

**New Jersey's Clean Energy Program**  
**Energy Efficiency Committee Meeting**  
**December 7, 2010 9:30 to 12:00 noon**

Location:

Conservation Services Group, 75 Lincoln Highway, Suite 100, Iselin, NJ

Attendees:

Gary Minkoff, Above and Beyond Marketing  
David Holland, Honeywell  
Kwesi Daniels, NJHMFA  
Steve Hambric, Opower  
John Connors, SJMCA  
Elizabeth Teng, BPU  
Rick Marx, EAM  
Linda Wetzel, AEG  
Owen Hyland, AEA  
Scott Hunter, BPU  
Joe Carpenter, NJDEP  
Angelo Cristofolo, Air Group LLC  
Rachael Fredericks, PSEG  
Brian Dolan, Intellidyne  
Brian Bovio, Bovio A/C  
Jill Sherako, EHCC  
Don Swift, CSG  
Maria Grazul, CSG  
Kim Hoff, CSG  
Tom Pecora, Honeywell  
Barb Pierce, NJEDA  
Bruce Grossman, SJG  
Sam Valora, SJG  
Randy Solomon, Sust. Jersey./TCNJ  
Danielle Heise, TechniArt  
Mona Mosser, BPU  
David Wolk, Honeywell  
Scott Markwood, RECO  
Joe Gennello, HW  
Janja Lupton, CSG  
Anne-Marie Peracchio, NJNG  
Bob Kudrick, NJNG  
Deane Evans, NJIT  
Mike Winka, NJBPU  
Mike Ambrosio, AEG  
Roger Kliemisch, TRC  
Brian Deluca, TRC  
Vicky Schmidt, TRC

By Phone:

Colleen Makowiecki, First Energy  
John Donohue, Fuel Merchants Assoc.  
Dawn Chaplin, Honeywell  
Alice Napoleon, Rate Counsel

## **Program Coordinator and Regulatory Updates**

Presenters: Mike Winka, Mona Mosser and Mike Ambrosio

### **Updates on Filings, Board Orders and Regulatory Items**

- The Board met yesterday (12/6) and approved the 5<sup>th</sup> extension of the budget and the movement of dollars to balance HVAC program. The approval of the 2011 programs and budgets will be ready by the end of the week (12/9).
- \$319.5M new funding for 2011 when you take out est. commitments for end of year. \$284M less commitments for projects for 2011, includes reduction of \$77.5M for state utility bill. We need to figure out when changes take place.
- The budget for 2011 is currently an estimated budget. Once we are at the end of the year, we will have an actual expense, and the "true-up" budget will make up the difference between what was estimated and what is known. Sometime in February or March there will be extra money because it does not look like we are going to spend as much as estimated.
- The compliance filings and budgets were modified slightly, and will be posted on the website by the end of the week (12/9).

### **NJCEP Transition Position Paper**

- The comment period ended Friday. Comments are under review and there will be a proposal issued in January. A draft of the Energy Master Plan will be issued prior to the end of the year and the transition will support the EMP.

### **ARRA Activities**

- With the EECBG changes recently approved by the Board, we still have to figure out the DI side (Who is eligible for EECBG phase 2 and when? What happens if they are in the middle of a project or at a certain point). Funding through SEP ARRA still has to be approved by DOE and the Board.
- Regarding SEP we should be at 100% obligated and on our way to spending. A meeting is set up for December 13<sup>th</sup> with DCA to talk about weatherization and partners. Then it will circle back with the Department of Energy.

### **2011 Programs and Budgets**

#### **C & I Customer Self-Directed Investment Pilot Program**

- We are looking to develop a pilot for large industrial energy users. The Board has approved the concept and a proposal will be developed by TRC for review by OCE staff. When the proposal is developed it will be presented at a future EE meeting.

### **Utility Updates**

#### **Bruce from South Jersey Gas**

- SJG is working with the various departments to carry unspent funds from 2010 to 2011, and to carry over the programs. A request was filed in early November, and it will be on next week's agenda.

#### **Ann-Marie and Bob from NJNG**

- NJNG is development program enhancements for January launch.
- The enhanced rebate is really taking off, with about 1,000 audits scheduled. They anticipate a total of over 5,000 audits by the end of the year.
- Currently they are scheduling 30-40 audits a week more than they can handle and they are hiring firms to help them keep up.
- NJNG is looking to hire contractors to work on the seal up for customers who do not go through Home Performance (about 1.5 out of 10 goes to Home Performance).

### **Scott from Rockland**

- They are looking to get approval with no budget increase.

