



Local Government Energy Audit: Energy Audit Report



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Barron Arts Center

Township of Woodbridge

582 Rahway Avenue
Woodbridge, NJ 07095

April 26, 2018

Final Report by:
TRC Energy Services

Disclaimer

The intent of this energy analysis report is to identify energy savings opportunities and recommend upgrades to the facility's energy using equipment and systems. Approximate savings are included in this report to help make decisions about reducing energy use at the facility. This report, however, is not intended to serve as a detailed engineering design document. Further design and analysis may be necessary in order to implement some of the measures recommended in this report.

The energy conservation measures and estimates of energy savings have been reviewed for technical accuracy. However, estimates of final energy savings are not guaranteed, because final savings may depend on behavioral factors and other uncontrollable variables. TRC Energy Services (TRC) and New Jersey Board of Public Utilities (NJBPU) shall in no event be liable should the actual energy savings vary.

Estimated installation costs are based on TRC's experience at similar facilities, pricing from local contractors and vendors, and/or cost estimates from RS Means. The owner of the facility is encouraged to independently confirm these cost estimates and to obtain multiple estimates when considering measure installations. Since actual installed costs can vary widely for certain measures and conditions, TRC and NJBPU do not guarantee installed cost estimates and shall in no event be held liable should actual installed costs vary from estimates.

New Jersey's Clean Energy Program (NJCEP) incentive values provided in this report are estimates based on program information available at the time of the report. Incentive levels are not guaranteed. The NJBPU reserves the right to extend, modify, or terminate programs without prior notice. The owner of the facility should review available program incentives and eligibility requirements prior to selecting and installing any energy conservation measures.

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I EXECUTIVE SUMMARY

The New Jersey Board of Public Utilities (NJBP) has sponsored this Local Government Energy Audit (LGEA) Report for the Barron Arts Center.

The goal of a LGEA is to provide you with information on how your facility uses energy, identify energy conservation measures (ECMs) that can reduce your energy use, and put you in a position to implement the ECMs. The LGEA also sets you on the path to receive financial incentives from New Jersey’s Clean Energy Program (NJCEP) for implementing the ECMs.

This study was conducted by TRC Energy Services (TRC), as part of a comprehensive effort to assist New Jersey municipalities in controlling energy costs and protecting our environment by offering a full spectrum of energy management options.

I.1 Facility Summary

The Barron Arts Center is a two-story building totaling 2,270 square-feet and was constructed in 1877. The building has a gable roof and the exterior walls are finished with brick masonry. Windows throughout the facility are stained glass. Interior lighting consists mainly of LED linear tubes and LED fixtures and lamps. Lighting control is provided by manual wall switches. Heating is provided by a condensing boiler and two gas-fired furnaces. Cooling is provided by three split systems and two window air conditioners. A thorough description of the facility and our observations are located in Section 2.

I.2 Your Cost Reduction Opportunities

Energy Conservation Measures

TRC evaluated four projects which represent an opportunity for the Barron Arts Center to reduce annual energy costs by \$661 and annual greenhouse gas emissions by 5,227 lbs CO₂e. The measures would pay for themselves in 6 years. The breakdown of existing and potential utility costs is illustrated in Figure 1 and Figure 2, respectively. These projects represent an opportunity to reduce the Barron Arts Center’s annual energy use by 4.4%.

Figure 1 – Previous 12 Month Utility Costs

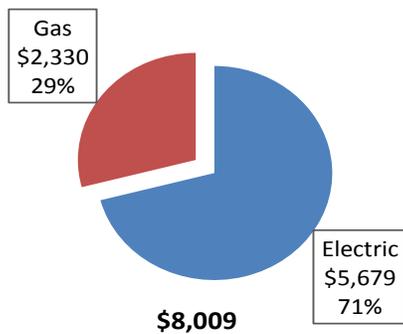
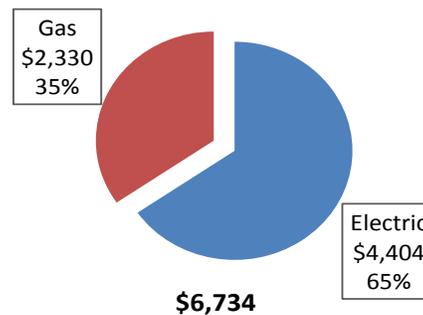


Figure 2 – Potential Post-Implementation Costs



A detailed description of the Barron Arts Center’s existing energy use can be found in Section 3.

The evaluated measures have been listed and grouped into major categories as shown in Figure 3. Brief descriptions of the categories can be found below and descriptions of the individual opportunities can be found in Section 4.

Figure 3 – Summary of Energy Reduction Opportunities

Energy Conservation Measure		Recommend?	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Natural Gas Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO ₂ e Emissions Reduction (lbs)
Lighting Upgrades			2,321	2.1	0.0	\$295.56	\$1,833.95	\$55.00	\$1,778.95	6.02	2,337
ECM 1	Install LED Fixtures	Yes	2,202	2.1	0.0	\$280.37	\$1,690.35	\$35.00	\$1,655.35	5.90	2,217
ECM 2	Retrofit Fixtures with LED Lamps	Yes	119	0.1	0.0	\$15.19	\$143.60	\$20.00	\$123.60	8.14	120
Lighting Control Measures			499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503
ECM 3	Install Occupancy Sensor Lighting Controls	Yes	499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503
Electric Unitary HVAC Measures			2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387
ECM 4	Install High Efficiency Electric AC	Yes	2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387
TOTALS			5,191	3.8	0.0	\$660.99	\$4,359.47	\$115.00	\$4,244.47	6.42	5,227

* - All incentives presented in this table are based on NJ Smart Start Building equipment incentives and assume proposed equipment meets minimum performance criteria for that program.

** - Simple Payback Period is based on net measure costs (i.e. after incentives).

Lighting Upgrades generally involve the replacement of existing lighting components such as lamps and ballasts (or the entire fixture) with higher efficiency lighting components. These measures save energy by reducing the power used by the lighting components due to improved electrical efficiency.

Lighting Controls measures generally involve the installation of automated controls to turn off lights or reduce light output when conditions allow. Automated control reduces reliance on occupant behavior for adjusting lights. These measures save energy by reducing the amount of time lights are on.

Electric Unitary HVAC measures generally involve replacing old inefficient air conditioning systems with modern energy efficient systems. New air conditioning systems can provide cooling equivalent to older air condition systems, but use less energy. These measures save energy by reducing the power used by the air condition system due to improved electrical efficiency.

Energy Efficient Practices

TRC also identified 13 low cost (or no cost) energy efficient practices. A facility's energy performance can be significantly improved by employing certain behavioral and operational adjustments as well as performing routine maintenance on building systems. Through these practices equipment lifetime can be extended; occupant comfort, health and safety can be improved; and annual energy, operation, and maintenance costs can be reduced. Opportunities identified at the Barron Arts Center include:

- Reduce Air Leakage
- Close Doors and Windows
- Use Window Treatments/Coverings
- Perform Proper Lighting Maintenance
- Develop a Lighting Maintenance Schedule
- Ensure Lighting Controls Are Operating Properly
- Practice Proper Use of Thermostat Schedules and Temperature Resets
- Clean and/or Replace HVAC Filters
- Check for and Seal Duct Leakage
- Perform Proper Boiler Maintenance
- Perform Proper Furnace Maintenance
- Perform Proper Water Heater Maintenance

For details on these energy efficient practices, please refer to Section 5.

On-Site Generation Measures

TRC evaluated the potential for installing on-site-generation sources for the Barron Arts Center. Based on the configuration of the site and its loads there is a low potential for installing solar photovoltaic or combined heat and power (CHP) self-generation measures.

For details on our evaluation and the on-site generation potential, please refer to Section 6.

1.3 Implementation Planning

To realize the energy savings from the ECMs listed in this report, the equipment changes outlined for each ECM need to be selected and installed through project implementation. One of the first considerations is if there is capital available for project implementation. Another consideration is whether to pursue individual ECMs, a group of ECMs, or a comprehensive approach wherein all ECMs are pursued, potentially in conjunction with other facility projects or improvements.

Rebates, incentives, and financing are available from the NJBPU, NJCEP, as well as some of the state's investor-owned utilities, to help reduce the costs associated with the implementation of energy efficiency projects. Prior to implementing any project, please review the appropriate incentive program guidelines before proceeding. This is important because in most cases you will need to submit an application for the incentives before purchasing materials and beginning installation.

The ECMs outlined in this report may qualify under the following program(s):

- SmartStart
- Direct Install
- Energy Savings Improvement Program (ESIP)

For facilities with capital available for implementation of selected individual measures or phasing implementation of selected measures over multiple years, incentives are available through the SmartStart program. To participate in this program, you may utilize internal resources, or an outside firm or contractor, to design the ECM(s), select the equipment and apply for the incentive(s). Program pre-approval is required for some SmartStart incentives, so only after receiving approval may the ECM(s) be installed. The incentive values listed above in Figure 3 represent the SmartStart program and will be explained further in Section 8, as well as the other programs as mentioned below.

