

Sustainable Jersey Energy Actions

Pathways and Incentives to Financing Clean Energy

Webinar
July 13, 2016

Nancy Quirk
Program Coordinator
Advanced Infrastructure
Sustainable Jersey
quirkn@tcnj.edu
(609) 771-2902



Current Municipal Program Energy Actions

	Climate Planning and Energy Efficiency	Renewable Energy and Advanced Infrastructure	Alternative Vehicles
<i>Municipal Operations</i>	<ul style="list-style-type: none">• Municipal Carbon Footprint• Energy Tracking & Management• Energy Audit• Implement Efficiency Measures• Energy Transition Plan/ESIP• High Performance Buildings	<ul style="list-style-type: none">• On-Site Solar Energy• On-Site Geothermal• On-Site Wind Energy• Purchase Renewable Energy	<ul style="list-style-type: none">• Fleet Inventory• Green Fleet Target• Green Fleet Procurement
<i>Community Energy Use</i>	<ul style="list-style-type: none">• Community Carbon Footprint• Climate Action Plan• HPwES Community Outreach• Direct Install Outreach to Local Business Community	<ul style="list-style-type: none">• Wind Ordinance• Renewable GEA Program• Make Your Town Solar Friendly	<ul style="list-style-type: none">• Make Your Town EV Friendly• Public EV Chargers



Energy Actions in Municipal and Schools Programs

- Define sequence of Energy Efficiency actions
- Allow municipalities/schools to choose most appropriate path
- Recognize variability between municipalities/schools
- Multi-point structure varies by:
 - impact
 - degree of difficulty



NJCEP and Utility Incentives

- NJ Clean Energy Program (NJCEP) incentives
- Utility company incentives may:
 - Complement NJCEP
 - Offer on-bill repayment
 - Offer 0% interest
 - Have programs for local government facilities, local businesses, and homeowners
- Utility and NJCEP incentives included in SJ Action documents





New Jersey's Clean Energy Program

Opportunities for Commercial, Industrial
and Institutional Buildings

Marybeth Brenner

Sustainable Jersey – Pathways and Incentives to Financing Clean Energy

July 13, 2016

NJCEP BACKGROUND



- Administered by the New Jersey Board of Public Utilities
- Funded from “Societal Benefits Charge” on utility bill
- Program Goals:
 - Save energy and lower operating cost
 - Protect environment and lower emissions
 - Change the business mindset

PROGRAM PORTFOLIO



ELIGIBLE SECTORS

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

PROGRAMS

Equipment Rebates:

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

Whole Buildings:

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

Energy Generation:

- Combined Heat and Power (CHP) and Fuel Cells

Audits:

- Local Government Energy Audits



LOCAL GOVERNMENT ENERGY AUDIT (LGEA)

LGEA: OVERVIEW



AVAILABLE TO

- Local governments & schools under Local Public/Schools Contract Laws
- County colleges under County College Contracts Law
- NJ State Colleges or State Universities
- 501(c)(3) Non-profit organizations
- State Contracting Agencies & Public Agencies

INCENTIVE

100% of the audit cost, subject to an annual incentive cap of \$100,000 per entity, per fiscal year. Exceptions possible (up to \$300,000)

LGEA: HOW IT WORKS



- Complete application
- Schedule your audit (no more RFP process)
- Choose among list of recommended, cost-effective energy efficiency upgrades
- Apply for additional incentives from *New Jersey's Clean Energy Program*

LGEA: NEW FEATURES



- No RFP process for audit firm selection
- Ability to re-apply and get another audit done after 3 years.
- Consistency of audit report format/content.
- Follow up re: NJCEP incentive programs and implementation of recommended measures.



NJ SMARTSTART BUILDINGS

SMARTSTART: OVERVIEW



- Two types of incentives for high efficiency equipment installation:
 - Prescriptive Incentives
 - Custom Incentives
- Available to all Commercial, Industrial, Agricultural, Government, Non-Profit and Institutional customers
- Includes New Construction, Rehab and Retrofit projects
- Project pre-approval required for some applications (lighting)
- Incentives up to \$500,000 per electric account and \$500,000 per natural gas account.

