



# Energy Efficiency Stakeholder Meeting

October 27, 2021

# Agenda

1. Welcome
2. Recap of Last Meeting
3. Current Program Updates
4. Working Group Updates
5. Guest Presentation, COVID-19 Supply Chain Assessment: Program Impacts and Opportunities
6. General Q&A
7. Items of Interest
8. Next Meeting

# Welcome & Introductions



# Recap of Last Month



# September Meeting Recap

## What we covered:

- ✓ Transition information on NJCEP website
- ✓ NJCEP and Utility Program Updates
- ✓ Working Group Updates
- ✓ Q&A

# Post-Transition Energy Efficiency Programs



## Program areas staying with NJCEP:

- **New Construction (residential, commercial, industrial, government)**
- **Large Energy Users**
- **Combined Heat & Power & Fuel Cells**
- **Local Government Energy Audits**
- **Energy Savings Improvement Program**

# Post-Transition Energy Efficiency Programs



## Program areas served by the Utilities:

- Existing Buildings (residential, commercial, industrial, government)
- Efficient Products
  - HVAC
  - Appliance Rebates
  - Appliance Recycling

### New Programs & Features:

Dedicated multi-family program  
More financing options  
Quick home energy check-ups

# Post-Transition Energy Efficiency Programs



**Continues to be co-managed by the Utilities  
and the BPU**



Visit our transition website:

[www.NJCleanEnergy.com/TRANSITION](http://www.NJCleanEnergy.com/TRANSITION)

FAQs will be  
updated  
regularly

# Visit our transition website:

[www.NJCleanEnergy.com/TRANSITION](http://www.NJCleanEnergy.com/TRANSITION)

The screenshot displays the website for the New Jersey's Clean Energy Program. At the top, there is a navigation bar with links for Press Room, Library, FAQs, Calendar, Newsletters, Contact Us, and Site Map. Below this is a search bar. The main navigation menu includes HOME, RESIDENTIAL, COMMERCIAL, INDUSTRIAL, LOCAL GOV & MULTIFAMILY, and RENEWABLE ENERGY. The central content area features a section titled "New Jersey's Energy Efficiency Program Transition" with a sub-header "Transición del Programa de Eficiencia Energética de Nueva Jersey". The text explains that in 2018, Governor Murphy signed into law the landmark legislation known as the Clean Energy Act, which called for a significant overhaul of New Jersey's clean energy systems. It also notes that as part of this undertaking, the Clean Energy Act required New Jersey's investor-owned gas and electric utility companies to reduce their customers' use of gas and electricity by set percentages over time. A section titled "Program areas staying with NJCEP" lists "New Construction (residential, commercial, industrial, ...". To the right, there is a "Program Updates" section and a "FREQUENTLY ASKED QUESTIONS" section. The first question is "Why will some energy efficiency programs now be managed by the utility companies?" and the second is "Which energy efficiency programs will continue to be administered by NJCEP, and which will be administered by the utilities?".

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NEW JERSEY'S CLEAN ENERGY PROGRAM

BOARD OF PUBLIC UTILITIES

REBATES AND PROMOTIONS

NJCEP POLICY UPDATES & REQUEST FOR COMMENTS

CALENDAR

CLEAN ENERGY STAKEHOLDER GROUPS

GRANTS & SOLICITATIONS

TRAINING RESOURCES

► PRESS ROOM

► PUBLIC REPORTS AND LIBRARY

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## New Jersey's Energy Efficiency Program Transition

Transición del Programa de Eficiencia Energética de Nueva Jersey

In 2018, Governor Murphy signed into law the landmark legislation known as the Clean Energy Act. The law called for a significant overhaul of New Jersey's clean energy systems by building sustainable infrastructure in order to fight climate change and reduce carbon emissions, which will in turn create well-paying local jobs, grow the state's economy, and improve public health while ensuring a cleaner environment for current and future residents.

As part of this statewide undertaking, the Clean Energy Act required New Jersey's investor-owned gas and electric utility companies to reduce their customers' use of gas and electricity by set percentages over time. To help reach these targets, the New Jersey Board of Public Utilities approved a comprehensive suite of efficiency programs that would transition the state to some of the highest energy savings in the country.

These "next generation" energy efficiency programs feature new ways of managing and delivering programs historically administered by New Jersey's Clean Energy Program™ (NJCEP). While NJCEP will continue to offer some energy efficiency programs, all of the investor-owned gas and electric utility companies will now also offer complementary energy efficiency programs directly to their customers, as shown below.

Please visit this site regularly, browse the below Frequently Asked Questions (FAQs), and join our Energy Efficiency Listserv for additional details and the latest information.