This facility also qualifies for the Direct Install program which, through an authorized network of participating contractors, can assist with the implementation of a group of measures versus installing individual measures or phasing implementation. This program is designed to be turnkey and will provide an incentive up to 70% of the cost of the project identified by the designated contractor.

For facilities without capital available to implement ECMs, project financing may be available through the Energy Savings Improvement Program (ESIP). Supported directly by the NJBPU, ESIP provides government agencies with external project development, design, and implementation services as well as financing for implementing ECMs. This LGEA report is the first step for participating in ESIP and should help you determine next steps. Refer to Section 8.3 for additional information on the ESIP Program.

Additional descriptions of all relevant incentive programs are located in Section 8 or: www.njcleanenergy.com/ci.

To ensure projects are implemented such that maximum savings and incentives are achieved, bids and specifications should be reviewed by your procurement personnel and/or consultant(s) to ensure that selected equipment coincides with LGEA recommendations, as well as applicable incentive program guidelines and requirements.

2 FACILITY INFORMATION AND EXISTING CONDITIONS

2.1 Project Contacts

Figure 4 – Project Contacts

Name	Role	E-Mail	Phone #
Customer			
Brian B. Burke	Building Superintendent	brian.burke@twp.woodbridge.nj.us	(732) 634-4500
Designated Representative			
Brian B. Burke	Building Superintendent	brian.burke@twp.woodbridge.nj.us	(732) 634-4500
TRC Energy Services			
Moussa Traore	Auditor	mtraore@trcsolutions.com	(732) 855-0033

2.2 General Site Information

On August 31, 2016, TRC performed an energy audit at the Barron Arts Center located in Woodbridge, New Jersey. TRC’s auditor met with Brian Burke, Building Superintendent, to review the facility operations and focus the investigation on specific energy-using systems.

The Barron Arts Center is a 2,270 square-foot facility and is 140 years old. The building was originally constructed as a library and opened to the public on September 11, 1877. It’s currently listed in the National Register of Historic Places as the Barron Library. It was the first free public library in Middlesex County and approximately the fourth in the state overall. In 1977, on the 100th anniversary, the Barron Library closed as a public library and was eventually used as a reading room and cultural center and currently serves as the Township Arts Center.



2.3 Building Occupancy

The Barron Arts Center building is open Monday through Saturday and Sunday when exhibiting. The typical schedule is presented in the table below.

Figure 5 - Building Schedule

Building Name	Weekday/Weekend	Operating Schedule
Barron Arts Center	Weekday	11:00 AM - 4:00 PM
Barron Arts Center	Weekend	2:00 PM - 4:00 PM

2.4 Building Envelope



The 140 year-old building's foundation consists of a below-grade basement with a perimeter foundation. Exterior walls are finished with stone bricks that appear not to have any insulation. The building has a gable roof covered with concrete tile that was found to be in good condition. The window system consists of aging stained glass, panel cut-up windows that are in fair condition and showed some signs of outside air infiltration. Overall, the building's envelope is in fair condition with some signs of outside air infiltration.

2.5 On-Site Generation

The Barron Arts Center does not have any on-site electric generation capacity.

2.6 Energy-Using Systems

Please refer to Appendix A: Equipment Inventory & Recommendations for an inventory of the facility's equipment.

Lighting System

As part of a renovation, the Township has retrofitted the facility interior and exterior lighting system with LEDs. This renovation project was completed in 2015 in conjunction with NJCEP's Direct Install program. The exhibition room and the offices are lit with a combination of 15-Watt LED linear tubes and LED fixtures.

The basement storage room and boiler room are lit with 15-Watt LED linear tubes. Lighting is controlled by manual wall switches.

Exterior lighting consists of 70-Watt LED outdoor wall-mounted fixtures and six 400-Watt metal halide parking lot lights. They are controlled with photocells.



Air Conditioning (DX)



The cooling system consists of two window units and three split system air conditioning units. The window units serve the basement office and the basement storage area. The window units are nine years old and the site contact mentioned that they are functioning with minimum efficiency.

The three 5-ton split systems are seven years old and consist of two York split systems and one Goodman split system. The Goodman split system serves the main office and the two York split systems serve the exhibition room and the corridor. The split system air conditioning is controlled with programmable thermostats.

Heating/Hot Water System

The heating system consists of one Weil McLean condensing gas-fired boiler and two Unitary Group gas-fired furnaces located in the basement and the attic floor respectively. The boiler is three -years old and has an output rating of 62 KBtu/hr and a nominal efficiency of 94%. The two Unitary Group gas-fired furnaces are seven years old and were found to be in good condition. The heating system is controlled with programmable thermostats.



Domestic Hot Water

Domestic hot water for the facility consists of one A.O. Smith gas-fired non-condensing hot water heater with an input rating of 4,000 KBtu/hr, nominal efficiency of 80% and storage tank capacity of 40 gallons. The water heater is seven years old and appears to be in good condition.

Plug Load & Vending Machines

There are three computer work stations throughout the facility and they are desktop units with LCD monitors. There is no centralized PC power management software installed. The facility has no vending machines.

2.7 Water-Using Systems

A sampling of restrooms at this facility found that the faucets were automatic low-flow rated fixtures with sensors. The toilets and urinals were sampled at 2 gallons per flush (gpf) or less and are therefore not recommended for upgrade.

3 SITE ENERGY USE AND COSTS

Utility data for electricity and natural gas was analyzed to identify opportunities for savings. In addition, data for electricity and natural gas was evaluated to determine the annual energy performance metrics for the building in energy cost/ft² and energy use/ft². These energy use indices are indicative of the relative energy effectiveness of this building. There are a number of factors that could cause the energy use of this building to vary from the “typical” energy use for other facilities identified as: Center/Meeting Hall. Specific local climate conditions, daily occupancy hours of the facility, seasonal fluctuations in occupancy, daily operating hours of energy use systems, and the behavior of the occupants with regard to operating systems that impact energy use such as turning off appliances and leaving windows open. Please refer to the Benchmarking section within Section 3.4 for additional information.

3.1 Total Cost of Energy

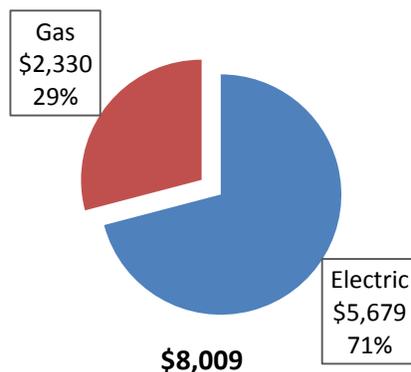
The following energy consumption and cost data is based on the last 12-month period of utility usage data that was provided for each utility. The annual consumption and cost was developed from this information.

Figure 6 - Utility Summary

Utility Summary for Barron Arts Center		
Fuel	Usage	Cost
Electricity	39,267 kWh	\$5,679
Natural Gas	2,720 Therms	\$2,330
Total		\$8,009

The current utility cost for this site is \$8,009 as shown in the chart below.

Figure 7 - Energy Cost Breakdown



3.2 Electricity Usage

Electricity is provided by PSE&G. The average electric cost (combined for commodity, transmission and distribution) for the past 12 months is \$0.127/kWh, which is the blended rate used throughout the analyses in this report. The monthly electricity consumption and peak demand is represented graphically in the chart below.

