

## REQUEST FOR COMMENTS

### Proposed NJCEP FY17 Budget Modifications

#### **Background**

A number of New Jersey's Clean Energy Program (NJCEP's) programs are experiencing higher than anticipated participation levels and require additional funding to remain open through the remainder of the fiscal year (FY), while others have required and/or are expected to require less funding than originally anticipated. The following provides a summary of the proposed budget modifications and the reasons for them; the exact amounts of all proposed budget modifications are provided in the budget tables below.

#### **Local Government Energy Audit (LGEA)**

As shown in the table below, this Program is trending much higher regarding the number of applications received compared to the last two fiscal years:

<b>Fiscal Year</b>	<b>Applications Received</b>	<b>Average Committed Incentive (per bldg/audit)</b>
<b>FY2015</b>	341	\$4,641
<b>FY2016</b>	396	\$3,996
<b>FY2017 (thru 12/31/16)</b>	304	\$3,860

The following summarizes the Program's financial status as of 12/31/2016:

- The Program has \$1,062,851<sup>1</sup> remaining in its Rebates, Grants and Other Direct Incentives cost category (Rebates CC).
- Applications with estimated incentives totaling \$912,757 have been submitted that the Program Manager anticipates will be committed imminently.
- Additional applications for \$1,082,435 in incentives are under review by the Program Manager.
- The Program Manager projects committing an additional \$500,000 to \$1,000,000 (beyond the amounts described above) for new applications to be submitted over the remainder of FY17.

Based upon the above OCE Staff recommends this Program's Rebates CC be increased by \$1,230,438.

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<sup>1</sup> Many of the numeric values in the text of this Request for Comments (Request) have been rounded; exact figures are provided in the tables included in this Request.

### **Pay for Performance New Construction (P4P NC)**

The following summarizes this Program's financial status as of 1/18/17:

- The Program has \$441,000 available in its Rebates CC.
- There are 5 projects in the approval/pre-approval stage, with a total estimated incentive value of \$1,700,000.
- There are an additional 7 projects (with a total estimated incentive value of \$4,500,000) in review that the Program Manager anticipates will be ready for approval prior to the end of FY17, if there are sufficient funds available.

Based upon the above OCE Staff recommends this Program's Rebates CC be increased by \$6,000,000.

### **Pay for Performance Existing Buildings (P4P EB)**

The volume of projects received and approved has been trending very well over the last 6 months, being somewhat above that of recent years. However, the average incentive per project has been lower than previous years, and there have been more cancellations than in the past, thereby creating the likelihood that the original Program Budget would, if not adjusted, result in a year-end surplus.

Based on the above, OCE Staff recommends the P4P EB Program Budget be reduced by \$4,861,756, which OCE Staff believes would leave this Program with sufficient funds to meet anticipated needs through the remainder of FY17.

### **Solar Registration Program (SRP)**

The number of initial and final SRP registrations received in FY17 through 1/18/17 has far exceeded estimates. The following summarizes recent program activity:

- In FY16, 19,760 Initial Registrations were submitted, while in the first 6 months of FY17, 15,929 Initial Registrations were submitted. This suggests that by the end of FY17 over 30,000 will have been submitted during, approximately 50% more than during FY16.
- In FY16, 17,779 Final Registrations were submitted, while in the first 6 months of FY17, 13,255 Final Registrations were submitted. This suggests that by the end of FY17 over 26,000 will have been submitted, approximately 50% more than during FY16.

The original \$2,000,000 FY17 Program Budget was set assuming recent trends would continue. However, based on the above-described increase in activity, OCE Staff recommends this Program's Rebate Processing and QA cost category be increased by \$983,436; OCE Staff also recommends this Program's Rebates CC be reduced by \$240,271 (to \$0) because the Program no longer provides rebates.

### **Large Energy Users Program (LEUP)**

The following summarizes this Program's financial status as of 1/18/17:

- The LEUP has approved 2 Final Energy Efficiency Plans (FEEPs) totaling approximately \$1,430,000 in new incentive commitments.

- 1 additional FEED is under final review with an incentive value of \$351,000.
- 2 Draft Energy Efficiency Plans (DEEPs) are under review with a total estimated incentive value of \$893,000.
- 4 FEEDs are under early stages of review with a total estimated incentive value of \$3,740,000.
- 4 other entities are enrolled in the program with DEEP/FEED submissions due in early 2017 and a total estimated incentive value of \$3,800,000.
- Out of the above described \$10,214,000 “in the pipeline,” OCE Staff expects only approximately half of that amount to actually be paid or committed during FY17.
- Approximately \$7,340,000 remains in this Program Rebates CC to cover the above-described \$5,107,000 in expected pipeline costs.