### Program Updates

- FY21 Notice of Elimination of Enhanced Incentives for Prescriptive Lighting
- FY21 Commercial & Industrial

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## FREQUENTLY ASKED QUESTIONS

### Why will some energy efficiency programs now be managed by the utility companies?

The transition of the administration of certain energy efficiency programs from NJCEP to the utilities is in accordance with the mandates from the Clean Energy Act of 2018. These new programs will allow the utilities to work directly with customers to achieve energy savings. The Board considered the following in establishing this transition:

- Programs that rely heavily on contractors' use will be handled at the utility level, where the utility companies can build strong relationships and lead co-branded advertising and marketing efforts.
- Utilities will handle programs that rely on customer data or advanced metering infrastructure (AMI) to streamline customer data access layers and minimize the sharing of data to protect customer privacy.
  - Utilities are well-suited to deliver certain energy efficiency programs, such as those that are based on existing customer relationships and that rely on utility data and systems.
  - Certain programs are best delivered on a consistent statewide basis, whereas others may still be effective when modified for each utility territory.
  - Utility administration works best for programs that can leverage utilities' knowledge of energy consumption, customer demographics, workforce infrastructure, and existing customer relationships within their service territories. Utility access – and increased customer access – to energy use data enables the design of more personalized services and programs, targeted outreach, and individualized solutions for customers.
- Utilities can offer flexible financing options such as on-bill repayment.
- Customers may have more "brand awareness" and direct communication with their utility, facilitating the broader adoption of energy efficiency measures.

### Which energy efficiency programs will continue to be administered by NJCEP, and which will be administered by the utilities?

NJCEP will continue to administer the new construction programs for commercial and industrial (C&I), residential, and government customers. NJCEP will also continue offering the Residential New Construction, Large Energy Users, Combined Heat & Power & Fuel Cells, and Solar & Community Solar Programs, as well as the Local Government Energy Audit Program, the Energy Savings Improvement Program financing program, and energy efficiency opportunities for state

New Jersey's cleanenergy program

### Program areas staying with NJCEP:

- New Construction (residential, commercial, industrial,

New Jersey's cleanenergy program

New Jersey's cleanenergy program

# Current Program Updates



# BPU Program Updates: Progress to Goals (PTG) Report as of September 2021 – FY22

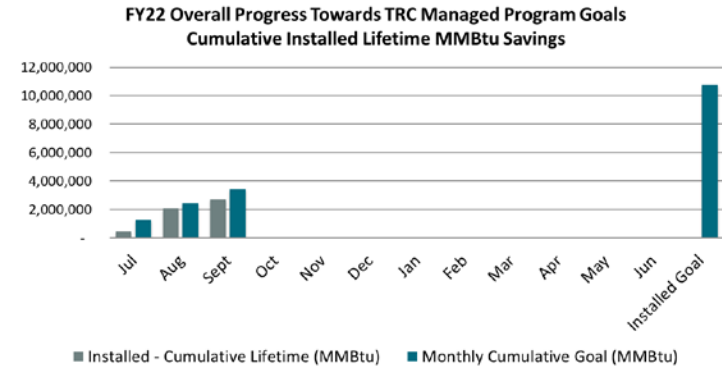
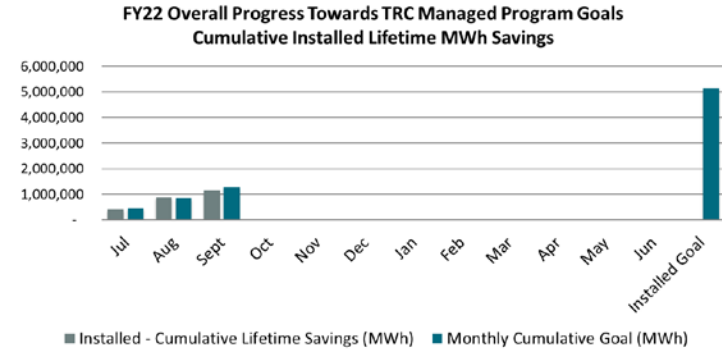
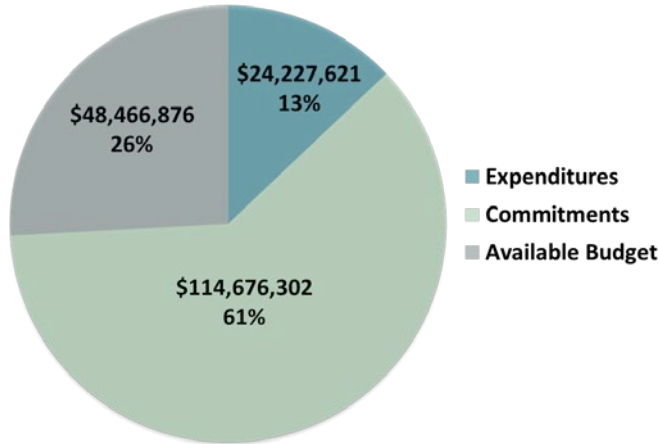


**Note (1):** The results presented here are preliminary and are subject to change.

**Note (2):** Due to COVID-related health and safety restrictions, some programs have experienced a decline in participation or project completions.