Figure 8 - Electric Usage & Demand

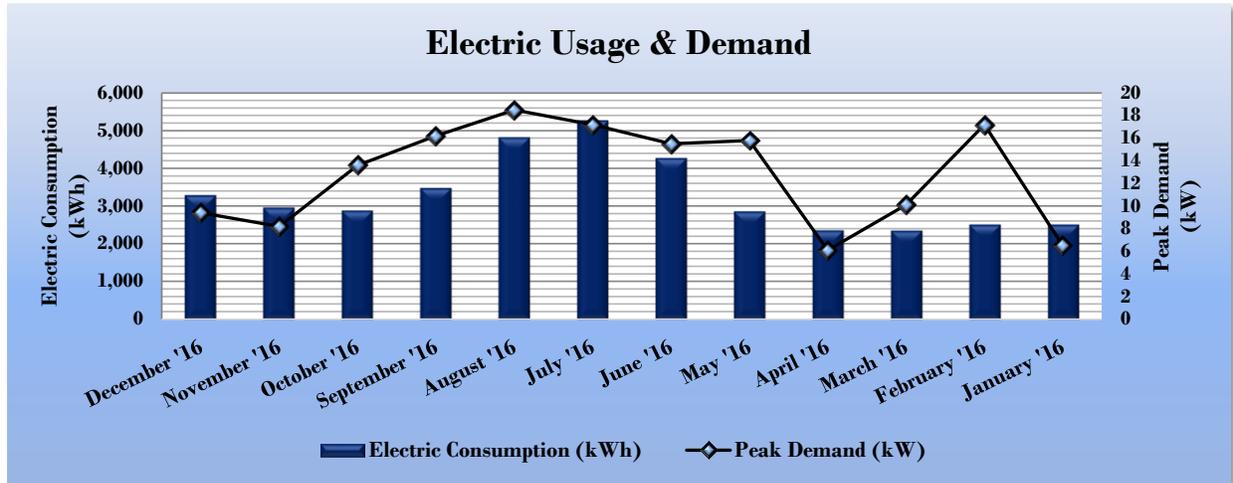


Figure 9 - Electric Usage & Demand

Electric Billing Data for Barron Arts Center					
Period Ending	Days in Period	Electric Usage (kWh)	Demand (kW)	Demand Cost	Total Electric Cost
1/9/17	33	3,285	9	\$42	\$409
12/7/16	33	2,957	8	\$37	\$362
11/4/16	29	2,878	14	\$61	\$343
10/6/16	29	3,470	16	\$72	\$459
9/7/16	30	4,800	19	\$82	\$801
8/8/16	31	5,252	17	\$76	\$837
7/8/16	30	4,261	16	\$68	\$699
6/8/16	30	2,854	16	\$70	\$537
5/9/16	31	2,359	6	\$27	\$291
4/8/16	30	2,348	10	\$44	\$308
3/9/16	30	2,509	17	\$75	\$356
2/8/16	31	2,509	7	\$28	\$310
Totals	367	39,482	18.5	\$682	\$5,710
Annual	365	39,267	18.5	\$678	\$5,679

3.3 Natural Gas Usage

Natural gas is provided by Elizabethtown Gas. The average gas cost for the past 12 months is \$1.048/therm, which is the blended rate used throughout the analyses in this report. The monthly gas consumption is represented graphically in the chart below.

Figure 10 - Natural Gas Usage

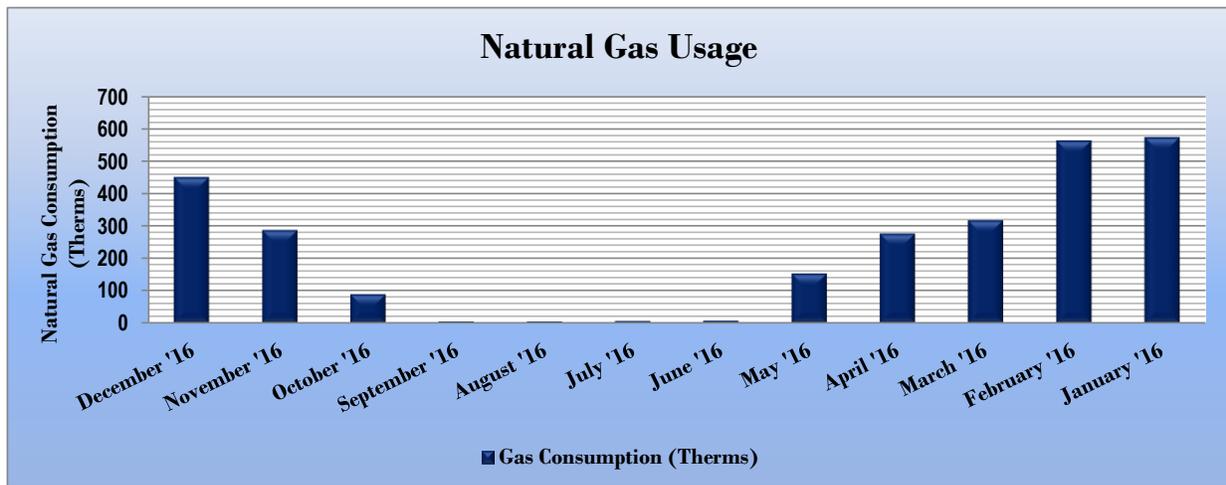


Figure 11 - Natural Gas Usage

Gas Billing Data for Barron Arts Center			
Period Ending	Days in Period	Natural Gas Usage (Therms)	Natural Gas Cost
12/22/16	29	451	\$328
11/23/16	29	287	\$236
10/25/16	29	89	\$128
9/26/16	32	4	\$84
8/25/16	30	4	\$84
7/26/16	32	5	\$85
6/24/16	30	6	\$85
5/25/16	30	152	\$149
4/25/16	32	276	\$206
3/24/16	29	317	\$233
2/24/16	30	564	\$350
1/25/16	34	574	\$368
Totals	366	2,728	\$2,337
Annual	365	2,720	\$2,330

3.4 Benchmarking

This facility was benchmarked through Portfolio Manager, an online tool created and managed by the United States Environmental Protection Agency (EPA) through the ENERGY STAR® program. Portfolio Manager analyzes your building’s consumption data, cost information, and operational use details and compares its performance against a yearly baseline, national medians, or similar buildings in your portfolio. Metrics used in this comparison are the energy use intensity (EUI) and ENERGY STAR® score.

The EUI is a measure of a facility’s energy consumption per square foot, and it is the standard metric for comparing buildings’ energy performance. Comparing the EUI of a building with the national median EUI for that building type illustrates whether that building uses more energy than similar buildings on a square foot basis or if that building performs better than the median. EUI is presented in both site energy and source energy. Site energy is the amount of fuel and electricity consumed by a building as reflected in utility bills. Source energy is the raw fuel consumed to generate the energy consumed at the site, factoring in energy production and distribution losses.

Figure 12 - Energy Use Intensity Comparison – Existing Conditions

Energy Use Intensity Comparison - Existing Conditions		
	Barron Arts Center	National Median Building Type: Center/Meeting Hall
Source Energy Use Intensity (kBtu/ft ²)	311.1	69.8
Site Energy Use Intensity (kBtu/ft ²)	178.9	45.3

By implementing all recommended measures covered in this reporting, the building’s estimated post-implementation EUI improves as shown in the table below:

Figure 13 - Energy Use Intensity Comparison – Following Installation of Recommended Measures

Energy Use Intensity Comparison - Following Installation of Recommended Measures		
	Barron Arts Center	National Median Building Type: Center/Meeting Hall
Source Energy Use Intensity (kBtu/ft ²)	286.7	69.8
Site Energy Use Intensity (kBtu/ft ²)	171.0	45.3

Many buildings can also receive a 1 – 100 ENERGY STAR® score. This score compares your building’s energy performance to similar buildings nationwide. A score of 50 represents median energy performance, while a score of 75 means your building performs better than 75 percent of all similar buildings nationwide and may be eligible for ENERGY STAR® certification. This facility type is not currently eligible to receive a score.

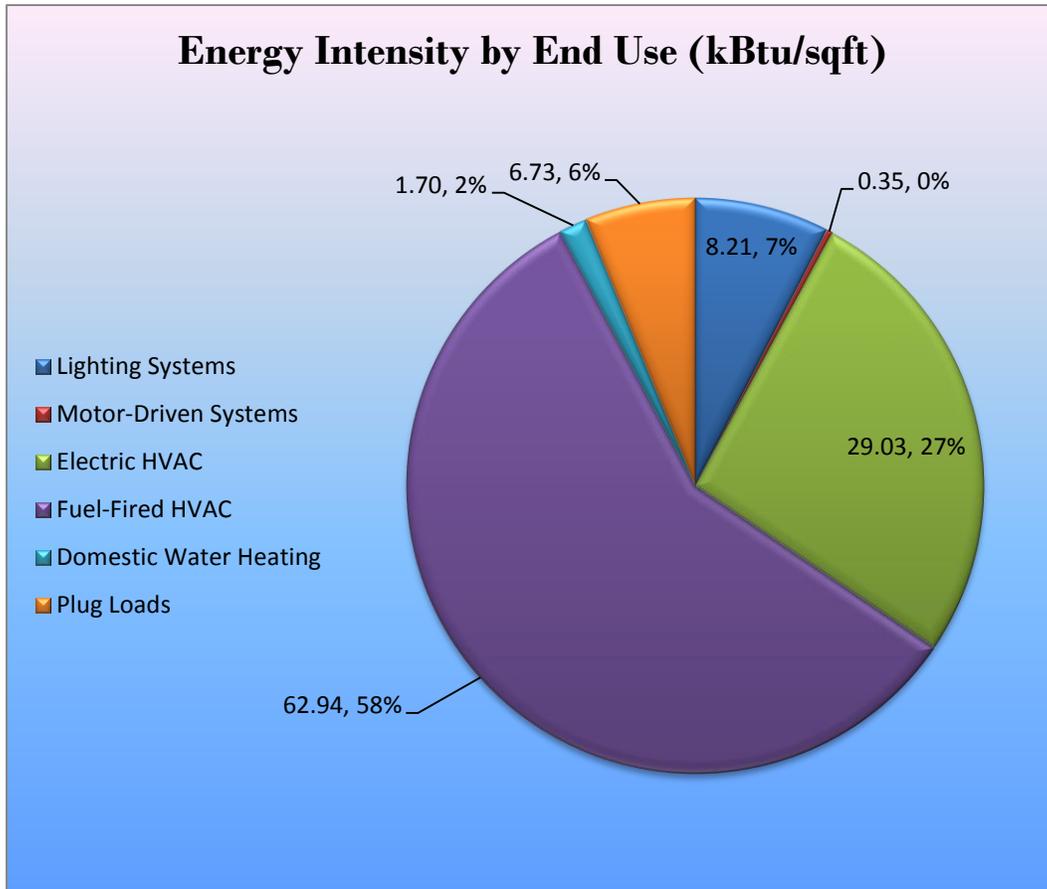
The Portfolio Manager, Statement of Energy Performance can be found in Appendix B: ENERGY STAR® Statement of Energy Performance.

