SHOW ME THE MONEY:
Learn How to Finance Your Building Upgrades Through Energy Savings

June 24, 2015
• **Overview of Energy actions** in the Sustainable Jersey municipal program & schools programs, with special attention on how ESIPs fit in

• **In-Depth presentation on ESIPS** – specific details on ESIPs and how an ESIP could benefit your school district, municipality, or county

• **Questions and Answers**
# Current Municipal Program Energy Actions

**Recently introduced or updated actions (1Q15).**

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**Municipal Impact On Community Energy Use**

| • Community Carbon Footprint        | • Wind Ordinance             |
| • Climate Action Plan               | • Renewable GEA Program      |
| • HPwES Program                     |                              |
| • HPwES Outreach                    |                              |
| • Direct Install Program            |                              |
| • Direct Install Outreach           |                              |

**Actions introduced in 3Q14.**

| • Make Your Town EV Friendly        |
| • Public EV Chargers                |

[Image of Sustainable Jersey Certification]
4 newly redesigned Energy Efficiency actions:

- Energy Tracking & Management
- Complete an Energy Audit
- Implement Efficiency Measures
- Sustainable Energy Transition Plan

- New design accounts for more efficient sequencing of the various actions and helps with process issues
- Recognizes the variability between municipalities
- New multi-point structure: varies by impact and degree of difficulty
**Concept:** Complete prioritization, financial, and business planning to identify those measures (from those identified in the audit) that will be implemented, and gain formal approval for those projects. Appropriate for larger projects/towns, especially those who would benefit from an Energy Savings Improvement Plan Program (ESIP).

**Points:** Two tier structure depending on plan completeness:

- **10 Points:** Develop a SETP that implements at least 30% of the efficiency upgrades recommended in the audit.
- **Additional 10 points:** for a plan that also addresses conservation, energy procurement (especially RE), and energy resiliency.
- **Develop a SETP that implements at least 70% of the efficiency upgrades recommended in the audit, and includes factors beyond building efficiency (conservation, procurement, renewables, and resiliency).**
synergy - [sin-er-jee]
(noun, plural synergies)

1. The interaction of elements that when combined produce a total effect that is greater than the sum of the individual elements, contributions, etc.; synergism.
Advantage of ESIPs Approach: Synergy

- Effective Insulation
- High Performance Windows
- Tighter Construction
- Tighter Heat and Air Ducts
- Energy Efficient Heating and Cooling
- Efficient Water Use and Water Heating
- Energy Efficient Appliances
- Cleaner, Healthier Facility

Individually, these approaches all have merit. Together, the benefits are **multiplicative** and not simply a sum of their parts.
A. New Financing Mechanism that leverages future savings to offset future costs UPFRONT, leading to viable projects in a tight economy

B. Energy Conservation Measures (ECMs) that complement each other, and from an engineering standpoint are greater than the sum of their parts

C. Support of diversified menu of NJ Clean Energy Program options to tailor ESIP to your particular situation

A + B + C = Benefits? NO!!!

Rather, A x B x C = Benefits
Economic & Environmental Impacts

• Reduced costs over the long term
• Due to the diversified nature of the improvements, ESIPs can offer real resiliency benefits if carefully planned
• Offer ability to address issues that would be overlooked in a straight “payback period” economic analysis for individual ECMs
• Provide a framework for supporting behavioral changes in your facilities that can further potential energy and cost savings
If you have any questions, feel free to reach out to:

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