Based on the above OCE Staff recommends the LEUP Budget be reduced by \$1,098,510, which OCE Staff believes would leave this Program with sufficient funds to meet anticipated needs through the remainder of FY17.

### **C&I Existing Buildings (C&I EB)**

The following summarizes this Program’s financial status as of 1/18/17:

- During FY17, the Program has received 2,018 new applications, approved 2,003 projects, and paid incentives for 1,569 applications.
- New commitments for FY17 have a total estimated incentive value just over \$15,000,000, and the total incentive amounts invoiced for payment thus far in FY17 are approximately \$9,500,00.
- There are approximately 280 projects under pre-approval review with a total estimated incentive value of \$3,200,000.
- The program has received on average, approximately 280 applications per month, with an estimated incentive value of \$6,000-\$8,000 per application, which suggests that during the remainder of FY17 the Program would spend approximately \$10,780,000 on incentives.
- The amount of the Rebates CC remaining is \$12,800,000.

Based on the above OCE Staff recommends the C&I Retrofit Program’s Rebates CC be reduced by \$1,731,447, which OCE Staff believes would leave this Program with sufficient funds to meet anticipated needs through the remainder of FY17.

### **C&I Customer Tailored Pilot (Custom C&I Pilot)**

The proposed Custom C&I Pilot is expected to be presented to the Board for consideration at its February agenda meeting and to thereafter launch in March or April 2017. With the Program being open and active for only 2-3 months in FY17, OCE Staff does not expect the Program to spend or commit all of its budgeted funds during FY17 and instead recommends this Program’s Rebates CC be reduced by \$200,000, which OCE Staff believes would leave this Program with sufficient funds to meet anticipated needs through the remainder of FY17. OCE Staff also recommends several of this Program’s other cost

categories be increased by \$141,199 so as to more appropriately budget for the costs of administering the Program.

### **Comfort Partners**

Due to higher than expected participation in some elements of this utilities-administered Program, costs in some cost categories within the Program are now projected to be slightly higher than originally projected. OCE Staff is proposing several relatively minor reallocations among cost categories to cover those relatively minor increases, the total value of which is less than \$150,000, all as shown in the relevant tables below. The overall Comfort Partners Program Budget would remain unchanged.

### **BPU Program Administration: Program Transition**

The proposed budget modifications include an additional \$672,847 to pay contractual expenses for costs related to the transition to the new Program Administrator, which expenses were originally expected to be paid in FY16 but are now expected to be paid in FY17.

### **Outreach and Education: Sustainable Jersey, NJIT Learning Center, Rutgers LESS, & NJCERN**

The proposed budget modifications include an additional \$506,348 to pay contractual outstanding expenses for these programs, which expenses were originally expected to be paid in FY16 but are now expected to be paid in FY17.

### **New Marketing Contract & Program Evaluation/Analysis**

Due to unexpected delays in the procurement process, OCE Staff no longer expects to pay costs relating to the new marketing contract or program evaluation and analysis during FY17. Accordingly, OCE Staff recommends the above Program Budgets be reduced by a total of \$5,270,527.

### **TRUE Grant**

The Temporary Relief for Utility Expenses (TRUE) Grant Program was required by legislation that transferred \$25,000,000 away from NJCEP and towards financial assistance to help needy customers pay utility bills. Presently, \$3,291,331 of the \$25,000,000 remains due to satisfy the requirements of the legislation. OCE Staff recommends increasing this Program's Budget by \$3,291,331, which would be sufficient to complete the satisfaction of NJCEP's obligations regarding this Program.

### **Changes to Cost Categories**

In addition to the proposed budget modifications outlined above, OCE Staff is recommending several modifications to the detailed budgets, i.e., to various cost categories within Program Budgets, to reflect relatively minor changes driven by the modifications outlined above and/or by other changes in the program participation or the relevant markets. By way of example, (i) the increase in the volume and

amount of direct Rebates costs in P4P NC drives related increases in training and processing costs, (ii) an increase in the volume of applications in C&I New Construction (C&I NC) as compared to FY16 drives an increase in processing costs, (iii) an unexpectedly large increase in the volume of Direct Install (DI) applications following its successful re-launch drives an increase in processing costs, (iv) a small decrease in the volume and amount of applications in Residential HVAC has freed up funds for the development and implementation of additional training focused on health, safety, and installation quality, and (v) the success of the DI re-launch and the increased participation in several programs, coupled with design changes made to several programs for FY17, drive an increased demand for training and in projected associated costs.