A Portfolio Manager account has been created online for your facility and you will be provided with the login information for the account. We encourage you to update your utility information in Portfolio Manager regularly, so that you can keep track of your building’s performance. Free online training is available to help you use ENERGY STAR® Portfolio Manager to track your building’s performance at: <https://www.energystar.gov/buildings/training>.

3.5 Energy End-Use Breakdown

In order to provide a complete overview of energy consumption across building systems, an energy balance was performed at this facility. An energy balance utilizes standard practice engineering methods to evaluate all components of the various electric and fuel-fired systems found in a building and determine their proportional contribution to overall building energy usage. This visual representation of energy end uses highlights systems that may benefit most from energy efficiency projects.

Figure 14 - Energy Balance (kBtu/SF, %)



4 ENERGY CONSERVATION MEASURES

Level of Analysis

The goal of this audit report is to identify potential energy efficiency opportunities, help prioritize specific measures for implementation, and provide information to the Barron Arts Center regarding financial incentives for which they may qualify to implement the recommended measures. For this audit report, most measures have received only a preliminary analysis of feasibility which identifies expected ranges of savings and costs. This level of analysis is usually considered sufficient to demonstrate project cost-effectiveness and help prioritize energy measures. Savings are based on the New Jersey Clean Energy Program Protocols to Measure Resource Savings dated June 29, 2016, approved by the New Jersey Board of Public Utilities. Further analysis or investigation may be required to calculate more precise savings based on specific circumstances. A higher level of investigation may be necessary to support any custom SmartStart or Pay for Performance, or Direct Install incentive applications. Financial incentives for the ECMs identified in this report have been calculated based the NJCEP prescriptive SmartStart program. Some measures and proposed upgrade projects may be eligible for higher incentives than those shown below through other NJCEP programs as described in Section 8.

The following sections describe the evaluated measures.

4.1 Recommended ECMs

The measures below have been evaluated by the auditor and are recommended for implementation at the facility.

Figure 15 – Summary of Recommended ECMs

Energy Conservation Measure		Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)*	Estimated Net Cost (\$)	Simple Payback Period (yrs)**	CO ₂ e Emissions Reduction (lbs)
Lighting Upgrades		2,321	2.1	0.0	\$295.56	\$1,833.95	\$55.00	\$1,778.95	6.02	2,337
ECM 1	Install LED Fixtures	2,202	2.1	0.0	\$280.37	\$1,690.35	\$35.00	\$1,655.35	5.90	2,217
ECM 2	Retrofit Fixtures with LED Lamps	119	0.1	0.0	\$15.19	\$143.60	\$20.00	\$123.60	8.14	120
Lighting Control Measures		499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503
ECM 3	Install Occupancy Sensor Lighting Controls	499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503
Electric Unitary HVAC Measures		2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387
ECM 4	Install High Efficiency Electric AC	2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387
TOTALS		5,191	3.8	0.0	\$660.99	\$4,359.47	\$115.00	\$4,244.47	6.42	5,227

* - All incentives presented in this table are based on NJ Smart Start Building equipment incentives and assume proposed equipment meets minimum performance criteria for that program.

** - Simple Payback Period is based on net measure costs (i.e. after incentives).

4.1.1 Lighting Upgrades

Recommended lighting upgrades to existing light fixtures are summarized in Figure 16 below.

Figure 16 – Summary of Lighting Upgrade ECMs

Energy Conservation Measure		Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
Lighting Upgrades		2,321	2.1	0.0	\$295.56	\$1,833.95	\$55.00	\$1,778.95	6.02	2,337
ECM 1	Install LED Fixtures	2,202	2.1	0.0	\$280.37	\$1,690.35	\$35.00	\$1,655.35	5.90	2,217
ECM 2	Retrofit Fixtures with LED Lamps	119	0.1	0.0	\$15.19	\$143.60	\$20.00	\$123.60	8.14	120

ECM 1: Install LED Fixtures

Summary of Measure Economics

Interior/ Exterior	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
Interior	90	0.0	0.0	\$11.50	\$63.65	\$5.00	\$58.65	5.10	91
Exterior	2,111	2.0	0.0	\$268.87	\$1,626.70	\$30.00	\$1,596.70	5.94	2,126

Measure Description

This measure evaluates replacing existing fixtures containing fluorescent, HID, and incandescent lamps with new high-performance LED light fixtures. This measure saves energy by installing LED sources which use less power than other technologies with a comparable light output.

Maintenance savings are anticipated since LED sources have burn hours which are generally more than twice that of a fluorescent source and more than ten times incandescent sources. Maintenance savings may be partially offset by the higher material costs associated with LED sources.

During planning and design for the installation of new fixtures, we recommend a holistic approach that considers both the technology of the lighting sources and how they are controlled.

ECM 2: Retrofit Fixtures with LED Lamps

Summary of Measure Economics

Interior/ Exterior	Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
Interior	119	0.1	0.0	\$15.19	\$143.60	\$20.00	\$123.60	8.14	120
Exterior	0	0.0	0.0	\$0.00	\$0.00	\$0.00	\$0.00	0.00	0

Measure Description

This measure evaluates replacing linear fluorescent lamps with LED tube lamps and replacing incandescent screw-in/plug-in based lamps with LED lamps. Many LED tube lamps are direct replacements for existing fluorescent lamps and can be installed although there is a fluorescent fixture ballast in place. Other tube lamps require that fluorescent fixture ballasts be removed or replaced with LED drivers. Screw-in/plug-in LED lamps can be used as a direct replacement for most other screw-in/plug-in lamps. This measure saves energy by installing LED sources which use less power than other technologies with a comparable light output.

Maintenance savings are anticipated since LED sources have burn hours which are more than twice that of a fluorescent source and more than ten times incandescent sources. LED lamps that use the existing fluorescent fixture ballast will be constrained by the remaining hours of the ballast. Maintenance savings may be partially offset by the higher material costs associated with LED sources.

During retrofit planning and design, we recommend a holistic approach that considers both the technology of the lighting sources and how they are controlled.

4.1.2 Lighting Control Measures

Recommended lighting control measures are summarized in Figure 17 below.

Figure 17 – Summary of Lighting Control ECMs

Energy Conservation Measure		Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
Lighting Control Measures		499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503
ECM 3	Install Occupancy Sensor Lighting Controls	499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503

ECM 3: Install Occupancy Sensor Lighting Controls

Summary of Measure Economics

Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
499	0.2	0.0	\$63.60	\$348.00	\$60.00	\$288.00	4.53	503

Measure Description

This measure evaluates installing occupancy sensors to control light fixtures that are currently manually controlled in restrooms, storage rooms, and offices. Sensors detect occupancy using ultrasonic and/or infrared wave technologies. Lighting systems are enabled when an occupant is detected. Fixtures are automatically turned off after an area has been vacant for a preset period. Occupants will also be able to manually turn off fixtures. Energy savings result from only operating lighting systems when they are required.

Occupancy sensors may be mounted on the wall at existing switch locations, mounted on the ceiling, or in remote locations. Ceiling-mounted or remote-mounted sensors require the use of low voltage switching relays or a wireless signal to the switch. In general, use wall switch replacement sensors for single occupant offices and other small rooms. Install ceiling-mounted or remote mounted sensors in locations without local switching, in situations where the existing wall switches are not in the line-of-sight of the main work area, and in large spaces. We recommend a holistic design approach that considers both the technology of the lighting sources and how they are controlled.

Maintenance savings are anticipated due to reduced lamp operation however, additional maintenance costs may be incurred because the occupancy sensors may require periodic adjustment; it is anticipated that the net effect on maintenance costs will be negligible.

4.1.3 Electric Unitary HVAC Measures

Recommended electric unitary HVAC measures are summarized in Figure 18 below.

