

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

January 22, 2014 10:00-11:00am (EST)

Conference Call:

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

Access Code: **4502707**

1. Program Statistics (through 12/31/2013)

A. Application Status EB & NC:

i. 553 projects submitted to date

- 305 approved
- 5 are under review
- Remaining are expired/rejected.

ii. Applications Approved by Building Type:

- Multifamily (Market & Affordable) – 86
- K-12 Schools – 105
- Commercial Office Space – 31
- Medical Centers/Hospitals/Nursing Homes – 18
- Colleges/Universities – 14
- Industrial/Manufacturing – 15
- Municipal Government Buildings- 6
- Warehouses/Storage – 9
- Supermarkets – 6
- Water Treatment Plants - 4
- Hospitality/Casino/Convention – 2
- Sports/Recreational Facilities – 3
- Datacenter – 2
- Religious Institutions/Non-Profit – 3
- Distribution Center- 1

B. ERP Status

i. 236 EB ERPs submitted

- 154 approved
- 10 at AEG/BPU for final approval
- 40 under review
- 27 expired/cancelled/rejected

ii. 12 NC Draft ERPs submitted

- 11 approved

- 1 rejected

iii. 34 NC Proposed ERPs submitted

- 21 approved
- 2 at AEG/BPU for final approval
- 10 under review

C. Installations

i. EB: 109 Installation Reports received

- 103 of which have been Approved for 2nd incentive
- 4 rejected
- 2 Remaining under review/out on post-inspection

ii. NC: 9 As-Built ERPs submitted

- 2 approved
- Remainder under review/out on post-inspection

B. Post-Retrofit Verification (EB) or Cx Reports (NC)

i. 31 Post-Retrofit reports received.

- 19 approved with savings generating 3rd incentive
 - a. Some meet or exceed projected savings, others slightly below.
- 2 to be closed out with \$0 for 3rd incentive
 - a. Actual savings below 15% threshold or significantly below projected savings.
- Remaining under review.

❖ **Note on P4P EB Incentive #3:** Incentives #2 and #3 are intended to act as a single performance incentive that is split in order to provide up-front financial assistance in implementing the project. The Savings Verification Tool's main purpose is to "true-up" this performance incentive in the post-retrofit period by throttling incentive #3 so that the total performance incentive (i.e. #2 and #3) is in compliance with P4P's incentive structure.

ii. 8 CxReports received – part of the As-Built submittals above.

2. General Announcements

A. Tax Clearances:

- i. As of October, all tax clearance certificates are good for 180 days (revised from 90 days).

- ii. Division of Taxation has requested that all inquiries about the status of clearance applications be done through the customer/entity (not contractor or third party).

B. FY 2014 Programs/Changes:

- i. P4P NC Installation Policy Approved specifically as follows:

“Pre-inspections, as outlined in the current policy, will no longer be performed. Projects may complete construction on their own timeline with the understanding that any measures installed prior to approval of the Proposed ERP are done so at the project’s risk. In the event that the equipment selected does not qualify for an incentive, it will be removed from the Proposed ERP and no incentives will be paid for that equipment. To avoid “old” projects entering the program (i.e. buildings completed prior to applying for the program), invoices for qualifying measures cannot pre-date the initial application receipt date by more than 6 months. This will be verified through (a) proposed timeline outlined in the initial application and (b) dates on invoices collected at construction completion.”

This basically means that if a new construction project begins work prior to Proposed ERP approval due to requirements of their construction timeline, they will not necessarily void their participation in the program.

- ii. P4P Existing Buildings: Market Manager may grant up to additional 12 months extension for Savings Verification (revised from 6 months). Any further extensions must be requested through Program Coordinator (issues@njcleanenergy.com)

3. P4P Announcements

A. P4P Existing Buildings Tools:

- i. Please make sure to use the latest version of the ERP Tables available on Partner Portal for all current projects. (Partner Portal link in agenda item 4 below).
- ii. Model Calibration and Savings Verification Tools have been uploaded to the Partner Portal. These tools now accept utility bills through **12/31/2013**.
 - Automatic functionality in the Etracker tab---additional instructions have been included in this tab to allow you to automatically extract coefficients from Etracker into the Etracker tab. This should help eliminate user entry errors, which often cause problems when calibrating data.
- iii. Status of update to P4P EB tools and documents:
 - Finalizing and testing new version of ERP Tables. Will then update ERP Report and corresponding documents to match.
 - 90% complete with Program Guidelines update.

Q: In past meetings it was discussed that the ERP report process would be simplified. Is this still the case?

A: Yes, the intent is still to only require the ERP Word/PDF report at the end of the review process. We are also working to minimize the amount of information in the ERP Word document, as well as auto generate it based on final ERP Excel Tables (which will act a primary submittal document that undergoes review).

Q: Is there timing for the P4P NC updates?

A: At this point we will likely begin the effort of updating the P4P NC forms and documents in September 2014.

4. "In Every Issue"

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@njcleanenergy.com

Next Partner Conference Call will be
Wednesday, February 26th 2014
10:00-11:00am (EST)