



Cost Effective Green Purchasing for Municipalities

2025 NJLM Annual Conference
November 20, 2025

Agenda

- Green Purchasing – Marc Pheiffer
- EDA Resources – Sean Sonnemann
- Sustainable Jersey Resources – Tracey Woods





RUTGERS-NEW BRUNSWICK
Edward J. Bloustein School
of Planning and Public Policy
Center for Urban Policy Research

I'd Rather Be Green!*

About Environmentally Preferred Purchasing *aka, Green Procurement*

Cost-Effective Green Purchasing for Municipalities

NJ State League of Municipalities 2025 Conference

Marc Pfeiffer, Associate Director

Bloustein Local/Center for Urban Policy Research

Rutgers University

*With special thanks to Dr. Kevin Lyons of the Rutgers Business
School for his contributions to this presentation*

* But not *Wicked* ☹️ 😬

Why be Green?

Waste prevention, enhanced recycling, and environmentally responsible purchasing offer a variety of advantages:

- Increased worker safety
- Increased awareness of environmental issues
- Enhanced communication between and among local units
- Opportunities for resource conservation
- Considers a product's/service life cycle: extraction, production, use, and disposal impact
- Long-term reductions in purchasing and labor costs
- Providing a safer environment for the public

EPP/Green Also Leads to...

Products and services that:

- Prevent waste and reduce disposal costs
- Reduce toxicity to employees, the public, and the environment
- Contain recycled material
- Conserve energy
- Reduced energy and water consumption (which can reduce costs)
- Improved community health and reduced environmental impact
- Can strengthen the resilience of local supply chains

It Adds Value

- It can balance performance, cost, and supply
- Adds long-term value with energy-efficient and durable products
- *Why?*
 - Mitigate rising (total) costs
 - Keep up with technology
 - Mitigate risks
 - Satisfy internal customers and citizens
 - Lower cost of ownership
 - Improve quality

Policy Implications and Implementation

The governing body or executive leadership should set a policy and provide general guidance to staff, including:

- Who will designate products and services as environmentally responsible?
- Who will establish recycled content standards?
- Who will develop specifications for the procurement and use of environmentally responsible products?
- Who will ensure that purchasing procedures do not discriminate against environmentally responsible products?
- For competitive contracts, can use lifecycle cost analysis, and incorporate environmental evaluation criteria in scoring

Range of Green Products and Services

- Paper products: from office paper, corrugated, to janitorial.
 - Bags and liners in paper or reduced use plastic
 - Range of janitorial chemicals/cleaning products
- Containers – ensure plastic or glass and paper are designed for recycling
- Energy Star® appliances and equipment – standards for reduced fuel supply, conservation, and emissions.
 - Almost everything with or powered by electricity or has an engine or power supply now comes with an Energy Star variant: from low tech to digital tech,
 - Wide range of heating and cooling (e.g., insulating and construction) goods and services
 - Vehicles – electric, LNG, battery powered, low emission
- Printing industry: from paper to ink
- More all the time...

Specifications

- Specify the environmental attributes or the level of recycled content they want in individual products and accept no alternatives.
- Barriers to address:
 - New products only
 - Virgin content only
 - No recycled content
 - High brightness levels for paper
- Minimum standards for
 - Useful life
 - Limits on energy use (aka, Energy Star)
 - Produces less waste (packaging standards)
- Collaborate with Rutgers Center for Local Supply Chain Resiliency on supply chain sustainability pilots - localsupplychains.business.rutgers.edu
- Competition rules still apply, compete or use proprietary
- Use your assistant (i.e., a chatbot) for research support

EPP/Green Resources

- DPP/NJ Start Contracts – many have EPP standards - www.njstart.gov
- Rutgers CGS public purchasing training courses cgs.rutgers.edu/programs/public-purchasing
 - Basics of Green Product Purchasing
 - Green Procurement 2
- Tap into New Jersey Sustainable Business Registry suppliers
 - <https://dep.nj.gov/sustainability/outreach-and-education/njsbr/>
- Coordinate with **Sustainable Jersey** initiatives: www.sustainablejersey.com
- Get vendor information and background data from US EPA's *Sustainable Marketplace: Greener Products and Services at*:
 - www.epa.gov/greenerproducts
- New York State Office of General Services (OGS) has excellent references to green specifications and product guides:
 - ogs.ny.gov/greenny-purchasing-requirements-and-tools
- Association references
 - Sustainable Purchasing Leadership Council (SPLC): www.sustainablepurchasing.org
 - Responsible Purchasing Network (RPN): www.responsiblepurchasing.org/
 - ICLEI - Local Governments for Sustainability: <https://icleiusa.org/>



"That's all Folks!"

CLEAN ENERGY PROGRAMS FOR MUNICIPALITIES

NOVEMBER 20, 2025

CLEAN ENERGY PROGRAMS

Under the Murphy Administration, New Jersey has taken bold steps to accelerate our transition to a cleaner future. Committing New Jersey to a path of 100% clean energy and growing the clean energy economy are core priorities for the state.

NJEDA supports the deployment of clean energy technologies through a variety of incentives. Whether you are looking to replace your fleet with zero emission vehicles, upgrade cooling and heating systems in your office building, or finance the expansion of your clean energy business, NJEDA has the tools to help you transition to a cleaner future. We collaborate closely with other state agencies, including the Board of Public Utilities (BPU), the Department of Environmental Protection (DEP), and the Department of Labor and Workforce Development (LWD) to support a whole-of-government approach to the clean energy sector and emissions reductions.

