

CARRIER SUSTAINABILITY SYMPOSIUM

GREG REINERT, Outreach Account Manager (NJCEP)

TIFFANY LEWIS, Outreach Account Manager (JCP&L)

KELVIN ROBERSON, Outreach Account Manager (PSE&G)

ALEXANDER HAVER, Outreach Account Manager (Atlantic City Electric)

New Jersey Energy Efficiency Programs

NJCleanEnergy.com/TRANSITION

NJBPU and NJCEP Administered Programs



- New Construction (residential, commercial, industrial, government)
- Large Energy Users
- Energy Savings Improvement Program (financing)
- State Facilities Initiative*
- Local Government Energy Audits
- Combined Heat & Power & Fuel Cells

*State facilities are also eligible for utility programs

Utility Administered Programs



- Existing buildings (residential, commercial, industrial, government)
- Efficient Products
 - Lighting & Marketplace
 - HVAC
- Appliance Rebates
- Appliance Recycling

NJBPU and Utility Co-Administered Programs



NJCEP Suite of Programs

Energy Efficiency - Existing Buildings

- FREE Local Government Energy Audits
- C&I Large Energy Users
- **New: Higher Education Decarbonization Pilot**
- FREE Income Eligible Residential Upgrades

Energy Efficiency - New Construction

- New Construction (Residential, Multifamily, Commercial & Industrial)

 **Coming soon in 2024!**

New Construction Program (single point of entry)

Distributed Energy Resources

- **New: Combined Heat & Power Feasibility Study**
- Combined Heat & Power
- Fuel Cells

Electric Vehicles

- Light-Duty Residential EVs
- At-Home Charging
- Multi Unit Dwelling Chargers
- Municipal Fleets

Renewable Energy

- SUSi Solar Incentives
- Community Solar
- Offshore Wind

Specialized Programs

- Community Energy Plan Grants
- State Facility Initiatives
- Microgrid Development
- R&D Energy Tech Hub
- Workforce Development



Local Government Energy Audit

Local Government Energy Audit

NJCleanEnergy.com/LGEA

EXISTING BUILDINGS

WHO

Local Government, New Jersey Colleges and Universities, and 501(c)(3) Non-Profit buildings with an average yearly demand >200kW*

INCLUDES
BENCHMARKING

COST

Free

WHY

- Inventory of all energy-consuming equipment and costs
- Comprehensive utility bill analysis
- Facility benchmarking
- Feasibility for solar and combined heat & power
- High level water assessment

INCENTIVE CAP

- \$150,000 per entity (covers most small to large entities)
- \$300,000 per 501(c)(3) hospital**
- \$300,000 maximum cap per entity with ESIP participation**

* May be eligible for a waiver

** Subject to BPU Approval

NJCEP Suite of Programs

Energy Efficiency - Existing Buildings

- FREE Local Government Energy Audits
- C&I Large Energy Users
- **New: Higher Education Decarbonization Pilot**
- FREE Income Eligible Residential Upgrades

Energy Efficiency - New Construction

- New Construction (Residential, Multifamily, Commercial & Industrial)

 **Coming soon in 2024!**

New Construction Program (single point of entry)

Distributed Energy Resources

- **New: Combined Heat & Power Feasibility Study**
- Combined Heat & Power
- Fuel Cells

Electric Vehicles

- Light-Duty Residential EVs
- At-Home Charging
- Multi Unit Dwelling Chargers
- Municipal Fleets

Renewable Energy

- SUSi Solar Incentives
- Community Solar
- Offshore Wind

Specialized Programs

- Community Energy Plan Grants
- State Facility Initiatives
- Microgrid Development
- R&D Energy Tech Hub
- Workforce Development

Commercial & Industrial New Construction



New Construction

NJCleanEnergy.com

C&I
NEW CONSTRUCTION

Any size C&I **new construction** or **gut rehab** project may be eligible for energy efficiency incentives.