### **Budget Modification Tables**

The following tables show the Original Budget (approved by the Board in June 2016), the proposed modifications to that budget, and the resulting modified budget. The first 3 tables address the proposed modifications for all but the Comfort Partners Program; the last 3 tables address the proposed modifications for the Comfort Partners Program.

FY 2017		Approved FY17 Cost Category Budgets					
Program/Budget Line	Total Budget	Administration	Sales, Marketing, Website	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, and QA	Evaluation
<b>Total NJCEP</b>	<b>\$374,850,366.89</b>	<b>\$19,325,236.93</b>	<b>\$8,042,660.55</b>	<b>\$1,185,490.56</b>	<b>\$328,220,131.80</b>	<b>\$13,076,847.04</b>	<b>\$5,000,000.00</b>
<b>EE Programs</b>	<b>\$288,856,162.25</b>	<b>\$15,147,875.71</b>	<b>\$1,236,893.43</b>	<b>\$1,051,490.56</b>	<b>\$259,569,927.25</b>	<b>\$11,799,975.29</b>	<b>\$50,000.00</b>
<b>Res EE Programs</b>	<b>\$89,108,990.91</b>	<b>\$5,645,233.52</b>	<b>\$163,887.00</b>	<b>\$531,500.00</b>	<b>\$76,230,469.38</b>	<b>\$6,537,901.01</b>	<b>\$0.00</b>
HVAC	\$13,947,000.00	\$1,541,227.73	\$43,001.84	\$103,500.00	\$11,560,396.63	\$698,873.80	\$0.00
RNC	\$19,428,037.50	\$1,551,670.50	\$43,001.72	\$245,500.00	\$16,981,914.90	\$605,950.38	\$0.00
EE Products	\$24,532,000.00	\$1,186,329.12	\$38,941.72	\$25,000.00	\$19,925,659.14	\$3,356,070.02	\$0.00
HPwES	\$31,201,953.41	\$1,366,006.17	\$38,941.72	\$157,500.00	\$27,762,498.71	\$1,877,006.81	\$0.00
<b>Res Low Income</b>	<b>\$30,000,000.00</b>	<b>\$2,020,748.01</b>	<b>\$765,325.60</b>	<b>\$355,490.56</b>	<b>\$25,261,050.90</b>	<b>\$1,597,384.93</b>	<b>\$0.00</b>
Comfort Partners	\$30,000,000.00	\$2,020,748.01	\$765,325.60	\$355,490.56	\$25,161,050.90	\$1,597,384.93	\$100,000.00
<b>C&amp;I EE Programs</b>	<b>\$162,247,171.34</b>	<b>\$7,481,894.18</b>	<b>\$307,680.83</b>	<b>\$164,500.00</b>	<b>\$150,578,406.97</b>	<b>\$3,664,689.35</b>	<b>\$50,000.00</b>
C&I NC	\$3,902,244.07	\$946,240.17	\$38,941.72	\$29,500.00	\$2,843,736.78	\$43,825.40	\$0.00
C&I EB	\$51,178,338.38	\$1,537,883.91	\$38,941.84	\$29,500.00	\$47,316,142.83	\$2,255,869.80	\$0.00
P4P NC	\$15,353,068.38	\$968,652.43	\$38,941.72	\$20,500.00	\$14,213,907.51	\$111,066.72	\$0.00
P4P EB	\$37,685,532.70	\$1,115,645.62	\$43,631.14	\$12,500.00	\$35,897,259.14	\$616,496.80	\$0.00
LGEA	\$3,129,802.00	\$872,884.75	\$38,941.72	\$12,500.00	\$1,938,801.24	\$266,674.29	\$0.00
DI	\$28,657,079.41	\$945,713.46	\$69,340.97	\$43,000.00	\$27,286,903.38	\$312,121.60	\$0.00
LEUP	\$20,141,106.40	\$944,873.85	\$38,941.72	\$17,000.00	\$19,081,656.09	\$58,634.74	\$0.00
Custom C&I Pilot	\$2,200,000.00	\$150,000.00	\$0.00	\$0.00	\$2,000,000.00	\$0.00	\$50,000.00
<b>State Facilities Initiative</b>	<b>\$7,500,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$7,500,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
State Facilities Initiative	\$7,500,000.00	\$0.00	\$0.00	\$0.00	\$7,500,000.00	\$0.00	\$0.00
<b>Distributed Energy Resources</b>	<b>\$58,628,288.84</b>	<b>\$821,097.64</b>	<b>\$116,825.28</b>	<b>\$100,000.00</b>	<b>\$57,204,017.82</b>	<b>\$386,348.10</b>	<b>\$0.00</b>