PRODUCTS

- NJ ZIP
- NJ ZEV
- NJ CELs
- NJ Cool

- RETROFIT NJ
- Take Charge
- New Jersey Green Bank
- Garden State C-PACE*

Grants for building owners and tenants undertaking retrofit construction projects that reduce operating greenhouse gas emissions from existing buildings



DOLLAR AMOUNT

- Grant awards cover 50% of eligible project costs up to a maximum of \$1M per project (with a minimum award amount of \$50,000 per project)
- Stackable with other utility incentive programs



BENEFITS

- Eligible building owners and tenants receive funding for retrofit projects that can:
 - **Reduce** operating greenhouse gas emissions
 - **Improve** indoor and outdoor air quality
 - **Improve** occupant comfort
 - **Reduce** energy costs



ELIGIBILITY

- Existing commercial, industrial, and institutional buildings located within a New Jersey designated Overburdened or Adjacent Community census block
- Eligible applicants may own or lease the building space
- Projects must include HVAC work (heating/cooling) to qualify

RETROFIT NJ

REDUCING EMISSIONS THROUGH RETROFITS, OPTIMIZATION,
FUEL-SWITCHING, AND INNOVATIVE TECHNOLOGIES

Coming Soon!

\$75 million grant program to support large-scale building retrofit projects that reduce emissions



- ✓ Grants for multi-pronged building retrofit projects enabling holistic energy improvements
- ✓ Supports design, engineering, construction, equipment purchase and installation costs or enabling work for emissions-reducing/energy efficient building systems
- ✓ Rolling applications – first come, first served



- ✓ Commercial, industrial, or institutional building owners or tenants
- ✓ Involve Thermal Energy Networks or three of the following: on-site renewables; on-site energy storage; heating electrification; refrigerant replacement; energy efficiency
- ✓ Demonstrate reduction of at least one metric ton of CO₂e for every \$250 in grant award



- ✓ Grants from \$2.5M up to \$12.5M for Thermal Energy Networks and \$10M for all other projects
- ✓ 50% of eligible project cost covered for commercial entities and 60% for institutional/non-profit entities
- ✓ 5% additional bonus for projects in Overburdened or Adjacent Census Blocks



**Applications open
Monday 11/24!**

A voucher program to reduce the purchase price of medium and heavy-duty zero emission vehicles
\$37.5M Available Soon in NJ ZIP Phase 3 - Round 1



DOLLAR AMOUNT

- **Supports purchase of** Class 2B to Class 8 zero emission vehicles with base voucher value ranging from \$15,000 to \$175,000
- Each applicant can get up to \$3M in funding per round for multiple vehicles



BENEFITS

- Enables businesses and orgs to transition to cleaner vehicles at a lower cost
- Accelerates the adoption of medium to heavy-duty zero emission vehicles in NJ
- Contributes to lower greenhouse gas emissions in transportation



TARGET APPLICANTS

- NJ commercial and institutional organizations
- Bonus funds available for school buses, small-, minority-, woman-, and veteran-owned businesses
- 50% of Phase 3 funding set aside for small businesses in overburdened communities

Eligible Medium-Heavy Duty Vehicle Classes

Class Two: 6,001 to 10,000 lbs.



Class Three: 10,001 to 14,000 lbs.



Class Four: 14,001 to 16,000 lbs.



Class Five: 16,001 to 19,500 lbs.



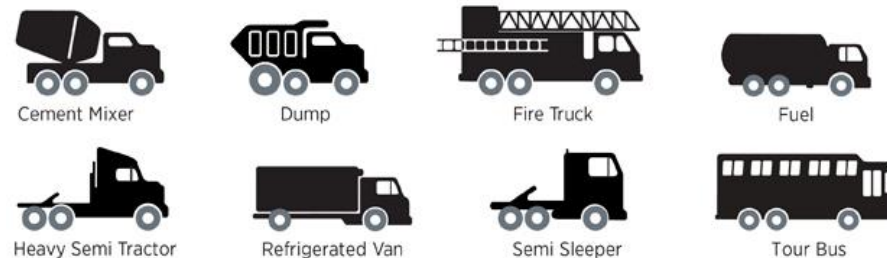
Class Six: 19,501 to 26,000 lbs.



Class Seven: 26,001 to 33,000 lbs.



Class Eight: 33,001 lbs. & over



**Must be zero-emission vehicles:
 Battery Electric or Hydrogen-fuel cell**

NJ CELS

NJ CLEAN ENERGY LOANS

Accepting
Applications!

\$80M co-lending program to finance clean energy businesses and projects



DOLLAR AMOUNT

- **Loans of** \$250,000 - \$10M; with matching loan from a financial institution required (total loans: \$500K - \$20M)
- Terms of 1 to 25 years (match co-lender's term)



BENEFITS

- NJEDA loans at least **4%** below financial institution's interest rate
- Additional interest rate reductions for minority-, woman-, and veteran-owned businesses & projects in overburdened communities



TARGET APPLICANTS

- NJ businesses or organizations with fewer than 750 employees that are:

Seeking to finance a clean energy project in NJ

OR

A clean energy business and seeking working capital

NEW JERSEY GREEN BANK (NJGB)

Approved on April 10, 2024, the NJGB is a subsidiary of NJEDA providing financial support to accelerate progress towards the State's climate goals, including in areas such as zero-emission transportation, building decarbonization, and renewable generation/storage (among others). Initial capitalization funding includes \$40M FY23 State appropriation and \$100M of RGGI funds.



**New Jersey
Green Bank**

A SUBSIDIARY OF NJEDA

New Jersey Green Bank (NJGB) Overview

The New Jersey Green Bank (NJGB) aims to use climate-related investments and financial assistance to mobilize private capital to create good paying jobs statewide, advance NJ's climate goals, and facilitate an equitable energy transition.

What do we invest in?



Renewable energy generation, including transmission, interconnection, and associated site remediation



Electric Battery Storage



Building Retrofits & New Net Zero Buildings



Zero-Emission Vehicles (ZEVs), ZEV Charging or Fueling Infrastructure

Financial Products

New Jersey Green Bank can support clean energy projects throughout the State by offering:



Loans (including senior, subordinate, and mezzanine debt)



Credit Enhancements (such as first-loss guarantees)



Equity Investments

NJGB Initial Debt Offering

Accepting
Applications!