New construction/gut-rehab projects must exceed **ASHRAE 90.1-2019**.*



Substantial Renovation (Gut Rehab)

NJCleanEnergy.com

C&I
NEW CONSTRUCTION

NJCEP programs for new construction* include substantial renovation and gut rehabilitation:

- Change of use and reconstruction of an existing building
- Construction work of a nature requiring that the building or portion of the building within be out of service for at least 30 days
- Reconstruction of a vacant structure or a portion of the building within



* A licensed professional architect or engineer must have prepared or certified the building plans

SmartStart Buildings (SSB)

NJCleanEnergy.com

SINGLE MEASURE:
NEW CONSTRUCTION

WHO

New Construction C&I Projects: commercial, industrial, agricultural, government, non-profit institutional, and multifamily customers

SIZE TO QUALIFY

N/A

ABOUT

- Individual high efficiency equipment rebates for new construction, and gut rehab projects
- Prescriptive and custom designed measures

INCENTIVE CAP

- C&I New Construction - \$500,000 per electric account and \$500,000 per natural gas account, per fiscal year
- Custom, lesser of the following:
 - \$0.16/kWh and/or \$1.60/therm saved annually;
 - 50% of incremental installed cost; and
 - Buy-down to 1 year payback based on incremental cost and savings



SmartStart Buildings (SSB)

NJCleanEnergy.com

SINGLE MEASURE:
NEW CONSTRUCTION



PRESCRIPTIVE INCENTIVES

- Electric Chillers
- Gas Cooling
- Electric Unitary HVAC
- Ground Source Heat Pumps
- Gas Heating
- Variable Frequency Drives
- Gas Water Heating
- Lighting/Lighting Controls
- Refrigeration Doors
- Refrigeration Controls
- Food Service Equipment
- Refrigerator/Freezer Motors



CUSTOM INCENTIVES

- New or innovative technologies proven to be cost-effective and not listed as prescriptive
- Project pre and post inspection required

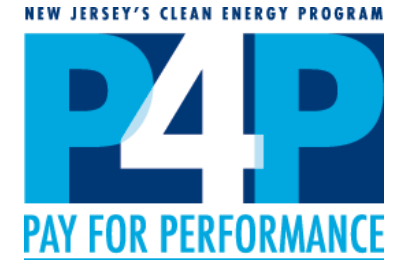
Pay for Performance (P4P)

NJCleanEnergy.com

MID-LARGE:
NEW CONSTRUCTION

WHO

New construction projects seeking one or more energy efficiency measures for each building end use with a minimum 5% savings compared to ASHRAE 90.1-2019 (15% savings for Multifamily).



SIZE TO QUALIFY

Over 50,000 square feet of planned new construction or gut rehab

ABOUT

A pre-approved Participating Partner will streamline the program and guide users through the program phases

INCENTIVE CAP

\$2M per project



Prescriptive and Custom Energy Efficiency Program

For commercial and industrial projects

Costs of these programs may be recovered through customer rates in accordance with New Jersey law. For a complete list of commercial, industrial, residential and low-income energy efficiency programs, please visit energysaveNJ.com.

Full JCP&L Portfolio

- **Prescriptive**
Easy way to install high-efficiency electric equipment across a wide range of technologies and receive quick one-for-one incentives.
- **Custom**
Non-standard, more complex electric energy efficiency measures that are not defined as a prescriptive measure.
- **Instant Discount**
Instant discounts direct from participating distributors for lighting and HVAC.
- **Small Business Direct Install**
- **Energy Management**
- **Engineered Solutions**

Prescriptive vs. Custom



*fixed incentive
based on the
equipment list*

Prescriptive

Install high-efficiency eligible electric equipment across a variety of technologies including:

- Refrigeration Doors, Covers, Freezer Motors
- Electric HVAC
- Controls
- Lighting and Lighting Controls
- Food Service Equipment
- Variable Frequency Drives
- Ground Source Heat Pumps
- More!



*incentive based
on annual
energy savings*

Custom

Incentives are available for:

- Compressed Air (excluding maintenance or repair for air system leaks)
- Refrigeration
- HVAC
- Building Optimization
- Process Improvements
- Custom Lighting Projects
- More!

Custom Program



The Custom program is designed for projects that do not fall under the Prescriptive program.

- Custom projects are typically multi-measure or optimization solutions for which customers earn performance-based incentives using \$/kWh
- Pre-approval is required for all incentives before any equipment is purchased or installed. Incentives are calculated based on annual kWh savings.
- Custom incentives are not available where a prescriptive incentive is available

Instant Discounts Program: Overview

For smaller scale projects, customers or contractors have an option to purchase specific pre-qualified lighting and HVAC from participating JCP&L distributors at a discounted “incentive” price.