CHP/Fuel Cell	\$49,802,806.80	\$526,490.45	\$77,883.56	\$75,000.00	\$48,854,526.52	\$268,906.27	\$0.00
RE Storage	\$7,825,482.04	\$294,607.19	\$38,941.72	\$25,000.00	\$7,349,491.30	\$117,441.83	\$0.00
Microgrids	\$1,000,000.00	\$0.00	\$0.00	\$0.00	\$1,000,000.00	\$0.00	\$0.00
<b>RE Programs</b>	<b>\$2,450,000.00</b>	<b>\$796,263.57</b>	<b>\$38,941.84</b>	<b>\$34,000.00</b>	<b>\$240,270.94</b>	<b>\$890,523.65</b>	<b>\$450,000.00</b>
Offshore Wind	\$450,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450,000.00
SREC Registration	\$2,000,000.00	\$796,263.57	\$38,941.84	\$34,000.00	\$240,270.94	\$890,523.65	\$0.00
<b>EDA Programs</b>	<b>\$10,294,671.80</b>	<b>\$160,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,134,671.80</b>	<b>\$0.00</b>	<b>\$0.00</b>
CEMF	\$4,404,359.54	\$94,000.00	\$0.00	\$0.00	\$4,310,359.54	\$0.00	\$0.00
GGF	\$2,028,395.46	\$28,000.00	\$0.00	\$0.00	\$2,000,395.46	\$0.00	\$0.00
LSCHP Solicitation	\$3,861,916.80	\$38,000.00	\$0.00	\$0.00	\$3,823,916.80	\$0.00	\$0.00
<b>Planning and Administration</b>	<b>\$14,621,244.00</b>	<b>\$2,400,000.00</b>	<b>\$6,650,000.00</b>	<b>\$0.00</b>	<b>\$1,071,244.00</b>	<b>\$0.00</b>	<b>\$4,500,000.00</b>
<b>BPU Program Administration</b>	<b>\$2,400,000.00</b>	<b>\$2,400,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
BPU Program Administration	\$2,400,000.00	\$2,400,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Program Transition	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Marketing (w/CEP website)</b>	<b>\$3,750,000.00</b>	<b>\$0.00</b>	<b>\$3,750,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
New Marketing Contract	\$3,000,000.00	\$0.00	\$3,000,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Interim Marketing	\$750,000.00	\$0.00	\$750,000.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Program Evaluation/Analysis</b>	<b>\$4,500,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$4,500,000.00</b>
Program Evaluation	\$3,200,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,200,000.00
CEEEP	\$1,300,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,300,000.00
<b>Outreach and Education</b>	<b>\$3,921,244.00</b>	<b>\$0.00</b>	<b>\$2,900,000.00</b>	<b>\$0.00</b>	<b>\$1,021,244.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sustainable Jersey	\$500,000.00	\$0.00	\$0.00	\$0.00	\$500,000.00	\$0.00	\$0.00
NJIT Learning Center	\$300,000.00	\$0.00	\$0.00	\$0.00	\$300,000.00	\$0.00	\$0.00
Rutgers LESS	\$175,000.00	\$0.00	\$0.00	\$0.00	\$175,000.00	\$0.00	\$0.00
NJCERN	\$46,244.00	\$0.00	\$0.00	\$0.00	\$46,244.00	\$0.00	\$0.00
PA Outreach	\$2,900,000.00	\$0.00	\$2,900,000.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Sponsorships</b>	<b>\$50,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$50,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sponsorships	\$50,000.00	\$0.00	\$0.00	\$0.00	\$50,000.00	\$0.00	\$0.00
<b>TRUE Grant</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
TRUE Grant	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