SMARTSTART: INCENTIVES



Prescriptive Incentives

- Project Categories:
 - New Construction
 - Renovation
 - Remodeling
 - Equipment Replacement
- Specific incentives and individual applications for Lighting, HVAC, VFDs, Refrigeration, Controls and more.

SMARTSTART: INCENTIVES



Custom Incentives

- Designed for new or innovative technologies proven to be cost-effective and not listed as prescriptive
- Incentives paid for approved projects at the lesser of three values:
 - 50% of project cost
 - Buy down to one year payback, OR
 - \$0.16/kWh, \$1.60/ therm saved in first year
- Projects must have a minimum first year energy savings of 75,000 kWh or 1,500 therms to be eligible.



DIRECT INSTALL

DIRECT INSTALL

- Program is currently on hold
- Next Steps to re-open:
 - ✓ Approval of general program design by BPU
 - ✓ Release of RFPs for contractors and equipment
 - Selection of Contracts for contractors and vendors
 - Approval of all program details

DIRECT INSTALL: OVERVIEW



- A turn-key retrofit program to replace outdated and inefficient equipment
- Lighting, HVAC, Refrigeration
- Open to Small to Mid-Sized Commercial and Industrial facilities with a peak electric demand ≤ 200 kW
- Provides incentives of up to 70% of the installed cost
- Incentives are paid directly to the contractor
 - Customer only pays remaining 30% of installed cost
 - \$125,000 project cap
 - \$250,000 per entity cap

DIRECT INSTALL: BENEFITS



- Turnkey process: participating contractors provide support and process all paperwork
- Minimal cost: Low upfront cost with generous incentives
- Fast turnaround time: Average length of time for job completion, 4-6 months
- Ongoing savings: Projects provide energy savings year after year

A photograph of three people in an office setting. On the left, a woman with brown hair in a ponytail, wearing a white and black striped shirt and a purple scarf, is looking at a document. In the center, a man with grey hair and a beard, wearing a striped shirt, is smiling and looking at the same document. On the right, a woman with long, curly blonde hair, wearing a red long-sleeved shirt, is holding a red pen and pointing at the document. They are all seated at a white table. The background shows an office environment with cubicles, desks, and bookshelves. A blue recycling bin is visible under the table.

DIRECT INSTALL EXAMPLES

HAMILTON TOWNSHIP FIRE DISTRICT #2



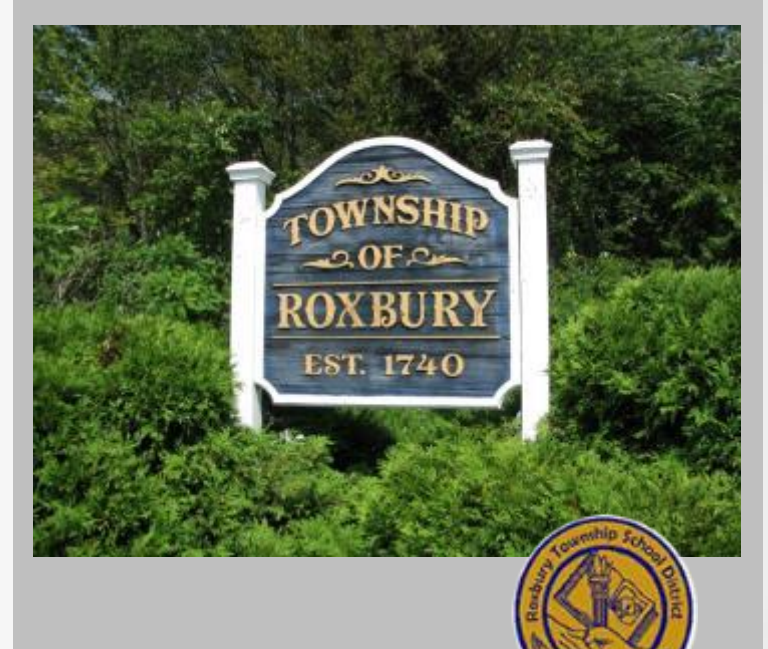
- Municipal Fire Station
- Lighting & HVAC retrofit
- Total Project Cost: \$125,664
- **Incentive: \$87,965**
- **Annual Savings: \$12,961**
- **Payback Period: 2.9 Years**