# Overall Progress Towards TRC Managed Program Goals

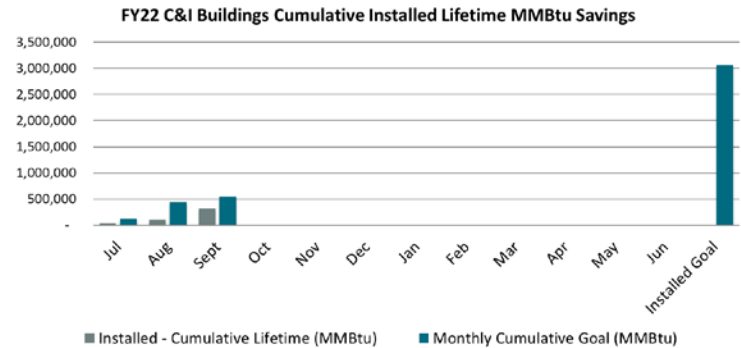
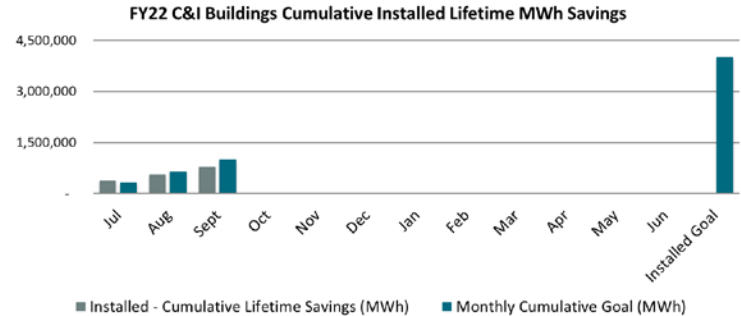
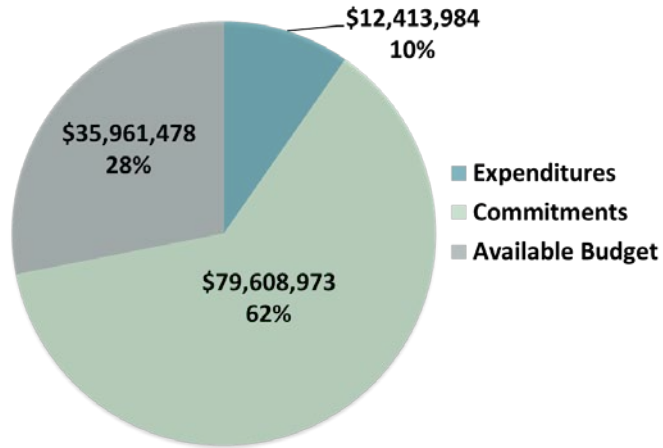
FY22 Overall TRC Managed Programs  
Incentive Budget: **\$187,370,799**



# Commercial & Industrial Buildings

NJCleanEnergy.com

FY22 Incentive Budget: **\$127,984,436**



# Commercial & Industrial Buildings

## September Program Highlights

### Retrofit

- Received 16 applications (93 YTD)
- Approved 116 applications (414 YTD)
- Paid 123 applications (529 YTD)

### New Construction

- Received 3 applications (14 YTD)
- Approved 5 applications (16 YTD)
- Paid 0 applications (16 YTD)

### Customer Tailored Energy Efficiency Pilot Program (CTEEP)

- Received 0 new enrollments (2 YTD)
- Approved 0 applications (3 YTD)
- Paid 16 applications (17 YTD)
- Held 2 scoping session meetings with customers (3 YTD)

### Large Energy Users Program (LEUP)

- Received 0 applications (5 YTD)
- Approved 0 Final Energy Efficiency Plans (0 YTD)
- Paid 1 Application (3 YTD)

### Pay for Performance – Existing Buildings

- Received 0 applications (0 YTD)
- Approved 1 Energy Reduction Plan (1 YTD)
- Completed 3 projects (4 YTD)

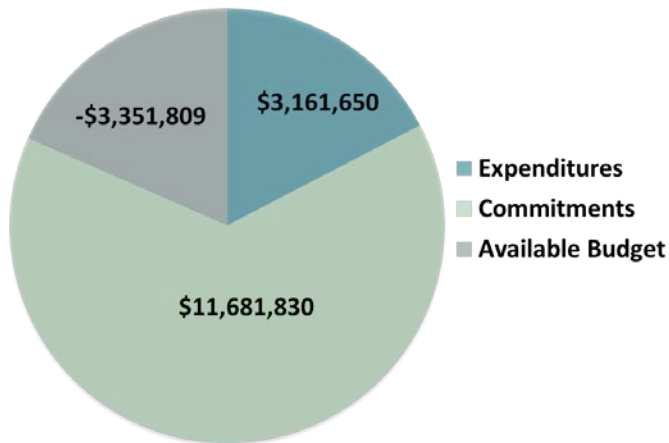
### Pay for Performance – New Construction

- Received 0 applications (1 YTD)
- Approved 0 Energy Reduction Plans (4 YTD)
- Completed 0 projects (2 YTD)