FY 2017		Adjustments Required					
Program/Budget Line	Total Budget	Administration	Sales, Marketing, Website	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, and QA	Evaluation
<b>Total NJCEP</b>	<b>\$0.00</b>	<b>\$763,603.99</b>	<b>(\$2,965,118.16)</b>	<b>\$234,000.00</b>	<b>\$2,739,143.32</b>	<b>\$1,442,061.97</b>	<b>(\$2,213,691.12)</b>
<b>EE Programs</b>	<b>(\$0.00)</b>	<b>\$90,756.77</b>	<b>\$34,881.84</b>	<b>\$234,000.00</b>	<b>(\$818,265.04)</b>	<b>\$458,626.43</b>	<b>\$0.00</b>
<b>Res EE Programs</b>	<b>(\$0.00)</b>	<b>(\$3,499.94)</b>	<b>(\$4,060.00)</b>	<b>\$164,500.00</b>	<b>(\$155,500.00)</b>	<b>(\$1,440.06)</b>	<b>\$0.00</b>
HVAC	(\$0.00)	(\$3,499.94)	(\$4,060.00)	\$164,500.00	(\$155,500.00)	(\$1,440.06)	
RNC	\$0.00						
EE Products	\$0.00						
HPwES	\$0.00						
<b>Res Low Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Comfort Partners	\$0.00						
<b>C&amp;I EE Programs</b>	<b>(\$0.00)</b>	<b>\$94,256.71</b>	<b>\$38,941.84</b>	<b>\$69,500.00</b>	<b>(\$662,765.04)</b>	<b>\$460,066.49</b>	<b>\$0.00</b>
C&I NC	\$100,906.65			\$0.00		\$100,906.65	
C&I EB	(\$1,731,446.73)			\$0.00	(\$1,731,446.73)		
P4P NC	\$6,096,683.78			\$29,500.00	\$6,000,000.00	\$67,183.78	
P4P EB	(\$4,849,256.28)		\$0.00	\$12,500.00	(\$4,861,756.28)		
LGEA	\$1,449,103.10			\$12,500.00	\$1,230,437.97	\$206,165.13	
DI	\$91,321.00		\$0.00	\$7,000.00		\$84,321.00	
LEUP	(\$1,098,510.07)			\$0.00	(\$1,100,000.00)	\$1,489.93	
Custom C&I Pilot	(\$58,801.45)	\$94,256.71	\$38,941.84	\$8,000.00	(\$200,000.00)		
<b>State Facilities Initiative</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
State Facilities Initiative	\$0.00						
<b>Distributed Energy Resources</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
CHP/Fuel Cell	\$0.00						
RE Storage	\$0.00						
Microgrids	\$0.00						
<b>RE Programs</b>	<b>\$800,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>(\$240,270.94)</b>	<b>\$983,435.54</b>	<b>\$56,835.40</b>
Offshore Wind	\$0.00						
SREC Registration	\$800,000.00				(\$240,270.94)	\$983,435.54	\$56,835.40
<b>EDA Programs</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
CEMF	\$0.00						
GGF	\$0.00						
LSCHP Solicitation	\$0.00						
<b>Planning and Administration</b>	<b>(\$4,091,331.26)</b>	<b>\$672,847.22</b>	<b>(\$3,000,000.00)</b>	<b>\$0.00</b>	<b>\$506,348.04</b>	<b>\$0.00</b>	<b>(\$2,270,526.52)</b>
<b>BPU Program Administration</b>	<b>\$672,847.22</b>	<b>\$672,847.22</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
BPU Program Administration	\$0.00						
Program Transition	\$672,847.22	\$672,847.22					
<b>Marketing (w/CEP website)</b>	<b>(\$3,000,000.00)</b>	<b>\$0.00</b>	<b>(\$3,000,000.00)</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
New Marketing Contract	(\$3,000,000.00)		(\$3,000,000.00)				
Interim Marketing	\$0.00						
<b>Program Evaluation/Analysis</b>	<b>(\$2,270,526.52)</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>(\$2,270,526.52)</b>
Program Evaluation	(\$2,270,526.52)						(\$2,270,526.52)
CEEEP	\$0.00						
<b>Outreach and Education</b>	<b>\$506,348.04</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$506,348.04</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sustainable Jersey	\$175,065.89				\$175,065.89		
NJIT Learning Center	\$212,409.20				\$212,409.20		
Rutgers LESS	\$63,894.04				\$63,894.04		
NJCERN	\$54,978.91				\$54,978.91		
PA Outreach	\$0.00						
<b>Sponsorships</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sponsorships	\$0.00						
<b>TRUE Grant</b>	<b>\$3,291,331.26</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,291,331.26</b>	<b>\$0.00</b>	<b>\$0.00</b>
TRUE Grant	\$3,291,331.26				\$3,291,331.26		