Financing Need

(borrower proposed)

Up to 80% of
a project's
cost

\$1-20M
transaction
size

Loan Term

(borrower proposed)

Up to 10 years

Desired Transaction Type

(borrower proposed)

Senior Debt

Subordinate
Debt

Mezzanine
Financing

Eligible Borrowers

Private, For-Profit
Entities

Non-profit Entities

Academic Institutions

Municipalities and
Counties

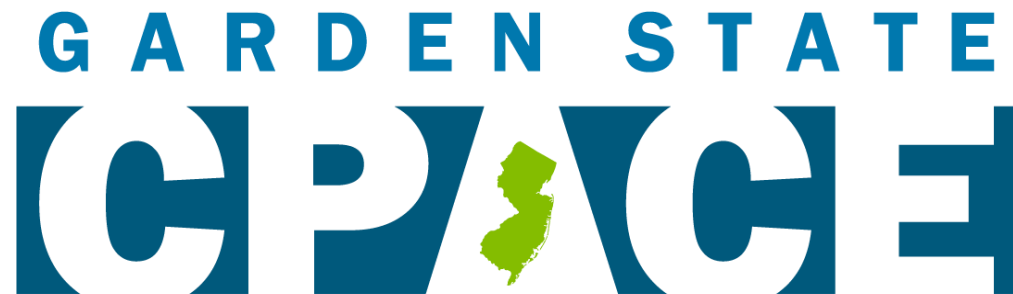
Municipal, county,
regional or state
redevelopment
agencies/independent
authorities

NJGB Debt Financing Minimum Investment Criteria

Proposed projects (or portfolios of projects) must:

- Be located in New Jersey
- Reduce or avoid GHG emissions and/or other air pollutants
- Utilize only commercially proven technologies (deployed for commercial purposes at least 3 times for a period of at least 5 years in the United States)
- Have a minimum debt service coverage ratio of one (1.0)
- Have an equity commitment from a Sponsor
- Have all construction work done in accordance with NJ Prevailing Wage requirements

Disclaimer: Information shared on this slide is for informational purposes only and should not be considered an exhaustive list of what is needed for NJGB to perform its due diligence



Accepting
Applications!

Commercial Property Assessed Clean Energy

Allows qualifying property owners to access financing to undertake energy efficiency, renewable energy, water conservation, and resiliency improvements on their buildings.



OVERVIEW

- Enables owners to borrow against the increased property value from energy efficiency improvements
- Loans repaid as part of property taxes through a special assessment
- Low interest rates and longer-term financing (up to 30 years)



BENEFITS

- Increase ratables for municipalities
- Increase local energy generation
- Reduce GHG emissions
- Boost local economic development



MORE DETAILS

- Prospective Garden State C-PACE participants are invited to complete a Project Indication of Interest Form and submit it to [**gardenstatecpace@njeda.gov**](mailto:gardenstatecpace@njeda.gov).

NJEDA Clean Energy Communications

✓ Visit our website:
www.njeda.gov/clean-energy

✓ General questions:
cleanenergy@njeda.gov



NJEDA Clean Energy Newsletter
Sign-up Form

NJEDA



Sustainable Jersey Green Purchasing Resources



SUSTAINABLE JERSEY

COLLECTIVE IMPACT



91%

OF NJ POPULATION
LIVES IN A
**REGISTERED
OR CERTIFIED
COMMUNITY**



83%

OF MUNICIPALITIES
PARTICIPATING

67%

of NJ public school districts
registered with Sustainable
Jersey for Schools



191

**MUNICIPALITIES
CERTIFIED**

65

SILVER
CERTIFIED

126

BRONZE
CERTIFIED



370

**SCHOOLS
CERTIFIED**

65

SILVER
CERTIFIED

305

BRONZE
CERTIFIED

30,251



SUSTAINABILITY ACTIONS

COMPLETED by both municipalities and schools

\$8.6 MILLION



IN GRANTS FOR MUNICIPALITIES,
SCHOOLS & SCHOOL DISTRICTS



SUSTAINABLE JERSEY GRANTS PROGRAM



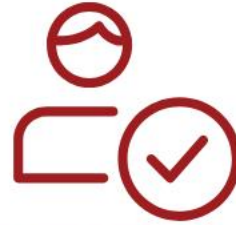
**\$20k*, \$10k, & \$2k
Municipal and School
Sustainability Grants
Currently Available!**



PSEG

FOUNDATION

***Municipalities only**



ELIGIBILITY



Municipalities



Public Schools



**APPLICATION
DEADLINE**

**Friday
2/13/26
11:59pm**

**Friday
3/9/26
11:59pm**





Benefits of Green Purchasing?

Protect the Environment

- Green products eliminate waste, reduce hazardous toxins in landfills and use efficient manufacturing processes

Save Money

- Reducing and reusing products means less purchasing and lower costs

Protect Human Health

- Green products eliminate exposure to corrosive or irritating materials containing toxic compounds that can contribute to serious health effects to humans and damage to the environment

Conserve Natural Resources

- Green products promote conservation of nonrenewable resources, protect water quality, conserve water, and support sustainable forestry practices

Reduce Greenhouse Gas Emissions

- Energy efficient products and production practices minimize greenhouse gas

Support Sustainable and Healthy Communities and Social Structures



Green Purchasing Actions



Green Purchasing Actions

Municipal Program

Green Purchasing Policy (5-10 pts)

- The Green Purchasing Policy should outline standards and procedures for selecting products based on environmental criteria

Green Cleaning Products & Motorized Cleaning Equipment (5-15 pts)

- Must meet national certification standards and meet minimum % of purchase requirements
- Extensive list of cleaning supplies and motorized equipment like floor cleaners & vacuums

Recycled Copy Paper (5-15 pts)

- Copy paper must contain 30% Post Consumer Recycled Content

Green Maintenance Equipment and Materials (10 pts)

- Document purchases that demonstrate a commitment to the purchasing of green maintenance equipment and materials