# Direct Install

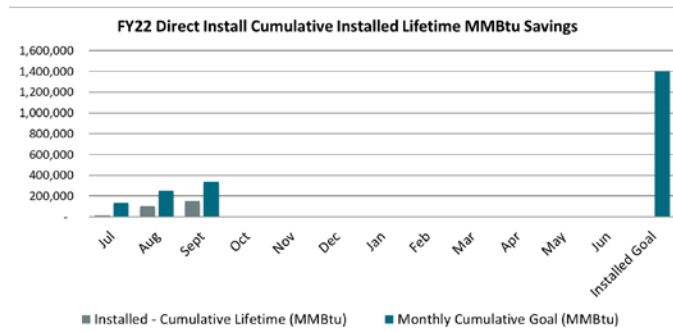
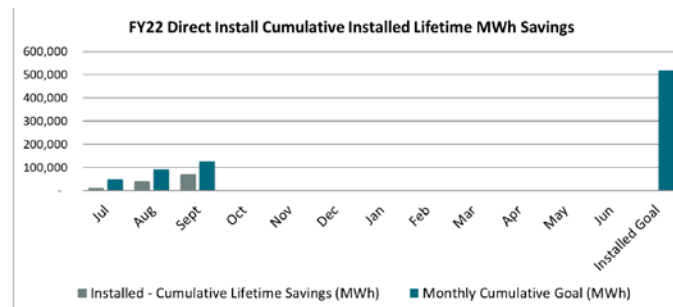
NJCleanEnergy.com

## FY22 Incentive Budget: \$11,491,671



### Program Highlights

- Received 0 applications (0 YTD)
- Paid 39 applications (89 YTD)



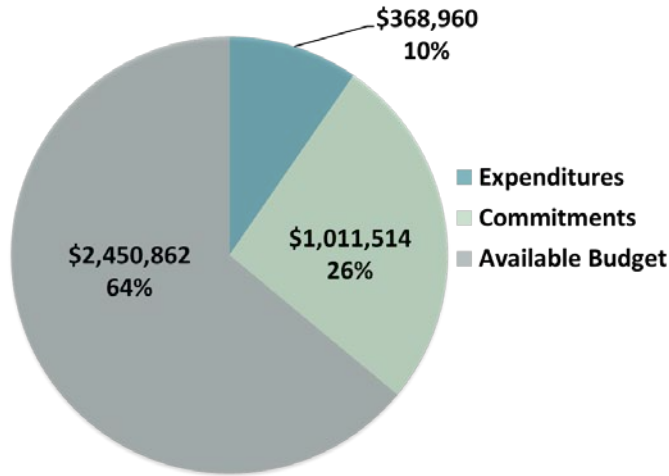
**Note:** Actual year-end FY21 commitments exceeded the estimated commitments used to develop the budget. The difference will be addressed in the FY22 true-up budget. The FY21 budget was not exceeded.



# Local Government Energy Audit (LGEA)

NJCleanEnergy.com

FY22 Incentive Budget: **\$3,831,336**



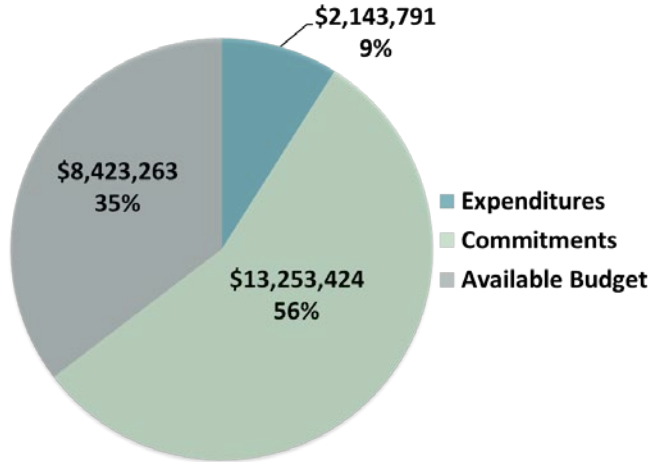
## Program Highlights

- Received 22 applications (58 YTD)
- Approved 1 application (13 YTD)
- Audited approximately 1,396,629 square feet
- Held 3 Exit Meetings for 69 sites (including additional scopes)
- Delivered Final Audit reports on 25 sites (2 entity)