FY 2017		Proposed 1st Revised FY17 Cost Category Budgets					
Program/Budget Line	Total Budget	Administration	Sales, Marketing, Website	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, and QA	Evaluation
<b>Total NJCEP</b>	<b>\$374,850,366.89</b>	<b>\$20,088,840.92</b>	<b>\$5,077,542.39</b>	<b>\$1,419,490.56</b>	<b>\$330,859,275.13</b>	<b>\$14,518,909.01</b>	<b>\$2,886,308.88</b>
<b>EE Programs</b>	<b>\$288,856,162.25</b>	<b>\$15,238,632.49</b>	<b>\$1,271,775.27</b>	<b>\$1,285,490.56</b>	<b>\$258,651,662.21</b>	<b>\$12,258,601.72</b>	<b>\$150,000.00</b>
<b>Res EE Programs</b>	<b>\$89,108,990.91</b>	<b>\$5,641,733.58</b>	<b>\$159,827.00</b>	<b>\$696,000.00</b>	<b>\$76,074,969.38</b>	<b>\$6,536,460.95</b>	<b>\$0.00</b>
HVAC	\$13,947,000.00	\$1,537,727.79	\$38,941.84	\$268,000.00	\$11,404,896.63	\$697,433.74	\$0.00
RNC	\$19,428,037.50	\$1,551,670.50	\$43,001.72	\$245,500.00	\$16,981,914.90	\$605,950.38	\$0.00
EE Products	\$24,532,000.00	\$1,186,329.12	\$38,941.72	\$25,000.00	\$19,925,659.14	\$3,356,070.02	\$0.00
HPWES	\$31,201,953.41	\$1,366,006.17	\$38,941.72	\$157,500.00	\$27,762,498.71	\$1,877,006.81	\$0.00
<b>Res Low Income</b>	<b>\$30,000,000.00</b>	<b>\$2,020,748.01</b>	<b>\$765,325.60</b>	<b>\$355,490.56</b>	<b>\$25,161,050.90</b>	<b>\$1,597,384.93</b>	<b>\$100,000.00</b>
Comfort Partners	\$30,000,000.00	\$2,020,748.01	\$765,325.60	\$355,490.56	\$25,161,050.90	\$1,597,384.93	\$100,000.00
<b>C&amp;I EE Programs</b>	<b>\$162,247,171.34</b>	<b>\$7,576,150.90</b>	<b>\$346,622.67</b>	<b>\$234,000.00</b>	<b>\$149,915,641.93</b>	<b>\$4,124,755.84</b>	<b>\$50,000.00</b>
C&I NC	\$4,003,150.72	\$946,240.17	\$38,941.72	\$29,500.00	\$2,843,736.78	\$144,732.05	\$0.00
C&I EB	\$49,446,891.65	\$1,537,883.91	\$38,941.84	\$29,500.00	\$45,584,696.10	\$2,255,869.80	\$0.00
P4P NC	\$21,449,752.16	\$968,652.43	\$38,941.72	\$50,000.00	\$20,213,907.51	\$178,250.50	\$0.00
P4P EB	\$32,836,276.42	\$1,115,645.62	\$43,631.14	\$25,000.00	\$31,035,502.86	\$616,496.80	\$0.00
LGEA	\$4,578,905.10	\$872,884.75	\$38,941.72	\$25,000.00	\$3,169,239.21	\$472,839.42	\$0.00
DI	\$28,748,400.41	\$945,713.46	\$69,340.97	\$50,000.00	\$27,286,903.38	\$396,442.60	\$0.00
LEUP	\$19,042,596.33	\$944,873.85	\$38,941.72	\$17,000.00	\$17,981,656.09	\$60,124.67	\$0.00
Custom C&I Pilot	\$2,141,198.55	\$244,256.71	\$38,941.84	\$8,000.00	\$1,800,000.00	\$0.00	\$50,000.00
<b>State Facilities Initiative</b>	<b>\$7,500,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$7,500,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
State Facilities Initiative	\$7,500,000.00	\$0.00	\$0.00	\$0.00	\$7,500,000.00	\$0.00	\$0.00
<b>Distributed Energy Resources</b>	<b>\$58,628,288.84</b>	<b>\$821,097.64</b>	<b>\$116,825.28</b>	<b>\$100,000.00</b>	<b>\$57,204,017.82</b>	<b>\$386,348.10</b>	<b>\$0.00</b>
CHP/Fuel Cell	\$49,802,806.80	\$526,490.45	\$77,883.56	\$75,000.00	\$48,854,526.52	\$268,906.27	\$0.00
RE Storage	\$7,825,482.04	\$294,607.19	\$38,941.72	\$25,000.00	\$7,349,491.30	\$117,441.83	\$0.00
Microgrids	\$1,000,000.00	\$0.00	\$0.00	\$0.00	\$1,000,000.00	\$0.00	\$0.00
<b>RE Programs</b>	<b>\$3,250,000.00</b>	<b>\$796,263.57</b>	<b>\$38,941.84</b>	<b>\$34,000.00</b>	<b>\$0.00</b>	<b>\$1,873,959.19</b>	<b>\$506,835.40</b>
Offshore Wind	\$450,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450,000.00
SREC Registration	\$2,800,000.00	\$796,263.57	\$38,941.84	\$34,000.00	\$0.00	\$1,873,959.19	\$56,835.40
<b>EDA Programs</b>	<b>\$10,294,671.80</b>	<b>\$160,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,134,671.80</b>	<b>\$0.00</b>	<b>\$0.00</b>
CEMF	\$4,404,359.54	\$94,000.00	\$0.00	\$0.00	\$4,310,359.54	\$0.00	\$0.00
GGF	\$2,028,395.46	\$28,000.00	\$0.00	\$0.00	\$2,000,395.46	\$0.00	\$0.00
LSCHP Solicitation	\$3,861,916.80	\$38,000.00	\$0.00	\$0.00	\$3,823,916.80	\$0.00	\$0.00
<b>Planning and Administration</b>	<b>\$10,529,912.74</b>	<b>\$3,072,847.22</b>	<b>\$3,650,000.00</b>	<b>\$0.00</b>	<b>\$1,577,592.04</b>	<b>\$0.00</b>	<b>\$2,229,473.48</b>
<b>BPU Program Administration</b>	<b>\$3,072,847.22</b>	<b>\$3,072,847.22</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
BPU Program Administration	\$2,400,000.00	\$2,400,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Program Transition	\$672,847.22	\$672,847.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Marketing (w/CEP website)</b>	<b>\$750,000.00</b>	<b>\$0.00</b>	<b>\$750,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
New Marketing Contract	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interim Marketing	\$750,000.00	\$0.00	\$750,000.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Program Evaluation/Analysis</b>	<b>\$2,229,473.48</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,229,473.48</b>
Program Evaluation	\$929,473.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$929,473.48
CEEEP	\$1,300,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,300,000.00
<b>Outreach and Education</b>	<b>\$4,427,592.04</b>	<b>\$0.00</b>	<b>\$2,900,000.00</b>	<b>\$0.00</b>	<b>\$1,527,592.04</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sustainable Jersey	\$675,065.89	\$0.00	\$0.00	\$0.00	\$675,065.89	\$0.00	\$0.00
NJIT Learning Center	\$512,409.20	\$0.00	\$0.00	\$0.00	\$512,409.20	\$0.00	\$0.00
Rutgers LESS	\$238,894.04	\$0.00	\$0.00	\$0.00	\$238,894.04	\$0.00	\$0.00
NJCERN	\$101,222.91	\$0.00	\$0.00	\$0.00	\$101,222.91	\$0.00	\$0.00
PA Outreach	\$2,900,000.00	\$0.00	\$2,900,000.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Sponsorships</b>	<b>\$50,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$50,000.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Sponsorships	\$50,000.00	\$0.00	\$0.00	\$0.00	\$50,000.00	\$0.00	\$0.00
<b>TRUE Grant</b>	<b>\$3,291,331.26</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,291,331.26</b>	<b>\$0.00</b>	<b>\$0.00</b>
TRUE Grant	\$3,291,331.26	\$0.00	\$0.00	\$0.00	\$3,291,331.26	\$0.00	\$0.00