Figure 18 - Summary of Unitary HVAC ECMs

Energy Conservation Measure		Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
Electric Unitary HVAC Measures		2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387
ECM 4	Install High Efficiency Electric AC	2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387

ECM 4: Install High Efficiency Electric AC

Summary of Measure Economics

Annual Electric Savings (kWh)	Peak Demand Savings (kW)	Annual Fuel Savings (MMBtu)	Annual Energy Cost Savings (\$)	Estimated Install Cost (\$)	Estimated Incentive (\$)	Estimated Net Cost (\$)	Simple Payback Period (yrs)	CO ₂ e Emissions Reduction (lbs)
2,370	1.4	0.0	\$301.83	\$2,177.52	\$0.00	\$2,177.52	7.21	2,387

Measure Description

This measure evaluates replacing package air conditioners with high efficiency package air conditioners. There have been significant improvements in both compressor and fan motor efficiencies in the past several years. Therefore, electricity savings can be achieved by replacing old units with new high efficiency units. A higher EER or SEER rating indicates a more efficient cooling system. The magnitude of energy savings for this measure depends on the relative efficiency of the old and new unit, the cooling load, and the annual operating hours.

5 ENERGY EFFICIENT PRACTICES

In addition to the quantifiable savings estimated in Section 4, a facility's energy performance can also be improved through application of low or no-cost efficiency strategies. By employing certain behavioral and operational adjustments as well as performing routine maintenance on building systems, equipment lifetime can be extended; occupant comfort, health and safety can be improved; and annual energy, operation, and maintenance costs can be reduced. The recommendations below are provided as a framework for developing a whole building maintenance plan that is customized to your facility. Consult with qualified equipment specialists for details on proper maintenance and system operation.

Reduce Air Leakage

Air leakage, or infiltration, occurs when outside air enters a building uncontrollably through cracks and openings. Properly sealing such cracks and openings can significantly reduce heating and cooling costs, improve building durability, and create a healthier indoor environment. This includes caulking or installing weather stripping around leaky doors and windows allowing for better control of indoor air quality through controlled ventilation.

Close Doors and Windows

Ensure doors and windows are closed in conditioned spaces. Leaving doors and windows open leads to a significant increase in heat transfer between conditioned spaces and the outside air. Reducing a facility's air changes per hour (ACH) can lead to increased occupant comfort as well as significant heating and cooling savings, especially when combined with proper HVAC controls and adequate ventilation.

Use Window Treatments/Coverings

A substantial amount of heat gain can occur through uncovered or untreated windows, especially older single pane windows and east or west-facing windows. Treatments such as high-reflectivity films or covering windows with shades or shutters can reduce solar heat gain and, consequently, cooling load and can reduce internal heat loss and the associated heating load.

Perform Proper Lighting Maintenance

In order to sustain optimal lighting levels, lighting fixtures should undergo routine maintenance. Light levels decrease over time due to lamp aging, lamp and ballast failure, and buildup of dirt and dust on lamps, fixtures and reflective surfaces. Together, these factors can reduce total illumination by 20% - 60% or more, while operating fixtures continue drawing full power. To limit this reduction, lamps, reflectors and diffusers should be thoroughly cleaned of dirt, dust, oil, and smoke film buildup approximately every 6 – 12 months.

Develop a Lighting Maintenance Schedule

In addition to routine fixture cleaning, development of a maintenance schedule can both ensure maintenance is performed regularly and can reduce the overall cost of fixture re-lamping and re-ballasting. By re-lamping and re-ballasting fixtures in groups, lighting levels are better maintained and the number of site visits by a lighting technician or contractor can be minimized, decreasing the overall cost of maintenance.

Ensure Lighting Controls Are Operating Properly

Lighting controls are very cost-effective energy efficient devices, when installed and operating correctly. As part of a lighting maintenance schedule, lighting controls should be tested annually to ensure proper functioning. For occupancy sensors, this requires triggering the sensor and verifying that the sensor's timer settings are correct. For daylight sensors, maintenance involves cleaning of sensor lenses and confirming setpoints and sensitivity are appropriately configured.

Practice Proper Use of Thermostat Schedules and Temperature Resets

Ensure thermostats are correctly set back. By employing proper set back temperatures and schedules, facility heating and cooling costs can be reduced dramatically during periods of low or no occupancy. As such, thermostats should be programmed for a setback of 5-10°F during low occupancy hours (reduce heating setpoints and increase cooling setpoints). Cooling load can be reduced further by increasing the facility's occupied setpoint temperature. In general, during the cooling season, thermostats should be set as high as possible without sacrificing occupant comfort.

Clean and/or Replace HVAC Filters

Air filters work to reduce the amount of indoor air pollution and increase occupant comfort. Over time, filters become less and less effective as particulate buildup increases. In addition to health concerns related to clogged filters, filters that have reached saturation also restrict air flow through the facility's air conditioning or heat pump system, increasing the load on the distribution fans and decreasing occupant comfort levels. Filters should be checked monthly and cleaned or replaced when appropriate.

Check for and Seal Duct Leakage

Duct leakage in commercial buildings typically accounts for 5% to 25% of the supply airflow. In the case of rooftop air handlers, duct leakage can occur to the outside of the building, significantly increasing cooling and heating costs. By sealing sources of leakage, cooling, heating, and ventilation energy use can be reduced significantly, depending on the severity of air leakage.

Perform Proper Boiler Maintenance

Many boiler problems develop slowly over time, so regular inspection and maintenance is essential to retain proper functionality and efficiency of the heating system. Fuel burning equipment should undergo yearly tune-ups to ensure they are operating as safely and efficiently as possible from a combustion standpoint. A tune-up should include a combustion analysis to analyze the exhaust from the boilers and to ensure the boiler is operating safely. Buildup of dirt, dust, or deposits on the internal surfaces of a boiler can greatly affect its heat transfer efficiency. These deposits can accumulate on the water side or fire side of the boiler. Boilers should be cleaned regularly according to the manufacturer's instructions to remove this build up in order to sustain efficiency and equipment life.

Perform Proper Furnace Maintenance

Preventative furnace maintenance can extend the life of the system, maintain energy efficiency, and ensure safe operation. Following the manufacturer's instructions, a yearly tune-up should include tasks such as checking for gas / carbon monoxide leaks; changing the air and fuel filters; checking components for cracks, corrosion, dirt, or debris build-up; ensuring the ignition system is working properly; testing and adjusting operation and safety controls; inspecting the electrical connections; and ensuring proper lubrication for motors and bearings.

Perform Proper Water Heater Maintenance

At least once a year, drain a few gallons out of the water heater using the drain valve. If there is a lot of sediment or debris, then a full flush is recommended. Turn the temperature down and then completely drain the tank. Once a year check for any leaks or heavy corrosion on the pipes and valves. For gas water heaters, check the draft hood and make sure it is placed properly, with a few inches of air space between the tank and where it connects to the vent. Look for any corrosion or wear on the gas line and on the piping. If you noticed any black residue, soot or charred metal, this is a sign you may be having combustion issues and you should have the unit serviced by a professional. For electric water heaters, look for any signs of leaking such as rust streaks or residue around the upper and lower panels covering the electrical components on the tank. For water heaters over three to four years old have a technician inspect the sacrificial anode annually.

6 ON-SITE GENERATION MEASURES

On-site generation measure options include both renewable (e.g., solar, wind) and non-renewable (e.g., fuel cells) on-site technologies that generate power to meet all or a portion of the electric energy needs of a facility, often repurposing any waste heat where applicable. Also referred to as distributed generation, these systems contribute to Greenhouse Gas (GHG) emission reductions, demand reductions and reduced customer electricity purchases, resulting in the electric system reliability through improved transmission and distribution system utilization.

The State of New Jersey’s Energy Master Plan (EMP) encourages new distributed generation of all forms and specifically focuses on expanding use of combined heat and power (CHP) by reducing financial, regulatory and technical barriers and identifying opportunities for new entries. The EMP also outlines a goal of 70% of the State’s electrical needs to be met by renewable sources by 2050.

Preliminary screenings were performed to determine the potential that a generation project could provide a cost-effective solution for your facility. Before making a decision to implement, a feasibility study should be conducted that would take a detailed look at existing energy profiles, siting, interconnection, and the costs associated with the generation project including interconnection costs, departing load charges, and any additional special facilities charges.