COMING SOON IN 2025: RECYCLED OFFICE & RESTROOM PAPER SUPPLIES NJCleanEnergy.com/CEP



Green Purchasing

Nationally Recognized Green Certification Programs

- Sustainable Jersey relies on national certification programs that use scientific research & technical guidance to certify products and services that meet rigorous standards.
- Actions focus on expanding the purchasing of products with both post consumer and pre-consumer recycled content will rely on the US.EPA [Comprehensive Procurement Guideline](#)





Green Fleet Resources



Fleet Inventory

➤ Revised Action: Variable Point, up to 15 points

• 5 points –

- List of vehicles
- VIN, make/model, etc.
- Baseline odometer reading
- Fleet analysis narrative

• 10 points –

- Annual VMT and fuel use
- Annual odometer reading
- Fleet analysis narrative

• + 5 points (15 points total) –

- Utilize Atlas DRVE tool (or similar)
- Submit DRVE report (or similar)

A	B	C	D	E	F	G	H	I	J	K
Vehicle Identification Number	Vehicle Type (sedan, SUV, truck, bus, etc.)	Vehicle Class *use dropdown list List SUVs, Minivans as Light-Duty Trucks	Year	Make	Model	Fuel Type *use dropdown list for gasoline, diesel, etc.	Est. useful life (yrs)	Is the vehicle owned or leased?	Municipal department that uses the vehicle	Odometer reading at beginning of year
1234567891A BCDEFG	Sample Sedan	Passenger Car	2018	Ford	Taurus	Gasoline	10	Owned	Buildings	150,000
1234567891A BCDEFG	Sample SUV	Light-Duty Truck	2020	Ford	Escape	Gasoline	10	Leased	Police	170,000
1234567891A BCDEFG	Sample Truck	Passenger Car Light-Duty Truck Heavy-Duty Truck	2010	Mack	LR	Gasoline Diesel Biodiesel Natural Gas Propane	8	Owned	Public Works	100,000

Vehicle Identification Number	Estimated useful life of vehicle	Miles traveled in inventory year (Annual VMT)	Municipal department that uses the vehicle (Location)

New tab on spreadsheet for Atlas DRVE tool!

Sustainable Jersey Energy Team provides FREE technical assistance to help municipalities with completing a fleet analysis. Contact beardenv@tcnj.edu for more info!



Atlas DRIVE Tool

- Free fleet planning and analysis tool
- Import all fleet vehicle data to compare conventional vehicles w/ EV replacements
- Total Cost of Ownership analysis
- Sustainable Jersey Fleet Inventory Spreadsheet pairs with tool (see action)

MORE INFORMATION

[DRVE User Guide](#)

[Dashboard for Rapid Vehicle Electrification \(DRVE\) – Atlas Public Policy](#)

Steps

Home

Fleet Import

Fleet Mapping

Model Settings

Run Analysis

[Get the User Guide](#)

[atlaspolicy.com](#)

[electrificationcoalition.org](#)

Open Fleet Data

To use your fleet data, select the file containing your data by pressing the 'Open File' button below. Then, select the sheet where your inventory data resides, and select the columns that contain each vehicle's VIN/Serial Number. If your data contains vehicle-level information on useful life or annual VMT, you can select those as well. Please ensure field names appear in the first row of your worksheet.

Select Fleet File: Or

Required Fields

Inventory Worksheet:

VIN/Serial Number Column:

Optional Fields

Expected Years of Use Column: Or ☐ Use Default Years

Annual VMT: Or ☐ Use Default Miles/Year

Vehicle Location: Or ☐ Do not include vehicle locations

Fleet ZIP Code: Press enter after inputting ZIP

Enter a ZIP Code above to determine if there are applicable incentives in your state.

Results Dashboard

View PDF Report

Save Results

Key Indicators

41

Vehicles with EV Savings

28

Vehicles with Cost Parity

31

Vehicles with EV Costs

68%

Percent of Fleet with EV Savings or Cost Parity

\$176,106

Total Estimated Lifetime Savings

Vehicles with EV Savings or Cost Parity by Vehicle Class

Light Duty Vehicles

100%

Medium Duty Vehicles

0%

Heavy Duty Vehicles

0%

Top 5 Models to Procure

FORD EXPLORER 4x4 2024 FWD EV STANDARD RANGE RWD BEV

21

CHEVROLET SILVERADO 1500 2024 F150 LIGHTNING RWD BEV

15

DODGE GRAND CARAVAN 4x4 2024 CHRYSLER PACIFICA HYBRID PHEV

10

FORD TAUUS 4x4 2024 FORD MUSTANG MACH-E RWD LFP BEV

5

TOYOTA COROLLA 4x4 2023 TESLA MODEL 3 RWD BEV

5

Inputs Dashboard

Include Cost of Charging...

☐ No

☐ Yes

Charging Cost (\$/kWh)

\$0.14

Depot

\$0.50

Public

\$0.25

En Route

Share of Charging

100%

Depot

0%

Public

0%

En Route

Fuel Price Scenario

\$3.67

Gas Price

\$4.54

Diesel Price

Default Scenario

Charging Strategy

Default Charging Strategy 1

Inflation Rate

0.02

Procurement Scenario

Default

Discount Rate

0.02

Forecast Scenario

Technology...