# Distributed Energy Resources

NJCleanEnergy.com

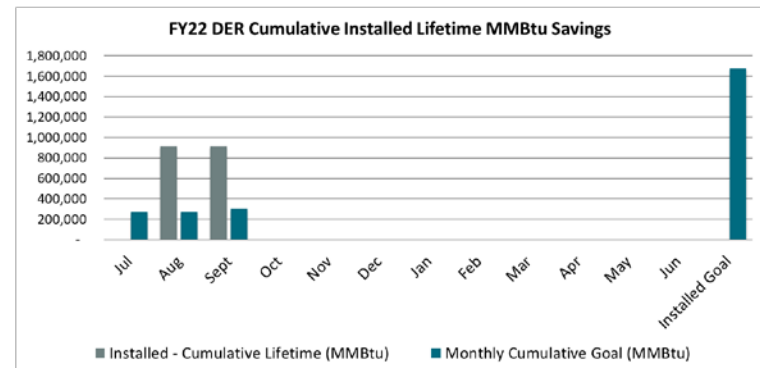
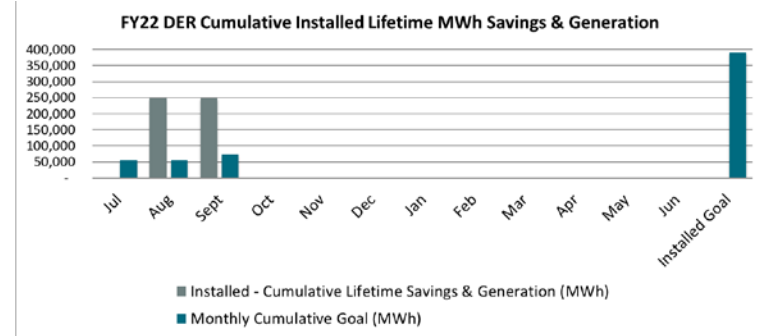
FY22 Incentive Budget: **\$23,820,478**



## Program Highlights

### Combined Heat & Power (includes Fuel Cells)

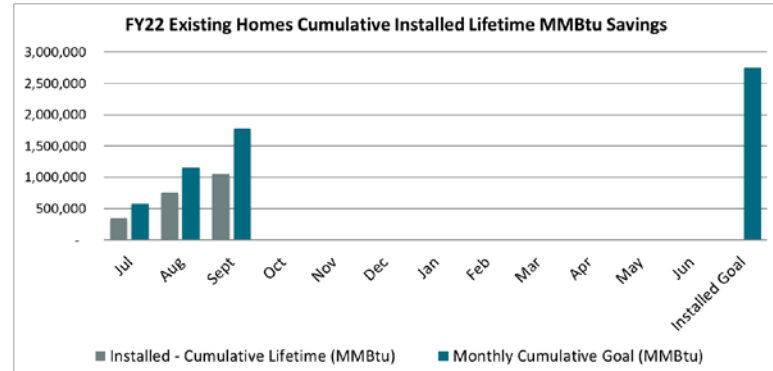
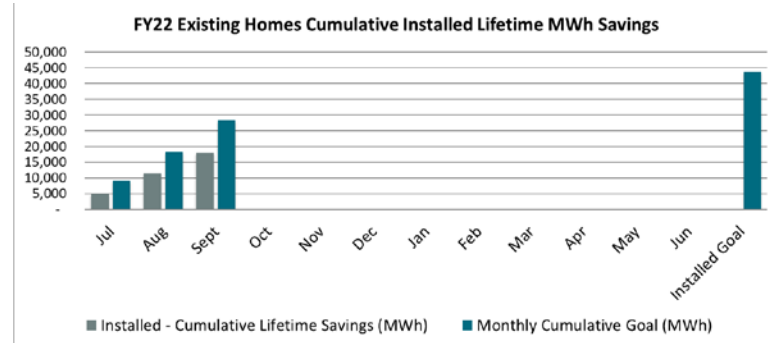
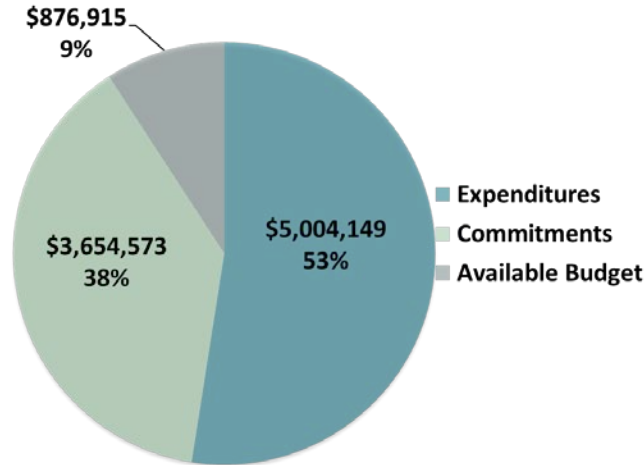
- Received 0 applications (1 YTD)
- Approved 1 application (1 YTD)
- Completed 0 installations (3 YTD)



# Residential Existing Homes

NJCleanEnergy.com

FY22 Incentive Budget: **\$9,535,636**



# Residential Existing Homes

## September Program Highlights

### Heating, Ventilation and Air Conditioning (HVAC)

- Received 696 applications (3,471 YTD)
- Paid 1,611 applications (4,940 YTD)
- Delivered 0 HVAC training classes

### Home Performance with ENERGY STAR® (HPwES)

- Received 0 enrollments (0 YTD)
- Completed 355 projects (989 YTD)
- Delivered 0 HPwES training classes

