

New Jersey's Clean Energy Program
Pay for Performance
Partner Conference Call Minutes

September 25th, 2013 10:00-11:00am (EST)

Conference Call:

Call-in #: **888-330-1716**

Access Code: 6415751

1. Program Statistics

A. Application Status EB & NC:

- i. 518 projects submitted to date
 - 283 approved
 - 8 are under review
 - Remaining are expired/rejected.

- ii. Applications Approved by Building Type:
 - Multifamily (Market & Affordable) – 83
 - K-12 Schools – 91
 - Commercial Office Space – 30
 - Medical Centers/Hospitals/Nursing Homes – 18
 - Colleges/Universities – 14
 - Industrial/Manufacturing – 15
 - Municipal Government Buildings- 6
 - Warehouses/Storage – 7
 - Supermarkets – 6
 - Water Treatment Plants - 4
 - Hospitality/Casino/Convention – 2
 - Sports/Recreational Facilities – 3
 - Datacenter – 2
 - Religious Institutions – 2

B. ERP Status

- i. 233 EB ERPs submitted
 - 147 approved
 - 2 at AEG/BPU for final approval
 - 59 under review
 - 23 expired/cancelled/rejected

- ii. 12 NC Draft ERPs submitted
 - 11 approved

- 1 rejected
- iii. 28 NC Proposed ERPs submitted
 - 19 approved
 - 9 under review
- C. Installations
 - i. EB: 102 Installation Reports received
 - 91 of which have been Approved for 2nd incentive
 - 1 rejected
 - Remaining under review/out on post-inspection
 - ii. NC: 5 As-Built ERPs submitted
 - 1 approved
 - 1 at AEG for final approval
 - Remainder under review/out on post-inspection
- B. Post-Retrofit Verification (EB) or Cx Reports (NC)
 - i. 25 Post-Retrofit reports received.
 - 15 approved.
 - Remaining under review.
 - ii. 5 CxReports received – part of the As-Built submittals above.

2. General Announcements

- A. FY 2014 Program:
 - i. CHP/FC
 - July 1, 2013 release of new program has been delayed. All projects on hold until further notice.
 - Anticipate resolution by October 16th BPU Board meeting.
- B. Future program administrator – BPU/Treasury awarded bid. No information yet on transition plan. Programs are proceeding as usual.

3. P4P Announcements

- A. P4P New Construction
 - i. Announcement made recently about installation timing:

- Applications received July 1st 2013-June 30th, 2014: PRE-INSTALLED MEASURES – Pre-approval of the Proposed Energy Reduction Plan (ERP) is required for all projects. A Proposed ERP must be approved by the program and an approval letter sent to the customer in order for incentives to be committed. In the event that a project needs to start construction prior to the Proposed ERP approval letter being issued, Market Manager will conduct a pre-inspection of the site. Measures installed prior to pre-inspection of the facility shall not be included as part of the Proposed ERP scope of work and will not be eligible for incentives. Measure installation undertaken prior to Proposed ERP approval, but after pre-inspection, is done at the customer's own risk. In the event that a Proposed ERP is rejected by the program, the customer will not receive any incentives.
 - Applications received prior to July 1st, 2013: PRE-INSTALLED MEASURES – Measures installed prior to the Proposed Energy Reduction Plan approval date can NOT be included in the Energy Reduction Plan work scope, will not count towards the 15% performance requirement, and will not receive Program incentives. Above policy on pre-inspection may be retroactively applied here pending Market Manager approval.
- ii. All pre-inspections requests must be filed through the Market Manager (through myself or P4P@trcsolutions.com) and require that a Proposed ERP, or at least a draft Proposed ERP, be submitted on which to base the inspection.
 - iii. If you find that your project cannot meet either of these policies (depending on date of application submitted) please be prepared to receive a rejection by the program and file an appeal with the Program Coordinator at issues@njcleanenergy.com
- B. Partner Training
- i. New Partner training/orientations will be scheduled for end of October/beginning of November. Also open to existing partners as refresher, or for Existing Buildings partners that want to certify in New Construction (and vice versa).
 - ii. Orientation will likely take place within the Woodbridge, NJ area.
 - iii. Email and LinkedIn announcement will be sent out once dates are set.

4. Reminders

A. Linkedin:

- i. “NJ Pay for Performance Partner Network” group has been established on LinkedIn to facilitate communication between partners.
- ii. If you are not yet a member, please search for the group and request to join. You must register for a free LinkedIn account first at www.linkedin.com

B. Partner Portal:

- i. <http://www.njcleanenergy.com/p4p-portal-login>
- ii. Case sensitive password is: **tRP47px**

C. Cooperative Marketing

- i. Email and announcement made on 8/7/13 of Coop funds available for Pay for Performance partners.
- ii. Application and instructions available on partner portal. Pre-approval of design and medium required.

D. FYI: Website offers on-line training in various energy simulation tools and other related certifications. Also offers energy modeling consulting on building simulation. Fee involved, see website for details: <http://energy-models.com/training>

5. Q&A

- A. Forward all future questions and points you’d like to discuss to P4P@trcsolutions.com

Q: Are you aware of any new CHP incentives outside of what NJCEP offers?

A: No, I’m not aware of anything in detail. I would recommend joining the CHP Workgroup to make sure you are aware of any future funding. You can sign up here:

Q: The program requires that the ERP be approved or at least a pre-construction site inspection be performed before any measures are installed, does that only apply to measure in the ERP? What about subgrade insulation?

A: Yes, that requirement only pertains to measures in the ERP. If you know you’ll be starting work on anything before the ERP is approved make sure you contact us for a pre-inspection first.

Q: For a P4P Existing Buildings project we are going to be replacing lighting within apartments of a senior living facility. What arrangements need to be made for the inspector?

A: The inspector will need access to several apartments in order to perform spot checks. The purpose is to make sure that what is listed in the ERP accurately reflects what is in the building. You can show the inspector vacant apartments, or make arrangements with the super/landlord to gain access to a few ahead of time. Please make sure this is discussed with the inspector when s/he calls to schedule the site visit.

Q: We are working on an ERP for Burlington Coat Factory and were wondering what the turnaround time was for ERP reviews?

ERP Rev0 averages 2-3 weeks in review.

- Subsequent Revisions average 1-2 weeks.

ERPs with Incentives ≤ \$500,000 are approved by TRC and AEG (QC consultant) through random selection.

- Add 2weeks if AEG select file for QC.

ERPs with Incentives > \$500,000 are approved by TRC, AEG, and BPU

- BPU meets monthly to review projects -- add 3+ weeks depending on BPU schedule.

Next Partner Conference Call will be
Wednesday, October 23rd, 2013
10:00-11:00am (EST)