ATLAS PUBLIC POLICY



Sustainable Jersey Purchasing Resource Center

This **tool** assists you in purchasing key green technologies:

1. Electric vehicles (EVs)
2. Electric vehicle supply equipment (EVSE)

Coming Soon:

1. Green Grounds Equipment
2. EV Accessories
3. Building Management Systems



Sustainable Jersey Purchasing Resource Center Alternative Fuel Vehicles

Filter by Co-op/Contract

Filter by Fuel Type

Filter by Manufacturer

Filter by Vehicle Type

Filter by Price Range

[Return to Purchasing Resource Center Home Page](#) [Reset Filters](#) [FAQ Page and Glossary](#)

Vehicle Information	Vendor Information	Co-op/Contract	Vehicle Class	URL for Spec Sheet (for Co-op) OR Quote	Vehicle Price	Direct Pay Eligible	Delivered within three months?	Customization	Offer Expiration
Manufacturer: McLaren's Mobile Model: The Legendary Ride Year: 2024 Color: Yellow Range: 250 miles	Vendor Name: Swarlys Electric Motors Point of Contact: Marshall Erikson Preferred Contact Method: marshall@swarlys.com	Educational Services Commission of NJ (Formerly Middlesex Regional Educational Services Commission)	Class 1 2	swarlyselectric.com/mclarens	Vehicle price: \$50,000 Destination price: \$1,800 Total purchase price: \$51,800	Yes	No	Wraps	Feb 24, 2025
Manufacturer: Gilmore Auto Model: Stars Hollow Cruiser Year: 2024 Color: Lorelai's Lavender Range: 200 miles	Vendor Name: Stars Hollow Vehicles Point of Contact: Luke Danes Preferred Contact Method: luke@shvehicles.com	Educational Services Commission of NJ (Formerly Middlesex Regional Educational Services Commission)	Class 1 2	starshollowvehicles.com/rony	Vehicle price: \$35,000 Destination price: \$1,200 Total purchase price: \$36,200	Yes	Yes	N/A	Jan 20, 2025
Manufacturer: Ford Model: Interceptor Year: 2024 Color: White Range: 250 miles	Tracey's Ford Tracey Woods woodst@tcnj.edu	Morris County Cooperative Pricing Council	Class 1 2	www.blahblahblah.pdf	Vehicle price: \$5 Destination price: \$1 Total purchase price: \$6	Yes	Yes	police lights	Dec 31, 2024

1 / 3 < >

Disclaimer: Sustainable Jersey has created the Purchasing Resource Center to serve as a guide for municipalities and schools in New Jersey who are pursuing green transportation technologies. The information provided in this resource should be verified by each user. It is important to note that Sustainable Jersey is not affiliated with any of the vendors listed on this resource, and does not sell any products or services. Sustainable Jersey is a non-profit organization that seeks to empower communities with the tools, training and financial incentives necessary to pursue critical sustainability initiatives. Learn more about [Sustainable Jersey](#).

Adding Products to this Database

If you are a vendor for an eligible product and would like to add your offering to this database, please email info@sustainablejersey.com and instructions will be sent to you.



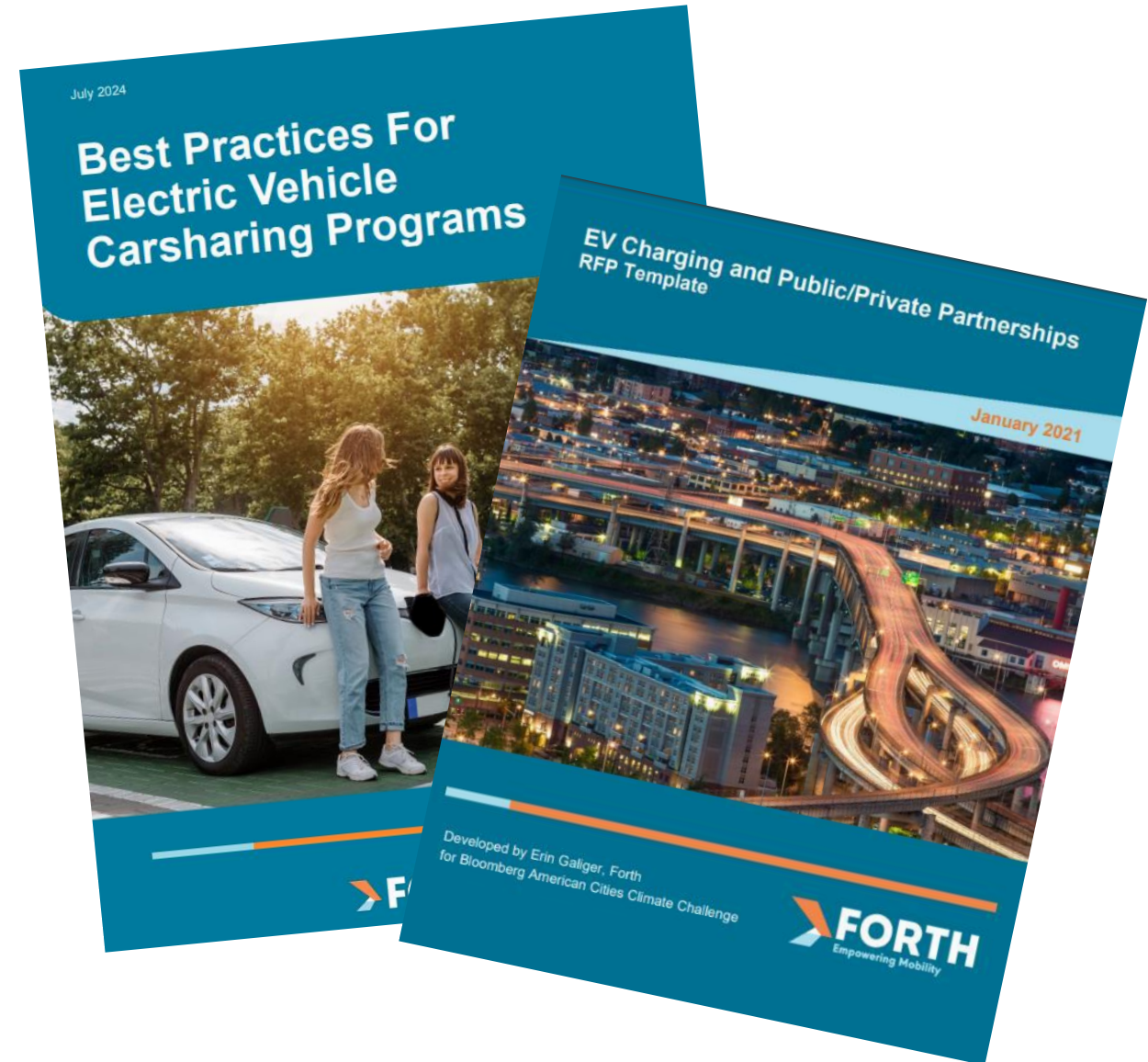
FORTH EV Resources

FORTH focus areas include electric cars, charging, and emerging modes

- Best Practices for Electric Vehicle Carsharing Programs
- EV Charging RFP Template

https://forthmobility.org/storage/app/media/Reports/RFP%20Template%20EVSE%20In%20Cities_FINAL_20210119.pdf