ROXBURY TOWNSHIP PUBLIC SCHOOLS



- Public Elementary School
- Lighting & HVAC retrofit
- Total Project Cost: \$119,740
- **Incentive: \$83,818**
- **Annual Savings: \$16,229**
- **Payback Period: 2.2 Years**





PAY FOR PERFORMANCE (P4P)

P4P: OVERVIEW

- Comprehensive, whole-building approach to saving energy in existing or new facilities
- Goal: reduce consumption by 15% or more
- Incentives up to \$2 million per project, assuming both gas and electric improvements are made; \$4 million annual entity cap
- Incentives paid in three installments at milestones
- Customer chooses from network of pre-approved participating Partners

P4P: OVERVIEW

- Existing Buildings: Large Commercial, Industrial Institutional and certain multifamily with an annual peak demand in excess of 200kW
- New Construction: Projects with over 50,000 square feet of planned conditioned space
- Eligibility requirements flexible for hospitals, 501(c)(3) non-profits, local government buildings, affordable multi-family housing and public universities and colleges

P4P: HOW IT WORKS



- Projects must create an Energy Reduction Plan
 - Prior 12 month energy use baseline for existing buildings
 - Current energy code baseline for new construction projects
 - Incentive Milestone #1 of up to \$50,000
- Implementation of Project
 - Must finish construction or renovation to qualify
 - New Construction projects must submit an As-Built
 - Energy Reduction Plan to address any changes during construction
 - Incentive Milestone #2 paid to customer

P4P: FINAL PAYMENT

To Qualify for Final Payment:

- For existing buildings, after 12 month of consecutive energy billing submit a post-construction report
- Complete commissioning and a Commissioning Report of new construction projects
- Final Incentive Milestone #3 paid to customer

A man in a light blue shirt is sitting at a desk in a modern office, looking at a Dell monitor. The office has a high ceiling with exposed white beams and large windows on the right side. There are several cubicles with white and grey partitions. A large potted plant is visible in the background. The floor is covered with a patterned carpet. A blue semi-transparent box is overlaid on the bottom left of the image, containing the text "PAY FOR PERFORMANCE EXAMPLES".

PAY FOR PERFORMANCE EXAMPLES



FOR MORE INFORMATION

Visit NJCleanEnergy.com

Call (866) NJSMART

Stay Informed NJCleanEnergy.com/Newsletter

To join the Energy Efficiency listserv

contact the [NJCEP Webmaster](#).



New Jersey Board of Public Utilities **Clean Energy** **Program**

Energy Savings Improvement Program

Michael Thulen
ESIP Coordinator
Pathways and Incentives Workshop

Com, Indust & Local Gov.





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- Absecon Board of Education
- Academy Charter High School
- Academy of the Holy Angels
- Andover, Township of
 - DPW Garage
 - Hillside Barn
 - Hillside House
 - Police Department
 - Town Hall
- Asbury Park, City of
 - Final Report
 - Appendix
 - Appendix (Compressed)
- Atlantic City, City of
- Atlantic City Municipal Utilities Authority
 - High Lift Pump Station
 - Low Lift & Filtration
 - Office
- Atlantic City Public Library
- Atlantic, County of
- Atlantic County Special Services School
- Atlantic County Utilities Authority
- Beachwood, Borough of
 - Community Center
 - Department of Public Works
 - Municipal Complex
- Bellmawr Borough School District
 - Executive Report
 - Bell Oaks Middle School
 - Bellmawr Park Elementary
 - Ethel M Burke Elementary
- Belmar Board of Education

Program Updates

- Program Administration Transition Updates
- Combined Heat & Power and Fuel Cell Program Notice
- Notice of NJ Energy Code Change


Other updates posted.

