Capacity per Unit (Tons) | Heating Capacity per Unit (kBtu/hr) | Cooling Mode Efficiency (SEER/EER) | Heating Mode Efficiency (COP) | Install Dual Enthalpy Economizer?  | Total Peak kW Savings | Total Annual kWh Savings | Total Annual MMBtu Savings | Total Annual Energy Cost Savings | Total Installation Cost | Total Incentives | Simple Payback w/ Incentives in Years |
| BOE Office          | BOE Office               | 2               | Window AC   | 1.00                             |                                     | No                              |                 |             |                                  |                                     |                                    |                               | No                                 | 0.00                  | 0                        | 0.0                        | \$0.00                           | \$0.00                  | \$0.00           | 0.00                                  |

## Fuel Heating Inventory & Recommendations

| Existing Conditions |                          |                 |                                 |                                | Proposed Conditions             |                 |             |                                |                    |                          |                       | Energy Impact & Financial Analysis |                            |                                  |                         |                  |                                       |
|---------------------|--------------------------|-----------------|---------------------------------|--------------------------------|---------------------------------|-----------------|-------------|--------------------------------|--------------------|--------------------------|-----------------------|------------------------------------|----------------------------|----------------------------------|-------------------------|------------------|---------------------------------------|
| Location            | Area(s)/System(s) Served | System Quantity | System Type                     | Output Capacity per Unit (MBh) | Install High Efficiency System? | System Quantity | System Type | Output Capacity per Unit (MBh) | Heating Efficiency | Heating Efficiency Units | Total Peak kW Savings | Total Annual kWh Savings           | Total Annual MMBtu Savings | Total Annual Energy Cost Savings | Total Installation Cost | Total Incentives | Simple Payback w/ Incentives in Years |
| Boiler Room         | Trailer Office           | 1               | Non-Condensing Hot Water Boiler | 109.00                         | No                              |                 |             |                                |                    |                          | 0.00                  | 0                                  | 0.0                        | \$0.00                           | \$0.00                  | \$0.00           | 0.00                                  |

### DHW Inventory & Recommendations

| Location    | Area(s)/System(s) Served | Existing Conditions |                                      | Proposed Conditions |                 |             |           |                   |                  | Energy Impact & Financial Analysis |                          |                            |                                  |                         |                  |                                       |
|-------------|--------------------------|---------------------|--------------------------------------|---------------------|-----------------|-------------|-----------|-------------------|------------------|------------------------------------|--------------------------|----------------------------|----------------------------------|-------------------------|------------------|---------------------------------------|
|             |                          | System Quantity     | System Type                          | Replace?            | System Quantity | System Type | Fuel Type | System Efficiency | Efficiency Units | Total Peak kW Savings              | Total Annual kWh Savings | Total Annual MMBtu Savings | Total Annual Energy Cost Savings | Total Installation Cost | Total Incentives | Simple Payback w/ Incentives in Years |
| Boiler Room | BOE Office               | 1                   | Storage Tank Water Heater (> 50 Gal) | No                  |                 |             |           |                   |                  | 0.00                               | 0                        | 0.0                        | \$0.00                           | \$0.00                  | \$0.00           | 0.00                                  |

### Plug Load Inventory

| Location   | Existing Conditions |                           |                 |                        |
|------------|---------------------|---------------------------|-----------------|------------------------|
|            | Quantity            | Equipment Description     | Energy Rate (W) | ENERGY STAR Qualified? |
| BOE Office | 4                   | Desktop with LCD Monitors | 120.0           | Yes                    |
| BOE Office | 3                   | Printers                  | 45.0            | Yes                    |
| BOE Office | 1                   | Copy Machine              | 600.0           | Yes                    |
| BOE Office | 1                   | Microwave                 | 1,000.0         | No                     |
| BOE Office | 1                   | Small Freezer             | 75.0            | Yes                    |

# Appendix B: ENERGY STAR® Statement of Energy Performance



**ENERGY STAR® Statement of Energy Performance**

LEARN MORE AT [energystar.gov](http://energystar.gov)

# N/A

## Franklin Borough BOE Building

**Primary Property Type:** Office  
**Gross Floor Area (ft²):** 1,600  
**Built:** 1965

**ENERGY STAR®  
Score<sup>1</sup>**

**For Year Ending:** October 31, 2017  
**Date Generated:** June 06, 2018

1. The ENERGY STAR score is a 1-100 assessment of a building's energy efficiency as compared with similar buildings nationwide, adjusting for climate and business activity.

### Property & Contact Information

|  |  |  |
|--|--|--|
| <b>Property Address</b><br>Franklin Borough BOE Building<br>50 Washington Avenue<br>Franklin, Nevada 07416 | <b>Property Owner</b><br>Franklin Borough Board of Education<br>50 Washington Avenue<br>Franklin, NV 07416<br>973-827-9775 | <b>Primary Contact</b><br>William Sabo<br>50 Washington Avenue<br>Franklin, NV 07416<br>973-827-9775<br>bsabo@fboe.org |
|--|--|--|

Property ID: 6372501

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

|                                    |  |  |
|------------------------------------|--|--|
| <b>Site EUI</b><br>67.8 kBtu/ft²   | <b>Annual Energy by Fuel</b><br>Electric - Grid (kBtu) 22,601 (21%)<br>Propane (kBtu) 85,882 (79%) | <b>National Median Comparison</b><br>National Median Site EUI (kBtu/ft²) 101.8<br>National Median Source EUI (kBtu/ft²) 148.1<br>% Diff from National Median Source EUI -33% |
| <b>Source EUI</b><br>98.6 kBtu/ft² | <b>Annual Emissions</b><br>Greenhouse Gas Emissions (Metric Tons CO2e/year) 8                      |  |

### 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)