**COMFORT PARTNERS TABLES**

July 1st 2016 - June 30th 2017 CP Budget (Approved 6/30/2016)								
		Admin and Program Development	Sales, Marketing, Call Centers, Web Site	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, Inspections, Other QC	Evaluation & Research	Contractor Perf. Incentives
ACE	\$1,413,917.71	\$145,124.49	\$14,154.56	\$13,915.94	\$1,161,126.68	\$79,596.04	\$0.00	\$0.00
JCP&L	\$3,369,179.70	\$337,588.06	\$69,460.18	\$30,236.73	\$2,589,855.95	\$242,038.78	\$100,000.00	\$0.00
PSE&G- Elec	\$6,519,015.81	\$395,685.31	\$168,320.44	\$68,665.03	\$5,588,939.51	\$297,405.52	\$0.00	\$0.00
RECO	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
NJNG	\$4,422,503.05	\$211,234.58	\$163,984.58	\$51,484.58	\$3,736,409.14	\$259,390.17	\$0.00	\$0.00
Elizabethtown	\$2,490,422.14	\$135,270.63	\$44,736.66	\$35,753.70	\$2,166,106.72	\$108,554.43	\$0.00	\$0.00
PSE&G-Gas	\$9,778,523.69	\$593,527.96	\$252,480.66	\$102,997.54	\$8,383,409.25	\$446,108.28	\$0.00	\$0.00
SJG	\$2,006,437.90	\$202,316.98	\$52,188.52	\$52,437.04	\$1,535,203.65	\$164,291.71	\$0.00	\$0.00
<b>TOTAL</b>	<b>\$30,000,000.00</b>	<b>\$2,020,748.01</b>	<b>\$765,325.60</b>	<b>\$355,490.56</b>	<b>\$25,161,050.90</b>	<b>\$1,597,384.93</b>	<b>\$100,000.00</b>	<b>\$0.00</b>
PSE&G - Combined	\$16,297,539.50	\$989,213.27	\$420,801.10	\$171,662.57	\$13,972,348.76	\$743,513.80	\$0.00	\$0.00