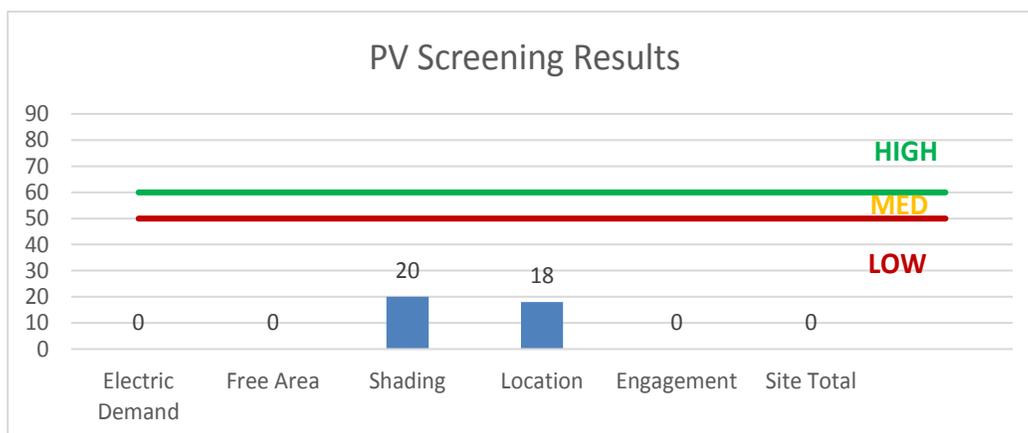
6.1 Photovoltaic

Sunlight can be converted into electricity using photovoltaics (PV) modules. Modules are racked together into an array that produces direct current (DC) electricity. The DC current is converted to alternating current (AC) through an inverter. The inverter is interconnected to the facility’s electrical distribution system. The amount of unobstructed area available determines how large of a solar array can be installed. The size of the array combined with the orientation, tilt, and shading elements determines the energy produced.

A preliminary screening based on the facility’s electric demand, size and location of free area, and shading elements shows that the facility has a Low potential for installing a PV array.

In order to be cost-effective, a solar PV array generally needs a minimum of 4,000 sq ft of flat or south-facing rooftop, or other unshaded space, on which to place the PV panels. In our opinion, the facility does appear not meet these minimum criteria for cost-effective PV installation.

Figure 19 - Photovoltaic Screening



Rebates are not available for solar projects, but owners of solar projects MUST register their projects in the SREC (Solar Renewable Energy Certificate) Registration Program (SRP) prior to the start of construction in order to establish the project's eligibility to earn SRECs. Registration of the intent to participate in New Jersey's solar marketplace provides market participants with information about the pipeline of anticipated new solar capacity and insight into future SREC pricing.

For more information on solar PV technology and commercial solar markets in New Jersey, or to find a qualified solar installer, who can provide a more detailed assessment of the specific costs and benefits of solar develop of the site, please visit the following links below:

- **Basic Info on Solar PV in NJ:** <http://www.njcleanenergy.com/whysolar>
- **NJ Solar Market FAQs:** <http://www.njcleanenergy.com/renewable-energy/program-updates-and-background-information/solar-transition/solar-market-faqs>
- **Approved Solar Installers in the NJ Market:** http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved_vendorsearch/?id=60&start=1

6.2 Combined Heat and Power

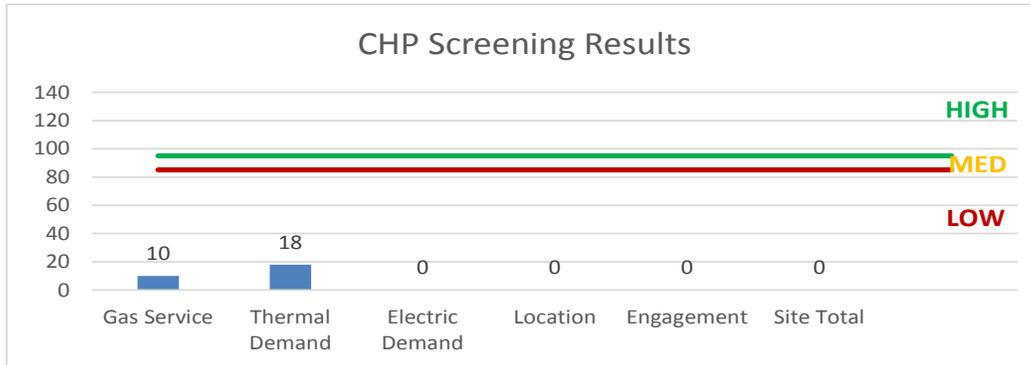
In non-industrial settings, combined heat and power (CHP) is the on-site generation of electricity and recovery of heat which is put to beneficial use. Common prime movers in CHP applications include reciprocating engines, microturbines, fuel cells, and (at large facilities) gas turbines. Electricity is typically interconnected to the sites local distribution system. Heat is recovered from the exhaust stream and the ancillary cooling system and interconnected to the existing hot water (or steam) distribution system.

CHP systems are typically used to produce a portion of the electricity needed by a facility, with the balance of electric needs satisfied by purchase from the grid. The heat is used to supplement (or supplant) existing boilers for the purpose of space heating and/or domestic hot water heating. Waste heat can also be routed through absorption chillers for the purpose of space cooling. The key criteria used for screening, however, is the amount of time the system operates at full load and the facility's ability to use the recovered heat. Facilities with continuous use for large quantities of waste heat are the best candidates for CHP.

A preliminary screening based on heating and electrical demand, siting, and interconnection shows that the facility has a *Low* potential for installing a cost-effective CHP system. Low or infrequent thermal load, and lack of space near the existing thermal generation are the most significant factors contributing to the low potential for CHP at the site. In our opinion, the facility does not appear to meet the minimum requirements for a cost-effective CHP installation.

For a list of qualified firms in NJ specializing in commercial CHP cost assessment and installation, go to: [http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved_vendorsearch/.](http://www.njcleanenergy.com/commercial-industrial/programs/nj-smartstart-buildings/tools-and-resources/tradeally/approved_vendorsearch/)

Figure 20 - Combined Heat and Power Screening



7 DEMAND RESPONSE

Demand Response (DR) is a program designed to reduce the electric load of commercial facilities when electric wholesale prices are high or when the reliability of the electric grid is threatened due to peak demand. Demand Response service providers (a.k.a. Curtailment Service Providers) are registered with PJM, the independent system operator (ISO) for mid-Atlantic state region that is charged with maintaining electric grid reliability.

By enabling grid operators to call upon Curtailment Service Providers and commercial facilities to reduce electric usage during times of peak demand, the grid is made more reliable and overall transmission costs are reduced for all ratepayers. Curtailment Service Providers provide regular payments to medium and large consumers of electric power for their participation in DR programs. Program participation is voluntary and participants receive payments whether or not their facility is called upon to curtail their electric usage.

Typically, an electric customer needs to be capable of reducing their electric demand, within minutes, by at least 100 kW or more in order to participate in a DR program. Customers with a greater capability to quickly curtail their demand during peak hours will receive higher payments. Customers with back-up generators onsite may also receive additional DR payments for their generating capacity if they agree to run the generators for grid support when called upon. Eligible customers who have chosen to participate in a DR programs often find it to be a valuable source of revenue for their facility because the payments can significantly offset annual electric costs.

Participating customers can often quickly reduce their peak load through simple measures, such as temporarily raising temperature set points on thermostats, so that air conditioning units run less frequently, or agreeing to dim or shut off less critical lighting. This usually requires some level of building automation and controls capability to ensure rapid load reduction during a DR curtailment event. DR program participants may need to install smart meters or may need to also sub-meter larger energy-using equipment, such as chillers, in order to demonstrate compliance with DR program requirements.

DR does not include the reduction of electricity consumption based on normal operating practice or behavior. For example, if a company's normal schedule is to close for a holiday, the reduction of electricity due to this closure or scaled-back operation is not considered a demand response activity in most situations.

The first step toward participation in a DR program is to contact a Curtailment Service Provider. A list of these providers is available on PJM's website and it includes contact information for each company, as well as the states where they have active business (<http://www.pjm.com/markets-and-operations/demand-response/csps.aspx>). PJM also posts training materials that are developed for program members interested in specific rules and requirements regarding DR activity (<http://www.pjm.com/training/training%20material.aspx>), along with a variety of other DR program information.

Curtailment Service Providers typically offer free assessments to determine a facility's eligibility to participate in a DR program. They will provide details regarding program rules and requirements for metering and controls, assess a facility's ability to temporarily reduce electric load, and provide details on payments to be expected for participation in the program. Providers usually offer multiple options for DR to larger facilities and may also install controls or remote monitoring equipment of their own to help ensure compliance with all terms and conditions of a DR contract.

8 PROJECT FUNDING / INCENTIVES

The NJCEP is able to provide the incentive programs described below, and others, because of the Societal Benefits Charge (SBC) Fund. The SBC was created by the State of New Jersey’s 1999 Electricity Restructuring Law which requires all customers of investor-owned electric and gas utilities to pay this charge on their monthly energy bills. As a contributor to the fund you were able to participate in the LGEA program and are also eligible to utilize the equipment incentive programs. Also available through the NJBPU are some alternative financing programs described later in this section. Please refer to Figure 21 for a list of the eligible programs identified for each recommended ECM.