[Carsharing Programs](#)





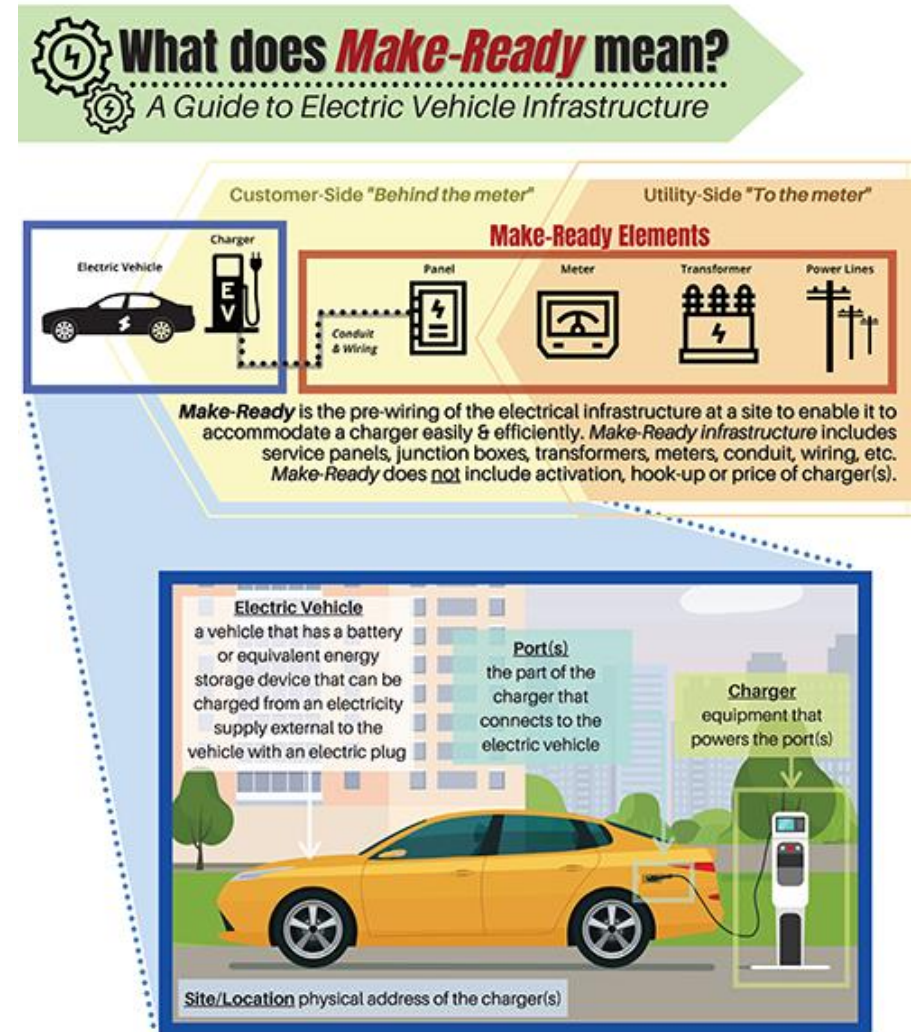
Utility EV Charging Resources

All of New Jersey's electric utilities have make-ready incentive programs.

[Watch On-Demand: Municipal EV Programs from Atlantic City Electric](#)

[Watch On-Demand: PSE&G Electric Vehicle Programs](#)

Image: NJDEP <https://dep.nj.gov/drivegreen/it-pays-to-plug-in/>



NJ DEP Funding Incentives

Diesel Modernization Program

Incentives for Class 2b-8 electric vehicles and charging stations



It Pay\$ To Plug In

Electric vehicle charging stations at workplaces, MUDs, communities, corridors, fleets



eMobility

Shared use transportation programs in overburdened communities



NJ Fleet Advisor

FREE technical assistance program for fleets



NJ BPU Funding Incentives

Charge Up NJ

Up to \$4,000 for a new, eligible battery electric vehicle (EV) and up to \$250 for purchasing an eligible EV charger



MUD EV Charging Program

Incentives to owners and operators of MUDs to support the purchase and installation of eligible Level 2 (L2) EV charging equipment



EV Tourism Corridor Charging Program

EV charging stations incentives exclusively for businesses, hotels, attractions and other destinations located along key travel routes



Clean Fleet EV Program

Incentives for the purchase of EVs, Level 2 and DC fast chargers for local, state and nonprofit entities are eligible



Green Building Resources





Energy Management

➤ Revised Actions

- +5 for Energy Management Team

➤ New Resources

- Energy Management Guide
- Building Management System Guide
- Demand Response Guide
- Listing of Energy Management Programs available from utilities



Effective energy management can yield returns exceeding 50% within a few years.





What is a Building Management System?

BMS (Building Management System): Centralized control and monitoring platform for mechanical and electrical building systems.

- Can be a comprehensive system or manage one specific area such as cooling or power management.
- Comprehensive building monitoring leads to increased energy efficiency and savings.
- Controls may be set to a schedule.



Photo of BMS system at Metuchen School District



BMS Research

Traditional BMS Background

- Only cost-effective for large buildings with complex systems
- Difficult to access and monitor

Research Questions

- Cost-effective options for smaller buildings?
- Monitoring/Access consolidated into an easily accessible app?
- Updating existing BMS Systems?

Is it Worth it?

Yes. BMS systems are important tools for saving energy, and money!