### State Energy Funding (SEP) Funding Available for oil, propane, municipal and coop electric customers:

- HVAC: \$ 272,247.64 remaining
- HPwES: \$ 368,961.05 remaining

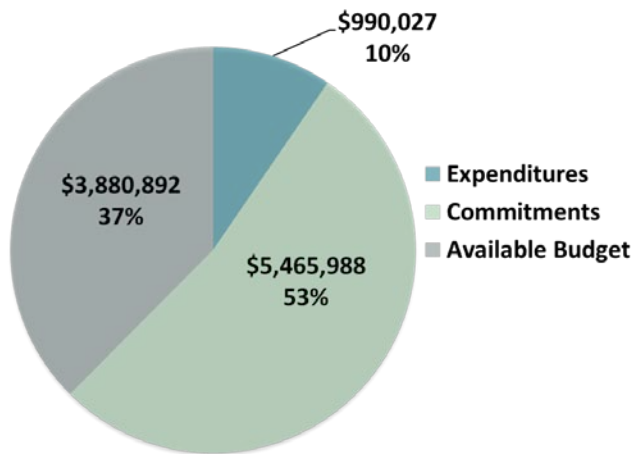
### Contractor Cooperative Marketing Incentives:

- HVAC: \$ 0
- HPwES: \$ 0

# Residential New Construction

NJCleanEnergy.com

FY22 Incentive Budget: **\$10,336,907**

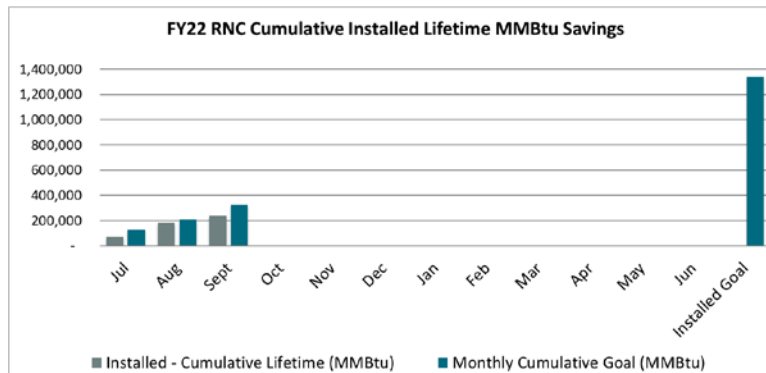
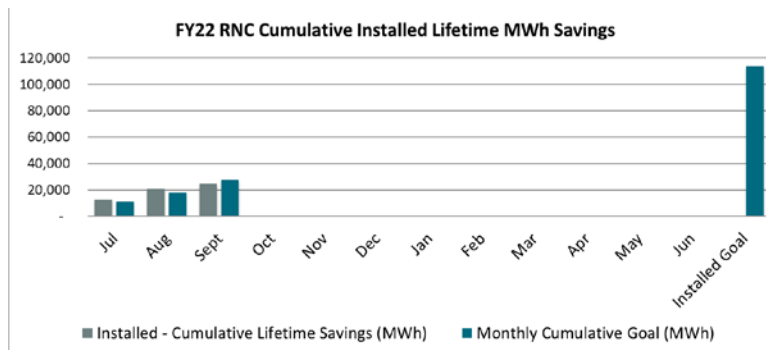


## Program Highlights

- Received 271 enrollments (605 YTD)
- Completed 114 projects (764 YTD)