Program Literature




Applications and Brochures
Download the Latest Program Materials

Success Stories




Roxbury Township Public Schools
Kennedy Elementary Shows its Smarts on Energy Efficiency

Local Govt and Schools



Find out what financial incentives are available today

Business Energy Advisor



Learn more about energy use & savings in your industry

LOCAL GOVERNMENT ENERGY AUDIT



- ▶ List of Energy Conservation Measures
- ▶ Fuel usage for each of the buildings
- ▶ Opportunities in Renewable Energy
- ▶ Grant incentive opportunities
- ▶ Funding mechanisms ESIP

Energy Savings Improvement Program



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Energy Savings Improvement Program

A new State law allows government agencies to make energy related improvements to their facilities and pay for the costs using the value of energy savings that result from the improvements. Under Chapter 4 of the Laws of 2009 (the law), the "Energy Savings Improvement Program" (ESIP), provides all government agencies in New Jersey with a flexible tool to improve and reduce energy usage with minimal expenditure of new financial resources.

Please review the [New Jersey's Clean Energy Program \(NJCEP\)](#) and [ESIP Interaction memo](#) and flow chart for recommendations on when to submit incentive applications to various NJCEP programs relative to the ESIP timeframe.

This [Local Finance Notice](#) outlines how local governments can develop and implement an ESIP for their facilities. Below are two sample RFPs:

- [Local Government](#)
- [School Districts \(K-12\)](#)

All RFPs and final Energy Savings Plan (ESP) must be submitted to the Board for approval at ESIP@bpu.state.nj.us.

The Board also adopted protocols to measure energy savings:

- [Measuring Energy Savings](#)
- [Procedures for Implementation](#)

The ESIP program is designed to provide a flexible tool for all energy conservation and energy efficiency

Program Updates

- [Program Administration Transition Updates](#)
- [Combined Heat & Power and Fuel Cell Program Notice](#)
- [Notice of NJ Energy Code Change](#)
- [Other updates posted.](#)

Program Literature



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and Brochures**
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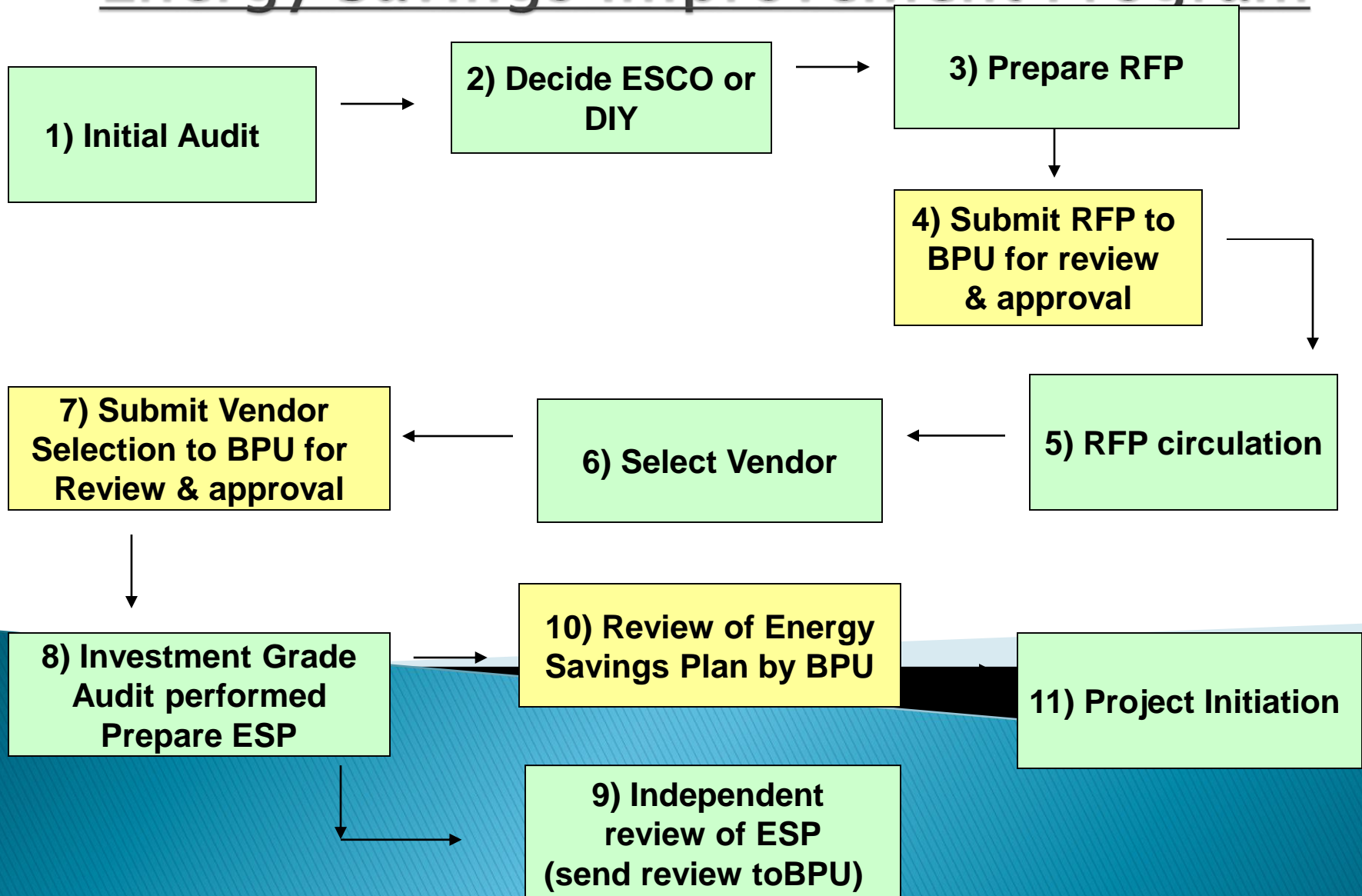
Success Stories