- Energy Savings projections for traditional “all points” BMS systems averages 30%. [Source](#)
- Energy Savings projections for “monitoring focused” systems are between 10-20%. [Source](#)
- BMS with remote accessibility will prepare your operations for new technology.



Smarter Small Buildings Campaign

Campaign Run by Lawrence Berkeley Labs

- Offers free technical assistance on installing, upgrading, troubleshooting, and optimizing BMS.
- They specialize in buildings under 50,000 sq ft and those with rooftop units, but are not limited to those systems.

Sustainable Jersey is a Campaign Partner

- This means we refer school districts and municipalities to them for free technical assistance.

Small Building Controls Maintenance Success Story

University of California Davis

In 2019, the UC Davis Energy and Maintenance team implemented the maintenance workflow of the h... buildings around campus. This initiative... thermostats with an internet-connecte... allowed for centralized data monitoring through remote interfaces.

The Lab produces guides, case studies, and webinars as well, [which can be accessed on their website.](#)

Quick Facts

Controls Provider:	Pelican
Project Location:	UC Davis
Building Type:	Office, childcare center, lab
Average Building Size:	5,000 ft ²
Total buildings with controls solution:	101
Median energy saved:	28% whole building



Energy Efficiency for Municipal Facilities

Direct Install Updates for Local Governments

Two pathways: Open or Closed Network

Direct Install provides incentives up to 80% of the total project costs for energy efficiency upgrades

New Resources *(coming soon)*:

Direct Install Explainer Guide

Open Network Bid Template

Sign up for webinar on
December 3rd to learn more!





Green Solar Resources





Solar Resources



Overview

Developing a Strategy

Community Solar

On-Site Solar

Off-Site Physical PPA

Virtual PPA

Green Tariff

Large-Scale Renewables Aggregation

Solarize

Overview

This is a detailed guide for cities on the considerations and steps involved for a city to procure different types of renewable energy. The procurement guidance provided here is designed to help city governments effectively and efficiently understand associated processes, tools, and best practices in order to facilitate successful implementation of municipal renewable energy projects. The guidance is broken down into two distinct stages: Developing a Strategy and Executing a Project.

```
graph LR; A[DEVELOPING A STRATEGY] --> B[Community Solar]; A --> C[On-Site Solar]; A --> D[Off-Site Physical PPA]; A --> E[Virtual PPA]; A --> F[Green Tariff];
```

American Cities Climate Challenge RENEWABLES ACCELERATOR

PROCUREMENT GUIDANCE

Guidance Tools & Resources City Actions About

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On-site Solar Request for Proposal (RFP) Template

This on-site solar RFP template is to provide local governments with an easily adaptable RFP. For cities and counties required to use their local government's RFP template, this solar template should be easily transferable to your city or county RFP template.

How RFP processes and documents may need to be updated due to COVID, the American Cities Climate Challenge Renewables Accelerator's 2020 addendum to this [On-site Solar Procurement in 2020 and Beyond](#).

Use or modify this template in whatever way is most helpful (e.g., copy certain lines or your city's mandatory RFP template, or treat the entire document like your draft RFP). Do not cite or plagiarize any of this material.

To use some or all of the text in this document, please follow the directions below: Use the comments on the right as helpful guidelines.

Use Ctrl/Command + H to find "City/County" and replace with your city or just "County."

Replace **bracketed text** with the appropriate language for your project and local context. Use government specific language if utilizing this template as your draft RFP. Delete all comments once your draft is complete.

To update comments, click on the down arrow button on the top left and choose "Update Table of Contents."

Review the entire RFP with your local government's attorney, procurement officer, and other stakeholders.

This template was created using the best practices our team identified in the [DOE Better Buildings Request for Proposal & Procurement Guidance](#) template, NREL's [Request for Proposal for PV Systems for State, City, and Other Entities](#), City of San Diego's On-site Solar PPA RFP, City of Charlotte's Off-site PPA RFP, external on-site solar procurement expertise.

https://cityrenewables.org/overview/ACCC_RA_On-site-Solar-RFP-Template.docx

Given that this material was developed using external sources, the American Cities Climate Challenge (ACCC) Renewables Accelerator team makes no warranties or guarantees about the completeness or accuracy of this information. Any material in this template should be used at your own risk and in your sole discretion and by its use you are acknowledging that the ACCC Renewables Accelerator team shall not be liable for any damages in connection with the use of this template.



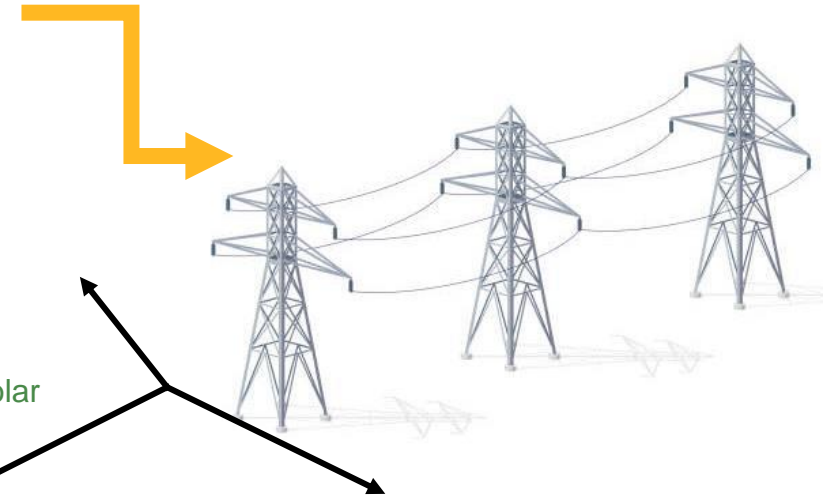
About Remote Net Metering

- For local governments only
- Allows local government to place solar panels at one site but receive credits on the utility bill for another site owned by local government
- Site of the panels and the site receiving the billing credit must be in the same electric utility territory



Top. Municipal facility that can host the solar panels but has limited energy usage

Host site generates solar electricity



Credits shared with other sites



Bottom 1. 2. Other government sites, having high energy usage but unsuitable to host the solar panels, can receive credits from the excess generation at the host site.