Figure 21 - ECM Incentive Program Eligibility

Energy Conservation Measure		SmartStart Prescriptive	SmartStart Custom	Direct Install
ECM 1	Install LED Fixtures	x		x
ECM 2	Retrofit Fixtures with LED Lamps	x		x
ECM 3	Install Occupancy Sensor Lighting Controls	x		x
ECM 4	Install High Efficiency Electric AC	x		x

SmartStart is generally well suited for implementation of individual or small sets of measures, with the flexibility to install projects at your own pace using in-house staff or a preferred contractor. Direct Install caters to small to mid-size facilities to bundle measures and simplify participation, but requires the use of pre-approved contractors.

Generally, the incentive values provided throughout the report assume the SmartStart program is utilized because it provides a consistent comparison of available incentives.

Brief descriptions of all relevant alternative financing and incentive programs are located in the sections below. You may also check the following website for further information, including most current program availability, requirements, and incentive levels: www.njcleanenergy.com/ci.

8.1 SmartStart

Overview

The SmartStart program offers incentives for installing prescriptive and custom energy efficiency measures at your facility. Routinely the program adds, removes or modifies incentives from year to year for various energy efficiency equipment based on market trends and new technologies.

Prescriptive Equipment Incentives Available:

Electric Chillers

Electric Unitary HVAC

Gas Cooling

Gas Heating

Gas Water Heating

Ground Source Heat Pumps

Lighting

Lighting Controls

Refrigeration Doors

Refrigeration Controls

Refrigerator/Freezer Motors

Food Service Equipment

Variable Frequency Drives

Most equipment sizes and types are served by this program. This program provides an effective mechanism for securing incentives for energy efficiency measures installed individually or as part of a package of energy upgrades.

Incentives

The SmartStart prescriptive incentive program provides fixed incentives for specific energy efficiency measures, whereas the custom SmartStart program provides incentives for more unique or specialized technologies or systems that are not addressed through prescriptive incentive offerings for specific devices.

Since your facility is an existing building, only the retrofit incentives have been applied in this report. Custom Measure incentives are calculated at \$0.16/kWh and \$1.60/therm based on estimated annual savings, capped at the lesser of 50% of the total installed incremental project cost, or a buy down to a one- year payback. Program incentives are capped at \$500,000 per electric account and \$500,000 per natural gas account, per fiscal year.

How to Participate

To participate in the SmartStart program you will need to submit an application for the specific equipment to be installed. Many applications are designed as rebates, although others require application approval prior to installation. Applicants may work with a contractor of their choosing and can also utilize internal personnel, which provides added flexibility to the program. Using internal personnel also helps improve the economics of the ECM by reducing the labor cost that is included in the tables in this report.

Detailed program descriptions, instructions for applying and applications can be found at: www.njcleanenergy.com/SSB.

8.2 Direct Install

Overview

Direct Install is a turnkey program available to existing small to medium-sized facilities with a peak electric demand that does not exceed 200 kW for any recent 12-month period. You will work directly with a pre-approved contractor who will perform a free energy assessment at your facility, identify specific eligible measures, and provide a clear scope of work for installation of selected measures. Energy efficiency measures may include lighting and lighting controls, refrigeration, HVAC, motors, variable speed drives and controls.

Incentives

The program pays up to 70% of the total installed cost of eligible measures, up to \$125,000 per project. Direct Install participants will also be held to a fiscal year cap of \$250,000 per entity.

How to Participate

To participate in the Direct Install program, you will need to contact the participating contractor assigned to the county where your facility is located; a complete list is provided on the Direct Install website identified below. The contractor will be paid the program incentive directly which will pass on to you in the form of reduced material and implementation costs. This means up to 70% of eligible costs are covered by the program, subject to program caps mentioned above, and the remaining 30% of the cost is your responsibility to the contractor.

Since Direct Install offers a free assessment, LGEA applicants that do not meet the audit program eligibility requirements, but do meet the Direct Install requirements, may be moved directly into this program.

Detailed program descriptions and applications can be found at: www.njcleanenergy.com/DI.

8.3 Energy Savings Improvement Program

The Energy Savings Improvement Program (ESIP) is an alternate method for New Jersey's government agencies to finance the implementation of energy conservation measures. An ESIP is a type of "performance contract," whereby school districts, counties, municipalities, housing authorities and other public and state entities enter in to contracts to help finance building energy upgrades. This is done in a manner that ensures that annual payments are lower than the savings projected from the ECMs, ensuring that ESIP projects are cash flow positive in year one, and every year thereafter. ESIP provides government agencies in New Jersey with a flexible tool to improve and reduce energy usage with minimal expenditure of new financial resources. NJCEP incentive programs can be leveraged to help further reduce the total project cost of eligible measures.

This LGEA report is the first step to participating in ESIP. Next, you will need to select an approach for implementing the desired ECMs:

- (1) Use an Energy Services Company or "ESCO."
- (2) Use independent engineers and other specialists, or your own qualified staff, to provide and manage the requirements of the program through bonds or lease obligations.
- (3) Use a hybrid approach of the two options described above where the ESCO is utilized for some services and independent engineers, or other specialists or qualified staff, are used to deliver other requirements of the program.

After adopting a resolution with a chosen implementation approach, the development of the Energy Savings Plan (ESP) can begin. The ESP demonstrates that the total project costs of the ECMs are offset by the energy savings over the financing term, not to exceed 15 years. The verified savings will then be used to pay for the financing.

The ESIP approach may not be appropriate for all energy conservation and energy efficiency improvements. Entities should carefully consider all alternatives to develop an approach that best meets their needs. A detailed program descriptions and application can be found at: www.njcleanenergy.com/ESIP.

Please note that ESIP is a program delivered directly by the NJBPU and is not an NJCEP incentive program. As mentioned above, you may utilize the incentive programs to help further reduce costs when compiling the ESP. You should refer to the ESIP guidelines at the link above for further information and guidance on next steps.

9 ENERGY PURCHASING AND PROCUREMENT STRATEGIES

9.1 Retail Electric Supply Options

In 1999, New Jersey State Legislature passed the Electric Discount & Energy Competition Act (EDECA) to restructure the electric power industry in New Jersey. This law deregulated the retail electric markets, allowing all consumers to shop for service from competitive electric suppliers. The intent was to create a more competitive market for electric power supply in New Jersey. As a result, utilities were allowed to charge Cost of Service and customers were given the ability to choose a third party (i.e. non-utility) energy supplier.

Energy deregulation in New Jersey has increased energy buyers' options by separating the function of electricity distribution from that of electricity supply. So, though you may choose a different company from which to buy your electric power, responsibility for your facility's interconnection to the grid and repair to local power distribution will still reside with the traditional utility company serving your region.

If your facility is not purchasing electricity from a third party supplier, consider shopping for a reduced rate from third party electric suppliers. If your facility is purchasing electricity from a third party supplier, review and compare prices at the end of the current contract or every couple years.

A list of third party electric suppliers, who are licensed by the state to provide service in New Jersey, can be found online at: www.state.nj.us/bpu/commercial/shopping.html.

9.2 Retail Natural Gas Supply Options

The natural gas market in New Jersey has also been deregulated. Most customers that remain with the utility for natural gas service pay rates that are market-based and that fluctuate on a monthly basis. The utility provides basic gas supply service (BGSS) to customers who choose not to buy from a third party supplier for natural gas commodity.

A customer's decision about whether to buy natural gas from a retail supplier is typically dependent upon whether a customer seeks budget certainty and/or longer-term rate stability. Customers can secure longer-term fixed prices by signing up for service through a third party retail natural gas supplier. Many larger natural gas customers may seek the assistance of a professional consultant to assist in their procurement process.

If your facility is not purchasing natural gas from a third party supplier, consider shopping for a reduced rate from third party natural gas suppliers. If your facility is purchasing natural gas from a third party supplier, review and compare prices at the end of the current contract or every couple years.

A list of third party natural gas suppliers, who are licensed by the state to provide service in New Jersey, can be found online at: www.state.nj.us/bpu/commercial/shopping.html.