## Contractor Cooperative Marketing Incentives:

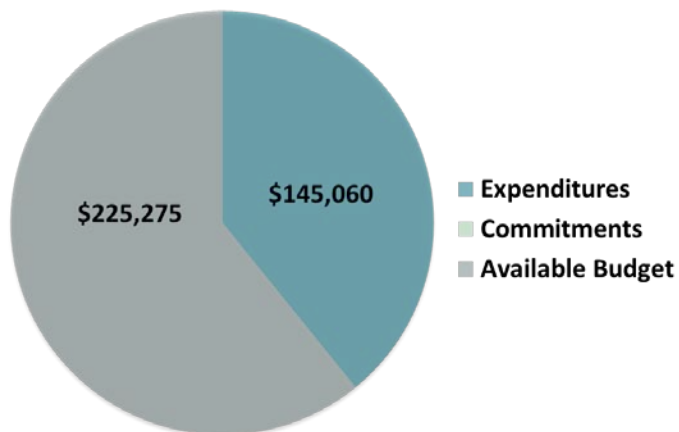
- RNC: \$ 3,150



# Energy Efficiency Products

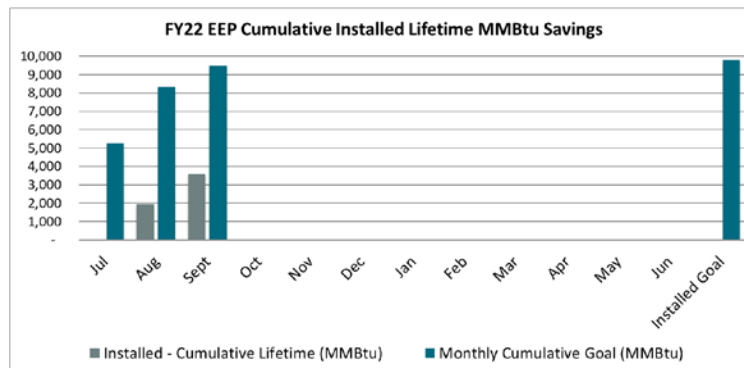
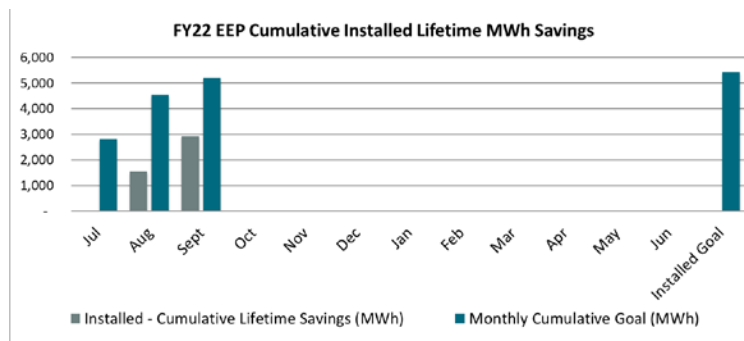
NJCleanEnergy.com

FY22 Incentive Budget: **\$370,335**



## Program Highlights

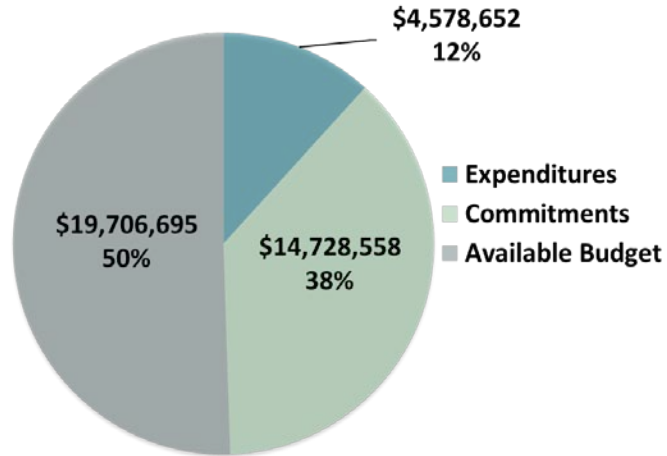
- Appliance Rebates: 1,855 completed
- Appliance Recycling: collected 0 units
- 0 retailer store visits were conducted in September



# Comfort Partners

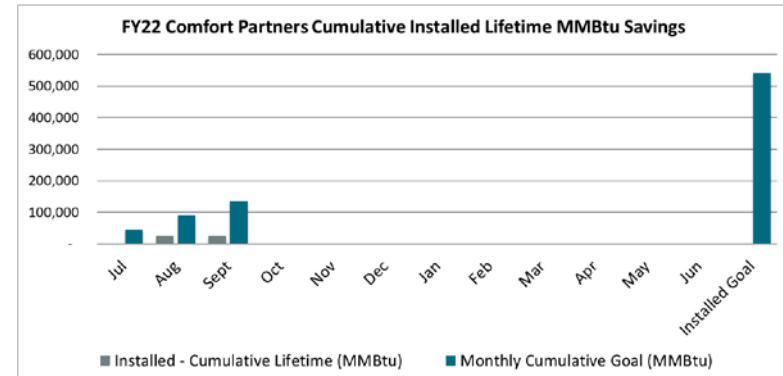
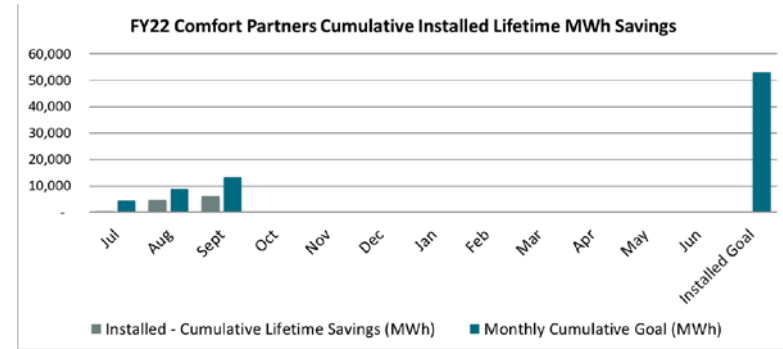
NJCleanEnergy.com

FY22 Incentive Budget: **\$39,013,905**



## Program Highlights

- Completed 348 Projects (911 YTD)



# School and Small Business EE Stimulus Programs

- Program opened October 7, 2021
- **Budget** - \$180 Million
- **Goal:** provide grants to boards of education and eligible small businesses for repair/installation of HVAC and plumbing fixtures and appliance.
- **Primary Focus:**
  - Air quality/air flow (COVID - driven)
  - Energy efficiency / water conservation
  - Assisting underserved communities

Program information posted on NJCEP website at:

<https://njcleanenergy.com/school-and-small-business-energy-efficiency-stimulus-program>



# School and Small Business EE Stimulus Programs

## Webinars will be offered soon

- **November 4<sup>th</sup> at 11:00 AM and 6:30 PM** (focus on eligible small businesses)
- **November 9<sup>th</sup> at 11:00 AM and 6:30 PM** (focus on schools)

Registration details will be announced via e-mail blasts and on NJCEP website.