Note: All images sourced from Google Images and used for representational purposes only.



Community Energy Planning

➤ Community Energy Plan Grants

- Grant funding from NJBPU – **\$10,000 (\$25,000)**
- Purpose – **Preparing a community energy plan**
- Includes - **Free Technical assistance** and **resources** from Sustainable Jersey

➤ New Community Energy Plan Action – 10 points

➤ Community Energy Plan Implementation Grants

- Grant Funding from NJBPU - **\$\$\$**
- Purpose - **Implementing** projects identified in the community energy plans

Stay tuned! New rounds of grant funding expected soon.





CEP Technical Assistance

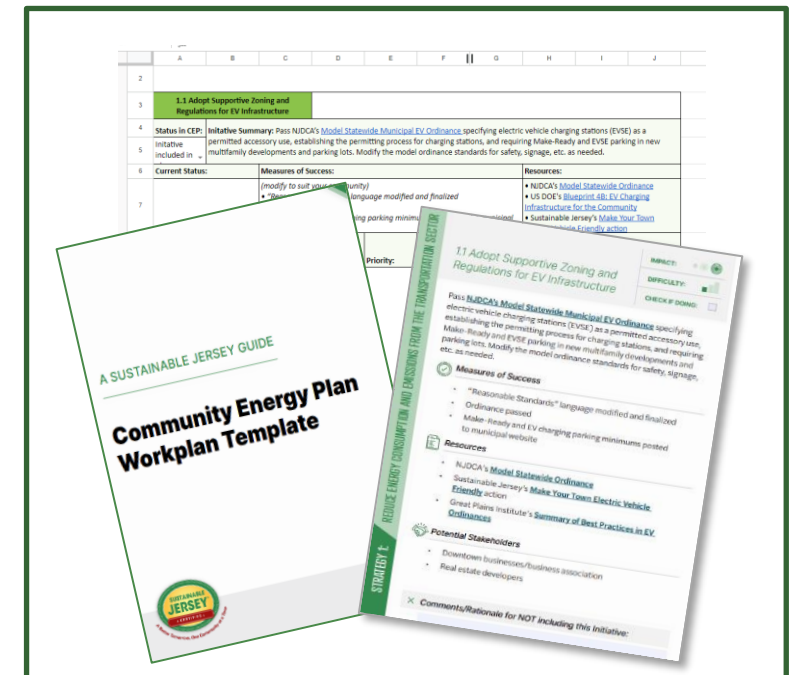
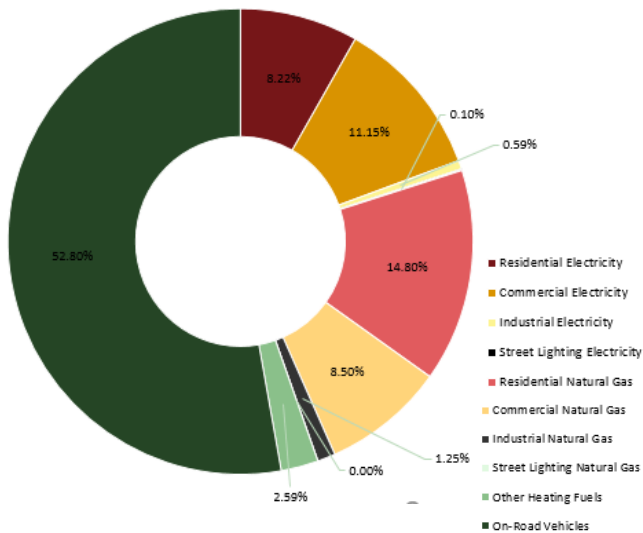
Data Presentation



Resource Investigation



Workplan Template





Sustainable Jersey has provided technical assistance to over 100 municipalities and school districts

Sustainable Jersey Energy Technical Assistance is funded by NJBPU, Elizabethtown Gas, New Jersey Natural Gas, PSE&G, Rockland Electric and South Jersey Gas.

Sustainable Jersey Energy Technical Assistance

- Assistance applying for State and utility energy efficiency incentives
- Energy tracking and management
- Completing energy actions for Sustainable Jersey certification
- Assistance with energy outreach campaigns (PSE&G, NJNG, and RECO)

To request Energy Technical Assistance:

bit.ly/SJEnergyTARequestForm



SJ-PSE&G Energy Efficiency Partnership Program



- Robust SJ staff support for municipalities and school districts to upgrade buildings
- \$2,500 Start-up grant for municipalities
Eligible municipalities are served 100% by PSE&G (exceptions can be granted)
- Grants of up to \$25,000 are available to outreach campaign track participants that have a demonstrated track record of Program engagement.

Program Tracks

- 1) Residential Energy Efficiency Outreach Campaign
- 2) Commercial Energy Efficiency Outreach Campaign
- 3) Technical Assistance for Energy Efficiency in Municipal Facilities



Drop-in Sessions for NJBPU's Urban Heat Island Funding Opportunity

The New Jersey Board of Public Utilities (BPU) has opened a [Urban Heat Island Funding Opportunity](#) to help reduce the urban heat island (UHI) effect in your community. Awards go up to \$1 million for municipalities and up to \$50,000 for community-based organizations (CBOs). If you have questions about this opportunity, attend a drop-in session and speak with NJBPU staff directly.

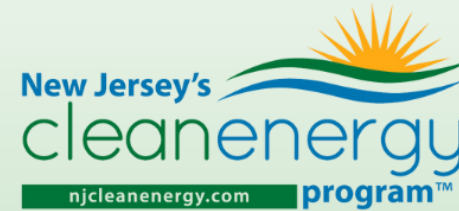
Application deadline is December 15th.

Friday, November 21, 2:00 – 3:00pm [REGISTER](#)

Thursday, December 4, 2:00 – 3:00pm [REGISTER](#)

Sustainable Jersey Underwriters and Sponsors

Program Underwriters



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