NJ TRANSIT
LED lighting reduces
energy demand,
improves safety & saves
on maintenance costs



Energy Savings Improvement Program





Energy Savings Improvement Program

- 1) Initial Audit
- 2) Decide whether to go forward as an ESCO or DIY project
- 3) Prepare Draft RFP (Boiler Plate Available) / submit to BPU for review
- 4) RFP proposal review by the BPU – completed within 14 days
- 5) RFP circulation – must be in local newspapers and direct notification to all DPMC–approved ESCO's
- 6) Select Vendor / award contract
- 7) Vendor Selection review by the BPU – completed within 14 days
 - Send all Bids to BPU for Reporting
- 8) Investment Grade Audit performed / prepare ESP
- 9) Independent Third Party review of ESP (must send to BPU)
- 10) Review of Energy Savings Plan by BPU – completed within 14 days
- 11) Project initiation
- 12) Measurement and Verification sent to Entity and BPU

Prescriptive Incentives – Prequalified Technologies



- Electric Chillers
- Natural Gas Cooling
- Electric Unitary HVAC Systems & Controls
- Ground Source Heat Pumps
- Gas Heating
- Water Heating
- Lighting Controls
- Variable Frequency Drives VAV Systems or Chill Water Pumps
- NEMA Premium Motors*
- Prescriptive & Performance Lighting*
- Refrigeration Doors/Covers and Controls
- Food Service Equipment

Measurement & Verification 2014



	Entity	Projected Guaranteed Annual Savings	Actual Annual Savings	Percentage Difference
Johnson Controls Inc.	Barnegat School District	\$317,151.00	\$359,411.00	113.32%
	Mercer VoTech	\$1,015,724.00	\$1,126,793.00	110.93%
	Millville School District	\$616,411.00	\$803,820.00	130.40%
	Salem County VoTech	\$529,649.00	\$623,562.00	117.73%
	Wyckoff School District	\$368,277.00	\$403,642.00	109.60%
Honeywell International Inc.	Kearny Township	\$100,604.00	\$122,534.00	121.79%
	Bridgewater/Raritan RSD	\$592,025.00	\$593,612.00	100.26%
	Hanover Twp School Dist.	\$212,168.00	\$218,104.00	102.79%
	Phillipsburg	\$442,341.00	\$521,762.00	117.95%
Ameresco	Franklin Twp	\$99,134.00	\$103,543.00	104.44%
	Somerset Hills	\$345,944.00	\$352,647.00	101.93%
DCO	Manalapan	\$67,021.00	\$78,623.00	117.31%
Constellation	Newark Housing Authority	\$4,212,128.00	\$9,411,792.00	123.45%
		\$8,918,577.00	\$14,719,845.00	113.22%