# Utility Updates

October 27, 2021

# Reminders

- ▶ All of the utilities have launched the programs transitioning from NJCEP
- ▶ Reach out to utilities where you may be interested in doing business.
  - ▶ Explore the information they have posted and reach out if you have questions.
  - ▶ Sign up for any contractor updates if that is available.
  - ▶ Build your understanding of utility specific elements (e.g. financing options, online forms)
  - ▶ Some programs have specific contractor requirements and may require Participating Contractor Agreement
- ▶ Contact info for all utilities is captured NJCEP Transition page

**Utilities appreciate your patience during this transition**  
Committed to updating FAQs and materials to provide clarity to  
customers and contractors

# Moderate Income Weatherization

- ▶ Modeled after NJCEP Comfort Partners programs
  - ▶ Designed to help customers who fall over those income limits
  - ▶ South Jersey Gas and Elizabethtown previously ran a similar program
- ▶ For Low to Moderate Income (LMI) customers
  - ▶ Up to 400% of Federal Poverty Limit (FPL)
- ▶ No costs to customers for
  - ▶ comprehensive audit
  - ▶ Up to \$6,000 in qualifying energy savings measures
    - ▶ Focus on seal-up and insulation but can include other measures
  - ▶ Up to \$1,500 for required health and safety measures
  - ▶ Customer education
- ▶ Launch date will vary by utility but expected to be open statewide within the next few months

**Utilities working together to serve both fuels**

# WORKING GROUP UPDATES



# Working Groups



The following Working Groups were identified in the June 10, 2020 Board Order to refine the programs through the transition:

- **Workforce Development Working Group**
- **Equity Working Group** (Comfort Partners Subcommittee and Multifamily Subcommittee)
- **Evaluation, Measurement, and Verification Working Group** (Energy Codes and Standards Subcommittee)
- **Marketing Working Group**

# Workforce Development Working Group



- Develop recommendations for establishing coordinated and collaborative workforce development and job training pathways statewide
- Focus on providing economic opportunities for underrepresented and socially or economically disadvantaged individuals



# Equity Working Group



- Develop recommendations to integrate equity metrics and approaches in energy efficiency and peak demand reduction programs
- Collaborate with Supplier Diversity Development Council to encourage supplier diversity
- Encourage contractor coaching/mentoring of diverse enterprises

**Comfort Partners Subcommittee:** Oversee Comfort Partners Program and utilities' day-to-day operations

**Multifamily Subcommittee:** Design and manage delivery of multifamily sector with goals of equitable access and adequate program support



# Evaluation, Measurement, & Verification Working Group



- Provide guidance and input on the planning and monitoring of EM&V plans (including activities, methodologies, budgets, priorities), policies, procedures, guidelines, requirements for program administrators (including data to be tracked and reported, such as GHG emissions reductions, BTU savings, local worker job-hours, supplier diversity), methods to account for strategic electrification, and schedules.
- Provide recommendations on development of a standard, transparent, and replicable approach for EM&V across the state, according to which the State and utilities will be held to the same accountability standards such as the frequency and transparency of reporting and vendor procurement requirements.
- Share associated data, track best practices from other jurisdictions, emerging EM&V approaches and facilitate the necessary stakeholder processes related to the State's EM&V policies.

# Marketing Working Group



- Promote the programs, overall state brand (utilized by all program administrators), and the larger benefits of participation in EE and PDR programs. Engage in a collaborative effort in branding, messaging, and promotion of all utility- and State-led programs, including in the provision of program materials in Spanish and languages other than English. Staff shall leverage State resources to promote general awareness of EE and other clean energy opportunities in NJ while the utilities shall market specific programs and initiatives to customers in a more targeted fashion

# **GUEST PRESENTATION**

## COVID-19 SUPPLY CHAIN ASSESSMENT: PROGRAM IMPACTS AND OPPORTUNITIES

by George M. Chapman, Energy Solutions



# General Q&A



To submit questions in advance for next month:  
**[EnergyEfficiency@bpu.nj.gov](mailto:EnergyEfficiency@bpu.nj.gov)**

# Items of Interest



# Next Meetings



# Energy Efficiency Stakeholder Meetings

[NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency](http://NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency)

March 31, 2021

April 28, 2021

May 26, 2021

June 30, 2021

July 28, 2021

August 25, 2021

September 29, 2021

October 27, 2021

November 17, 2021

December 22, 2021

# More Information

## VISIT

NJCleanEnergy.com

NJCleanEnergy.com/StakeholderGroups/Energy-Efficiency

## CONTACT

[EnergyEfficiency@bpu.nj.gov](mailto:EnergyEfficiency@bpu.nj.gov)

866.NJ.SMART (657.6278)

## NEWSLETTER

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## EE LISTSERV

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THANK YOU