Instant Discounts Program Benefits:

- Eliminates application for the customer
- Minimum customer price of \$1.00 per product

Instant Discounts Program:

HVAC



HVAC products eligible for instant discount must be purchased from a participating distributor

- Instant HVAC discounts are available for unitary air conditioners and heat pumps, split or packaged air source heat pumps, and packaged terminal air conditioners and heat pumps

Prescriptive Eligibility Pathways

**Installed in the
past 180 days**



You may apply for incentives no later than 180 days after project completion (installed and operable) if it did not receive pre-approval

Not yet installed

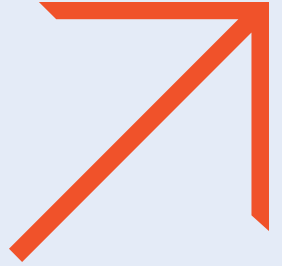


**Submit for
pre-approval**

Today

Small Business Direct Install Program





Small Business Direct Install (SBDI) Program

- Comprehensive, cost-effective, energy-efficient measures—cut energy costs by as much as 30%
- Businesses repay as little as 20% of the total project cost—interest-free—over 60 months with on-bill repayment on their PSE&G bill (or in one lump-sum payment, if preferred)

Eligibility

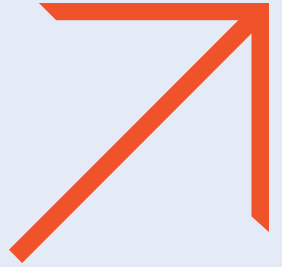
- Eligible businesses must have 12-month individual facility electricity average peak demand of less than 200 kW
- All SBDI projects can only be performed by PSE&G-approved SBDI-certified Trade Allies, and incentives are paid directly to the Trade Ally

Addresses more comprehensive energy efficiency improvement measures, while providing greater incentives and expanded Trade Ally support

Attractive SBDI-certified incentives



... and generally, with **faster payback!**



UEZ/Nonprofit Direct Install Program

- Vendors listed below can exclusively serve all government, nonprofit, and small business customers located in towns within Urban Enterprise Zones (UEZs).

Vendor Name	Counties Served	Contact Information
Tri-State Light & Energy (TSLE)	Essex, Mercer, and Union	pseenergy saver@TSLE.com 610-789-1900
Facility Solutions Group (FSG)	Bergen, Hudson, Somerset, Camden and Ocean	psegdirectinstall@fsg.com 888-963-7465
Donnelly Energy	Hunterdon, Middlesex, Morris, Passaic, Burlington, Gloucester and Monmouth	JAvallone@donnellyenergy.com 862-400-2838

A separately run PSE&G Direct Install Program—is reserved for projects located in Urban Enterprise Zones, and for nonprofits, government, and municipal buildings

Notes from the field

Case study: medium SBDI project

- Local community center utilized SBDI Program
- Installed HVAC RTUs to optimize heating and cooling
- Included economizers, DCV, and thermostats
- Project cost: \$96,750
- Incentive received: \$77,400
- Balance of project cost after incentive: \$19,350
- Customer deposit covered through OBR: 100%

*... the incentive covered **80%** of project costs!*



5

Energy Management Program

Overview

- The program consists of four offerings to help C&I customers implement energy efficiency measures and identify opportunities for energy productivity savings.
- This program is designed to develop a culture of continuous improvement in facilities where energy use constitutes a significant operational cost.
- Commercial Customers are eligible for the following offerings:
 - HVAC Tune-Up
 - Full Building Tune-Up (RCx)
 - Monitoring-Based Commissioning (MBCx)



Offerings Overview



HVAC Tune-Up connects customers with qualified providers to re-tune various types of electric HVAC equipment



Full Building Tune-up is a retro-commissioning (RCx) program designed to re-tune existing mechanical, electrical, and thermal systems



Monitoring-Based Commissioning (MBCx) uses monitoring software paired with the building's energy management system to optimize energy performance and efficiency