Methods of Finance



- ▶ Self Funding Bonds
- ▶ Lend Lease Purchase Borrowing

Methods of Revenue



- ▶ Energy Savings
 - Electric, Natural Gas, Heating fuel, Propane
- ▶ Operational Savings
 - Repair savings, replacement savings & manpower
- ▶ Clean Energy Incentives
- ▶ Power Purchase Agreements
- ▶ Demand Response

Power Purchase Agreements





PPA Solar Example



NJ Clean Energy Incentives





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NJ SmartStart Buildings Application Forms

To receive an equipment incentive, you must submit an application for the appropriate type of equipment, and a fully completed and signed accompanying worksheet (for Performance Lighting, Prescriptive Lighting, and Lighting Controls Applications only).

Effective July 1, 2015 pre-approval is no longer required for prescriptive measures, with the exception of prescriptive & performance lighting, lighting controls and custom measure applications. It should be noted that anyone who purchases and installs equipment without approval does so at his/her own risk.






















NEW! You may submit your application online! This method will allow you to track the status of your application, and if you create an account you will be able to link all subsequent applications for ease of tracking, autofill of basic contact information fields on subsequent applications, and copy applications. You are encouraged to set up an account if you will be submitting multiple applications.

[Apply Online Instructions](#)

Questions? Call us at 866-657-6278.

Incentive Applications


Apply for any SmartStart Buildings Incentive Online! [Apply Now](#)

Measure	Electronically Fillable	Printable PDF
Electric Chiller		
<i>Supplemental Measure Worksheet</i>		
Electric Unitary HVAC		
Food Service Equipment		
Gas Cooling		
Gas Heating		
Gas Water Heating		
Ground Source Heat Pump		
Lighting Controls		
<i>Supplemental Measure Worksheet</i>		
Performance Lighting		
<i>Supplemental Measure Worksheet</i>		


Program Updates

- Program Administration Transition Updates
- Combined Heat & Power and Fuel Cell Program Notice
- Notice of NJ Energy Code Change
- Other updates posted.


Program Literature

**Applications and Brochures**
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Success Stories

**Library IV Restaurant**
New Lighting and HVAC equipment for greater savings


Local Govt and Schools



**Find out what financial incentives are available today!**

Business Energy Advisor

**Learn more about energy use & savings in your industry**

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NJ Clean Energy Incentives



Pre-approval prior to installation is required.

Prescriptive Lighting Application - July 1, 2015 through June 30, 2016

Prescriptive Lighting Measures and Incentives

Linear Fluorescent Lighting - New Fixture			
Type of Existing Fixture	Wattage of Existing Fixture	Proposed Fixture	Incentive
HID	> 750 Watts	T-5, T-8	\$150/fixture
HID	400 - 750 Watts	T-5, T-8	\$100/fixture
HID	250 - 399 Watts	T-5, T-8	\$50/fixture
HID	< 250 Watts	T-5, T-8	\$25/fixture
Linear Fluorescent Lighting - Retrofit of Existing Fixture			
Measure		Incentive	
For retrofit or replacement of T-8 fixtures by permanent de-lamping & new reflectors		\$10 per fixture	
<ul style="list-style-type: none">Electronic ballast replacement required for all eligible de-lamped fixtures. Incentives for replacement/retrofit of T12 systems are not available.			
Retrofit or replacement of existing 32 watt T-8 system to reduced wattage (28w/25w 4') (new or retrofit)		\$5 per fixture (1-4 lamps)	
<ul style="list-style-type: none">Requires lamp and ballast replacement.Incentives for replacement/retrofit of T12 systems are not available.			
Induction Lighting Incentives			
Measure		Incentive	
HID (≥100w) fixture replaced with a new induction fixture.		\$70 per fixture	
<ul style="list-style-type: none">Replacement unit must use 30% less wattage per fixture than existing HID system.			
HID (≥100w) fixture retrofitted with induction lamp power coupler and generator		\$50 per fixture	
<ul style="list-style-type: none">Replacement unit must use 30% less wattage per fixture than existing HID system.			