(\$) Difference Between Current & Proposed								
		Admin and Program Development	Sales, Marketing, Call Centers, Web Site	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, Inspections, Other QC	Evaluation & Research	Contractor Perf. Incentives
ACE	\$19,100.00	\$10,000.00	\$3,400.00	\$3,700.00	\$0.00	\$2,000.00	\$0.00	\$0.00
JCP&L	(\$19,100.00)	(\$17,100.00)	\$0.00	\$0.00	\$0.00	(\$2,000.00)	\$0.00	\$0.00
PSE&G- Elec	(\$0.01)	\$11,999.99	(\$14,200.00)	\$2,200.00	\$0.00	\$0.00	\$0.00	\$0.00
RECO	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
NJNG	\$0.00	\$30,000.00	\$14,429.79	\$0.00	\$0.00	(\$44,429.79)	\$0.00	\$0.00
Elizabethtown	\$0.00	\$1,000.00	(\$5,000.00)	(\$6,000.00)	\$15,000.00	(\$5,000.00)	\$0.00	\$0.00
PSE&G-Gas	\$0.00	\$18,000.00	(\$21,300.00)	\$3,300.00	\$0.00	\$0.00	\$0.00	\$0.00
SJG	\$0.01	\$1,296.30	\$1,296.30	\$1,296.30	\$64,814.82	(\$68,703.71)	\$0.00	\$0.00
<b>TOTAL</b>	<b>\$0.00</b>	<b>\$55,196.29</b>	<b>(\$21,373.91)</b>	<b>\$4,496.30</b>	<b>\$79,814.82</b>	<b>(\$118,133.50)</b>	<b>\$0.00</b>	<b>\$0.00</b>
PSE&G - Combined	(\$0.01)	\$29,999.99	(\$35,500.00)	\$5,500.00	\$0.00	\$0.00	\$0.00	\$0.00

Proposed New July 1st 2016 - June 30th 2017 CP Budget								
		Admin and Program Development	Sales, Marketing, Call Centers, Web Site	Training	Rebates, Grants and Other Direct Incentives	Rebate Processing, Inspections, Other QC	Evaluation & Research	Contractor Perf. Incentives
ACE	\$1,433,017.71	\$155,124.49	\$17,554.56	\$17,615.94	\$1,161,126.68	\$81,596.04	\$0.00	\$0.00
JCP&L	\$3,350,079.70	\$320,488.06	\$69,460.18	\$30,236.73	\$2,589,855.95	\$240,038.78	\$100,000.00	\$0.00
PSE&G- Elec	\$6,519,015.80	\$407,685.30	\$154,120.44	\$70,865.03	\$5,588,939.51	\$297,405.52	\$0.00	\$0.00
RECO	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
NJNG	\$4,422,503.05	\$241,234.58	\$178,414.37	\$51,484.58	\$3,736,409.14	\$214,960.38	\$0.00	\$0.00
Elizabethtown	\$2,490,422.14	\$136,270.63	\$39,736.66	\$29,753.70	\$2,181,106.72	\$103,554.43	\$0.00	\$0.00
PSE&G-Gas	\$9,778,523.69	\$611,527.96	\$231,180.66	\$106,297.54	\$8,383,409.25	\$446,108.28	\$0.00	\$0.00
SJG	\$2,006,437.91	\$203,613.28	\$53,484.82	\$53,733.34	\$1,600,018.47	\$95,588.00	\$0.00	\$0.00
<b>TOTAL</b>	<b>\$30,000,000.00</b>	<b>\$2,075,944.30</b>	<b>\$743,951.69</b>	<b>\$359,986.86</b>	<b>\$25,240,865.72</b>	<b>\$1,479,251.43</b>	<b>\$100,000.00</b>	<b>\$0.00</b>
PSE&G - Combined	\$16,297,539.49	\$1,019,213.26	\$385,301.10	\$177,162.57	\$13,972,348.76	\$743,513.80	\$0.00	\$0.00

**Process for Submitting Comments**

OCE Staff is requesting comments on the above proposals prior to presenting its recommendations to the Board for consideration. Comments should be submitted to:

[publiccomments@njcleanenergy.com](mailto:publiccomments@njcleanenergy.com)

by 5 pm on February 17, 2017 under the subject heading "Proposed Modifications to NJCEP FY17 Budget".