### **Elaine and Rachel from PSE&G**

- There are about 6,000 customers in step 2 of Whole House Program.
- On Direct install side, installed 325 projects for small business market.
- On municipal side of DI 159 projects have been completed.

### **Residential Program Updates**

Presenters: Honeywell Team

### **2010 Program Results**

- They are expecting to see a decline in Cool Advantage application flow, but it has remained high over the last few months.
  - Room air conditioners are at about 11,000 units now and will not be offered in 2011.
- Energy Star Washers have completed over 27,000 Units. It will continue in 2011, with a slightly reduced similar program goal.
- Dehumidifier's have 500 apps still in progress, and this will not be carried into 2011.
- For Large Appliance Recycling, about 18,000 have been scheduled for pickups to date. 14,700 have made it through the process to funding. This will be carried over to 2011.
- Regarding residential new construction, a large number of the projects that are being enrolled are expired projects that are in the process of re-upping. The bulk of the new sign-ins for the last month are renewals.

### **2011 Programs**

- The products categories, those that are carried forward will be seamless and move without a delay. We will accept old applications.
- For HVAC we will be notifying the contractor community that the transition will be put in place 30 days after the notification.
- New Construction will have a 60 day notification to the builder community.
- Home Performance will be ready to go possibly even sooner.

### **Home Performance with Energy Star ARRA**

- Overall we are not seeing much uptake right now. Not many new approvals coming in.
- The customers are hard to get a hold of to schedule inspections. CSG is looking to institute a policy of five contact attempts, and then sending them a delinquency postcard.
- We are looking to hold webinars for the contractors on the program changes. When the program starts on January 2, 2011, we will have staff available to help. Also, software webinars will start.
- All new incentive levels and program changes will be in effect January 2, 2011
- Notice will need to be sent before the end of the year, to contractors and everyone. This will need to be posted on the website.
- We have already talked to HMFA about the changes for this coming year.
- The phone issues are being addressed. When you call the regular number, it will be better fit as sorted into one specific line with one person, and if that person is not present, it will be sent to voicemail. Better customer service will be provided to our customers so they can reach one person as opposed to a machine.

## **Commercial and Industrial Program Update**

Presenters: TRC Team

### **2010 Program Results and 2011 Programs**

- Local Government Energy Audit Program has exceeded their goal. TRC is seeing customers move to Direct Install so they can access their Block Grants.
- Projects are being completed on a much quicker pace now.
- With the TEACH program, commissioners have requested we add something in to add to the Sustainable Jersey Contract for the curriculum development. We have to find a more cost effective way of doing this as it is way too costly.
- The Direct Install Peak Demand was reduced from <200kW to <100kW to target the smaller customer that the program was initially intended for. The compliance filings states that they can go out and re-bid the contractors.
- The Pay for Performance program adjusted the incentive payout schedule. It was 60% upon completion and the remaining 40% after the actual results. It is now going to be 50% upon completion and the remaining 50% after the actual results.
- The Pay for Performance partners will not stay in the program now if they are not active. This is to make sure that we have good partners for the customers coming in.
- New construction P4P customers with building permits applicable to ASHRAE 90.1-2004 will be exempt from the ASHRAE 2007 building codes.
- January 2, 2011 is the target date for all of the program changes
- When Custom Applications come in, there sometimes is more than a year that goes by. There is no set process or regulation for us to give the application back to the customer and tell them to come back when they are actually ready. Now TRC has a notice on the website stating that if the project is not completed by a certain date, the application will be cancelled. We need to find a point where we need to cancel the applications and tell the customers that they need to re-apply under the new rules, and we need to document this specific process.
- With EECBG, as we move from 2010 to 2011, the people that may have come in at the end of December need to be decided if they will receive priority. Need to settle on the results of the First-Come-First-Serve Process.
  - Example: A customer submits an application in late December with their Block Grant, and is assigned to a contractor. This application goes in front of the Town Council (which can potentially take a few weeks), then we do the assessment and generate the scope of work, and finally do a walk through. This would be far into January, and in the mean time we will be receiving applications in the beginning of January for the First-Come-First-Serve process. That original application may not have any spots available, and a set standard process for this transition needs to be discussed.
  - The Board approved the First-Come-First-Serve, and we need to have a soft number on what will be carried over.
  - There is an option of possibly delaying a month, and not have any customer able to submit an Application until February 1, 2011. We need time to get a better sense on what application we will have before it is opened up for the First-Come-First-Serve process. We also need to figure out when to put a notice up for the second round to start.

### **Other Business, Next Meeting**

Date for next meeting will be January 11<sup>th</sup>, 2011.