LED LIGHTING INCENTIVES

LED Fixture Categories	
<i>Incentive rate is determined by the approved fixture category per DLC or EnergyStar ®. See Specific Program Requirement #7.</i>	
LED Architectural Flood and Spot luminaires	\$50 per fixture
LED Bollard Fixtures	\$50 per fixture
LED display case lighting	\$30 per display case
LED Fuel Pump canopy	\$100 per fixture
LED High-Bay and low-Bay Fixtures for commercial & industrial Buildings	\$150 per fixture
LED High-Bay-Aisle lighting	\$150 per fixture
LED linear Ambient luminaires (indirect, indirect/direct, direct/indirect, direct)	2' fixtures - \$20/fixture
	3' fixtures - \$30/fixture
	4' fixtures - \$45/fixture
	6' fixtures - \$60/fixture
	8' fixtures - \$75/fixture
LED Linear Replacement Lamps (2' & 4' only)	\$5 per lamp
LED Luminaires for Ambient lighting of interior commercial Spaces (1x4, 2x2, 2x4) - Incentive rates apply to both New fixtures and Retrofit Kits	1x4 LED (new or retrofit kit) - \$15/fixture
	2x2 LED (new or retrofit kit) - \$15/fixture
	2x4 LED (new or retrofit kit) - \$25/fixture
LED Outdoor Pole/Arm-mounted Area and Roadway luminaires (New or Retrofit)	\$100 per fixture
LED Outdoor Pole/Arm-mounted decorative luminaires (New or Retrofit)	\$50 per fixture
LED Outdoor wall-mounted Area luminaires	\$100 per fixture
LED Parking garage luminaires	\$100 per fixture
LED Retrofit Kits for Large Outdoor Pole/Arm-Mounted Area and Roadway Luminaires	\$150 per fixture
LED Refrigerated/Freezer case lighting:	\$30 per 4' fixture
incentive for replacement of fluorescent lighting systems in medium or low temperature display cases	\$42 per 5' fixture
	\$65 per 6' fixture

Key Links



- ▶ Clean Energy Incentives
- ▶ <http://www.njcleanenergy.com/commerical-industrial/home/home>
- ▶ ESIP information
- ▶ <http://www.njcleanenergy.com/commerical-industrial/programs/energy-savings-improvement-plan>
- ▶ Link to the ESIP legislation
- ▶ <http://www.njleg.state.nj.us/2012/Bills/AL12/55.pdf>

- ▶ **Contacts**
- ▶ Mike Thulen / ESIP Coordinator esip@bpu.nj.gov
- ▶ Ed Mercer / State Energy Mgr. esip@bpu.nj.gov
- ▶ Gary Finger / Ombudsman esip@bpu.nj.gov

Sustainable Jersey Energy Actions

Optimizing New Jersey's Clean Energy Program for Local Governments

July 13, 2016

Tony O'Donnell
Economist/Project Director
Sustainable Jersey
odonnela@tcnj.edu
(609) 771-2921



Basic Process Steps

- Select LGU from list
- Profile generated based on TCNJ/NJIT Data
 - Size, building portfolio
 - NJCEP participation history
- Present questions for LGU to address:
 - Energy usage
 - Administrative capacity
 - Etc.
- Present Portfolio Matches