Appendix A: Equipment Inventory & Recommendations

Lighting Inventory & Recommendations

Location	Existing Conditions					Proposed Conditions							Energy Impact & Financial Analysis						
	Fixture Quantity	Fixture Description	Control System	Watts per Fixture	Annual Operating Hours	Fixture Recommendation	Add Controls?	Fixture Quantity	Fixture Description	Control System	Watts per Fixture	Annual Operating Hours	Total Peak kW Savings	Total Annual kWh Savings	Total Annual MMBtu Savings	Total Annual Energy Cost Savings	Total Installation Cost	Total Incentives	Simple Payback w/ Incentives in Years
Auditorium	1	Exit Signs: LED - 2 W Lamp	None	6	8,760	None	No	1	Exit Signs: LED - 2 W Lamp	None	6	8,760	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Auditorium	1	Linear Fluorescent - T8: 4' T8 (32W) - 1L	Wall Switch	32	1,508	Relamp	No	1	LED - Linear Tubes: (1) 4' Lamp	Wall Switch	15	1,508	0.01	30	0.0	\$3.80	\$35.90	\$5.00	8.14
Auditorium	24	LED - Fixtures: Hanging Pendant PAR38 17W	Wall Switch	17	1,508	None	Yes	24	LED - Fixtures: Hanging Pendant PAR38 17W	Occupancy Sensor	17	1,056	0.10	209	0.0	\$26.56	\$116.00	\$20.00	3.61
Office	13	LED - Fixtures: Hanging Pendant PAR38 17W	Wall Switch	17	1,508	None	Yes	13	LED - Fixtures: Hanging Pendant PAR38 17W	Occupancy Sensor	17	1,056	0.05	113	0.0	\$14.39	\$116.00	\$20.00	6.67
Office	4	LED - Linear Tubes: (4) 4' Lamps	Wall Switch	58	1,508	None	No	4	LED - Linear Tubes: (4) 4' Lamps	Wall Switch	58	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Office	4	LED - Fixtures: LED 8W Hanging Pendant	Wall Switch	8	1,508	None	No	4	LED - Fixtures: LED 8W Hanging Pendant	Wall Switch	8	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Kitchen	1	LED - Fixtures: LED 8W Hanging Pendant	Wall Switch	8	1,508	None	No	1	LED - Fixtures: LED 8W Hanging Pendant	Wall Switch	8	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Hallway Entrance	1	Exit Signs: LED - 2 W Lamp	Wall Switch	6	8,760	None	No	1	Exit Signs: LED - 2 W Lamp	Wall Switch	6	8,760	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Hallway Entrance	6	LED - Fixtures: Hanging Pendant PAR38 17W	Wall Switch	17	1,508	None	No	6	LED - Fixtures: Hanging Pendant PAR38 17W	Wall Switch	17	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Hallway Entrance	8	LED - Fixtures: LED Candle 4W	Wall Switch	4	1,508	None	No	8	LED - Fixtures: LED Candle 4W	Wall Switch	4	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
2nd Floor	3	Linear Fluorescent - T8: 4' T8 (32W) - 1L	Wall Switch	32	1,508	Relamp	No	3	LED - Linear Tubes: (1) 4' Lamp	Wall Switch	15	1,508	0.04	89	0.0	\$11.39	\$107.70	\$15.00	8.14
Basement Office	4	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	None	No	4	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Storage	12	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	None	Yes	12	LED - Linear Tubes: (2) 4' Lamps	Occupancy Sensor	29	1,056	0.08	178	0.0	\$22.66	\$116.00	\$20.00	4.24
Bathroom	1	LED - Linear Tubes: (1) 2' Lamp	Wall Switch	9	1,508	None	No	1	LED - Linear Tubes: (1) 2' Lamp	Wall Switch	9	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Boiler Room	8	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	None	No	8	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Boiler Room	1	Exit Signs: LED - 2 W Lamp	Wall Switch	6	8,760	None	No	1	Exit Signs: LED - 2 W Lamp	Wall Switch	6	8,760	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Closet	1	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	None	No	1	LED - Linear Tubes: (2) 4' Lamps	Wall Switch	29	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Closet	1	Incandescent: Ceiling Mounted 60W	Wall Switch	60	1,508	Fixture Replacement	No	1	LED - Fixtures: Downlight Solid State Retrofit	Wall Switch	7	1,508	0.04	90	0.0	\$11.50	\$63.65	\$5.00	5.10
Exterior Front Entrance	3	LED - Fixtures: LED Candle 4W	Wall Switch	4	1,508	None	No	3	LED - Fixtures: LED Candle 4W	Wall Switch	4	1,508	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Exterior Light	5	LED - Fixtures: Outdoor Wall-Mounted Area Fixture	Daylight Dimming	70	754	None	No	5	LED - Fixtures: Outdoor Wall-Mounted Area Fixture	Daylight Dimming	70	754	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Parking Lot Light	6	Metal Halide: (1) 400W Lamp	Daylight Dimming	458	754	Fixture Replacement	No	6	LED - Fixtures: Downlight Recessed	Daylight Dimming	45	754	2.02	2,111	0.0	\$268.87	\$1,626.70	\$30.00	5.94

Motor Inventory & Recommendations

Location	Area(s)/System(s) Served	Existing Conditions						Proposed Conditions				Energy Impact & Financial Analysis						
		Motor Quantity	Motor Application	HP Per Motor	Full Load Efficiency	VFD Control?	Annual Operating Hours	Install High Efficiency Motors?	Full Load Efficiency	Install VFDs?	Number of VFDs	Total Peak kW Savings	Total Annual kWh Savings	Total Annual MMBtu Savings	Total Annual Energy Cost Savings	Total Installation Cost	Total Incentives	Simple Payback w/ Incentives in Years
Attic Floor	Attic Floor	1	Exhaust Fan	0.3	77.0%	No	1,300	No	77.0%	No		0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00

Electric HVAC Inventory & Recommendations

Location	Area(s)/System(s) Served	Existing Conditions				Proposed Conditions						Energy Impact & Financial Analysis								
		System Quantity	System Type	Cooling Capacity per Unit (Tons)	Heating Capacity per Unit (kBtu/hr)	Install High Efficiency System?	System Quantity	System Type	Cooling Capacity per Unit (Tons)	Heating Capacity per Unit (kBtu/hr)	Cooling Mode Efficiency (SEER/EER)	Heating Mode Efficiency (COP)	Install Dual Enthalpy Economizer?	Total Peak kW Savings	Total Annual kWh Savings	Total Annual MMBtu Savings	Total Annual Energy Cost Savings	Total Installation Cost	Total Incentives	Simple Payback w/ Incentives in Years
Basement Office	Basement	1	Window AC	1.50		Yes	1	Window AC	1.00		12.00		No	0.75	1,264	0.0	\$160.97	\$1,088.76	\$0.00	6.76
Storage Area	Basement	1	Window AC	1.50		Yes	1	Window AC	1.00		12.00		No	0.66	1,106	0.0	\$140.86	\$1,088.76	\$0.00	7.73
Rear Building	Main Office	1	Split-System AC	5.00		No							No	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Attic Floor	Exhibition Room & Corridor	2	Split-System AC	5.00		No							No	0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00

Fuel Heating Inventory & Recommendations

Location	Area(s)/System(s) Served	Existing Conditions				Proposed Conditions						Energy Impact & Financial Analysis								
		System Quantity	System Type	Output Capacity per Unit (MBh)	Install High Efficiency System?	System Quantity	System Type	Output Capacity per Unit (MBh)	Heating Efficiency	Heating Efficiency Units	Total Peak kW Savings	Total Annual kWh Savings	Total Annual MMBtu Savings	Total Annual Energy Cost Savings	Total Installation Cost	Total Incentives	Simple Payback w/ Incentives in Years			
Boiler Room	Building	1	Condensing Hot Water Boiler	62.00	No									0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00
Attic Floor	Building	2	Furnace	61.40	No									0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00

DHW Inventory & Recommendations

Location	Area(s)/System(s) Served	Existing Conditions				Proposed Conditions					Energy Impact & Financial Analysis									
		System Quantity	System Type	Replace?	System Quantity	System Type	Fuel Type	System Efficiency	Efficiency Units	Total Peak kW Savings	Total Annual kWh Savings	Total Annual MMBtu Savings	Total Annual Energy Cost Savings	Total Installation Cost	Total Incentives	Simple Payback w/ Incentives in Years				
Boiler Room	Building	1	Storage Tank Water Heater (≤ 50 Gal)	No										0.00	0	0.0	\$0.00	\$0.00	\$0.00	0.00

Plug Load Inventory

Existing Conditions				
Location	Quantity	Equipment Description	Energy Rate (W)	ENERGY STAR Qualified?
Main Office	1	Ceiling Fan	20.0	No
Main Office	3	Desktop with LCD Monitor	191.0	Yes
Main Office	1	Multifunction Printer	760.0	Yes
Main Office	1	Printer	450.0	Yes
Main Office	2	Multifunction Printer	760.0	Yes
Main Office	1	Flat TV	128.0	Yes
Kitchen	1	Microwave	1,000.0	No
Kitchen	1	Coffee Machine	850.0	No
Basement Office	1	Printer	450.0	No
Basement Office	2	Multifunction Printer	760.0	No
Basement	1	Refrigerator	175.0	No
Kitchen	1	Refrigerator	175.0	No

Appendix B: ENERGY STAR® Statement of Energy Performance

An ENERGY STAR® Statement of Energy Performance is not available for this facility.