Eligibility: Equipment

- The HVAC unit must be between 3 and 20 tons
 - Eligible units must not be included under a standing maintenance contract and must not have had a tune-up in the last three years
- Eligible Types:
 - Central HVAC Systems (air-cooled packaged, split systems, or air-source heat pumps)
 - Mini-Splits
 - Packaged Terminal Units
- All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure
- Expected services include general checks (e.g., change air filter, repair insulation), coil cleaning and refrigerant charge



Equipment Incentives

Unit Type	Incentive Rate
Single Compressor Units	\$175/unit
Multiple Compressor Units	\$250/unit
PTAC, PTHP or Mini-Split	\$75/unit

Incentives are capped at 100% of the tune-up cost, applied at the unit level



Full Building Tune-up (a.k.a. Retro-commissioning “RCx”)



RCx Overview

The retro-commissioning (RCx) program is designed to re-tune existing mechanical, electrical, and thermal systems

Eligibility

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is highly recommended
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

Monitoring-Based Commissioning (MBCx)

MBCx Overview

Monitoring-Based Commissioning (MBCx) uses monitoring software, with fault detection & diagnostics “FDD” capabilities, paired with the building’s energy management system to optimize energy performance and efficiency

Eligibility

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is required
- Customer must agree to install eligible MBCx software with Fault Detection and Diagnostics (FDD) with a monitoring service contract of at least 18 months
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

5

Engineered Solutions Program

Overview

The program provides comprehensive energy efficiency solutions to public service C&I customers

- Qualifying public service customers receive:
 - Investment grade energy audit
 - Incentives to offset measure cost
 - Equipment design services for selected upgrades
 - Bid and construction administration
 - Commissioning and M&V of installed equipment



Who's Eligible?

All existing public service facilities in ACE territory:

- Hospitals and medical facilities
- Municipalities
- Schools, colleges and universities
- Nonprofits
- Multifamily



Financing Options



PSE&G customer resources

Interest-free on-bill repayment (OBR) option

- On-bill repayment is available for all Prescriptive, Custom and SBDI project costs, inclusive of equipment and labor
 - Includes, but is not limited to, energy-efficient lighting, refrigeration, heating and cooling equipment, and more
 - All types of businesses, nonprofits, and municipalities are eligible
 - Must be eligible for program incentives to qualify for OBR
- Repay balance of project cost on PSE&G bill
 - No maximum limit for OBR, but extra requirements for over \$1M
 - Interest-free repayment term of 60 months
 - No application fee
- OBR eligibility assessed using Experian Financial Stability Risk (FSR) Score

*Makes energy efficiency **more affordable!***



Commercial Energy Efficiency Financing

JCP&L 0% financing
from NEIF



- **Rate:** 0%
- **Repayment:** 3- or 5-year terms available
- **Amount:** \$2,500 minimum. Maximum financed amount varies based on program. Financed amount is net of program rebate.
- **Eligibility:** Work must qualify for a JCP&L rebate. Work must be performed by a NEIF-Approved Contractor
- **More Info:**
<https://www.neifund.org/jcpl-commercial/>

Atlantic City Electric Commercial Financing

Rate	0%
Repayment	1 – 5 year terms available
Amount	<ul style="list-style-type: none">• \$2,500 minimum.• \$75,000 maximum for SBDI projects. \$250,000 maximum for all other programs.• Financed amount is net of program rebate.
Eligibility	<ul style="list-style-type: none">• Work must qualify for an Atlantic City Electric rebate• Work must be performed by a NEIF-Approved Contractor
More Info	Learn more at: www.neifund.org/atlantic-city-electric-commercial-financing/



Online Financing

easy-to-use financing tools deliver NEIF's simple, transparent, and fast financing options, on-demand reporting, and more.



Sales Support

NEIF provides expert sales support to close deals. NEIF ensures the finance process runs quickly, efficiently, and effectively.

Thank You



Greg Reinert
Project Manager
GReinert@trccompanies.com
732-770-9466



Kelvin Roberson
Energy Efficiency Adviser
kroberson@trccompanies.com
973-221-3348



Tiffany Lewis
Outreach Account Manager
TLewis@trccompanies.com
908-307-8202



Alexander Haver
Outreach Account Manager
AHaver@trccompanies.com
445-289-3286