Pathways Matrix

	Quick Implementers	Mid-Range	DIY Bundlers	ESIP
(1) Unimplemented LGEA potential in dollars				
• <\$600K	X			
• \$600K - \$1.5M		X	X	X
• >\$1.5M			X	X=outreach target
(2) Estimated Savings in dollars x # of buildings				
• <\$600K	X			
• \$600K - \$1.5M		X	X	X
• >\$1.5M			X	X
(3) Peak Demand				
• 0 to 200KW	X			
• >200KW		X	X	X
(4) Management preference				
• Low	X			
• Medium		X	X	
• High			X	X

Four Pathways/Profiles

1. Quick Implementers
2. Mid-Range
3. Do It Yourself Bundler
4. Clear ESIP Candidate

Profile for Quick Implementers

Summary of Pathway Characteristics:

- Project Size Less than \$600,000
- No Buildings with Peak Demand >200 kW
- Limited Evidence of Upgrade Opportunities; no LGEA or LGEA with Limited Results
- Limited Administrative Capacity for Complex Programs



Recommended Path for Quick Implementers

1. An LGEA is not recommended.
2. Optimal strategy for these LGUs is effective use of the Direct Install program (with an audit-like walkthrough), probably focusing on lighting upgrades and advanced controls.
3. Encouragement should be provided for simple building upgrades, including weatherization, duct sealing, and simple insulation, and early replacement of aging capital equipment if budget allows
4. However, these “add ons” should not constrain pursuit of the easy upgrades that can be quickly realized through the DI program(s).



Profile for Mid Range

Summary of Pathway Characteristics:

- Project Size Between \$600,000 and \$1,500,000
- Vague or Mixed Evidence of Upgrade Opportunities;
Some Prior ECMs Implemented
- Limited Administrative Capacity for Complex Programs

Recommended Path for Mid Range

1. A simple DI approach is probably inadequate by itself and so other CEP programs are appropriate for consideration.
2. Primary path is therefore completion of an LGEA (if one has not already been done)
3. Consideration of P4P, DI, or equipment upgrades in various combinations.
4. These LGUs are essentially implementing program level measures, without fuller consideration of a more comprehensive (and difficult) upgrade program.



Profile for Do It Yourself Bundler

Summary of Pathway Characteristics:

- Project Size Between \$600,000 and \$1,500,000
- Good Evidence of Upgrade Opportunities; Possible LGEA Showing Unimplemented ECMs
- Strong Administrative Capacity and Appetite for Complex Programs



Recommended Path for Do It Yourself Bundler

1. These LGUs essentially implement an “ESIP Light” without the significant overhead required of the larger ESIP program.

2. Optimal pathway is:

- complete an LGEA if it has not been done already, then
- based on LGEA findings, explore DI, P4P, and equipment upgrade programs.

Profile for Clear ESIP Candidate

Summary of Pathway Characteristics:

- Project Size Greater Than \$1,500,000
- Strong Evidence of Upgrade Opportunities
- Strong Administrative Capacity and Appetite for Complex Programs



Recommended Path for Clear ESIP Candidate

- 1.The optimal path for this segment is a full blown ESIP project with the goal of the most comprehensive upgrade bundle possible.
- 2.An LGEA should be done as a first step (if it hasn't been done already), followed by the ESIP RFP process.
- 3.ESIPs are good fits for larger schools and most counties (or municipal groups if aggregated together), but rarely work for small to medium sized municipalities or smaller “other” entities.



Questions?

- For further information, contact:
- Tony O'Donnell, Economist
odonnella@tcnj.edu or 609-771-2921
- Nancy Quirk, Program Coordinator Advanced Infrastructure
quirkn@tcnj.edu or 609-771-2902

Upcoming Energy Webinars

- *Get Plugged In: Actions and Incentives to Encourage Electric Vehicles*
 - Tuesday, July 19th at 1 pm
 - Learn about NJDEP grant program for EV chargers
 - \$250 Grants for Level 1 charging stations
 - \$5,000 Grants for Level 2 charging stations
- *Sustainable Jersey Solar Challenge*
 - Wednesday, July 20th at 1 pm
 - Learn about the new Solar Challenge
 - \$10,000 award to the winning municipality!

