

BOMA NJ

Existing Buildings: Utility Energy Efficiency Programs

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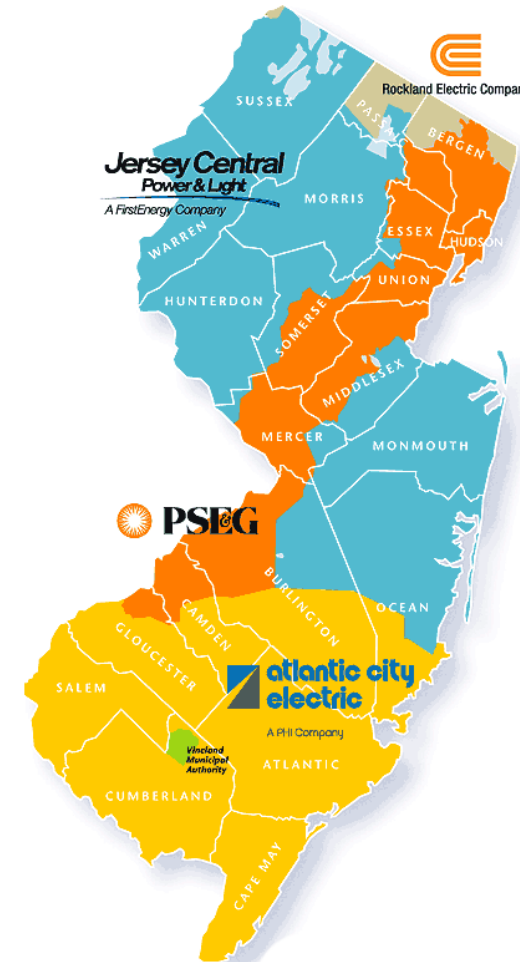
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Agenda:



- Welcome
- Benefits of Energy Efficiency
- Prescriptive and Custom Program
- Midstream Instant Discount Program
- Small Business Direct Install Program
- Energy Management Program
- Commercial Financing
- Q&A
- Contact Information



Benefits of Energy Efficiency



Energy efficiency helps reduce greenhouse gas emissions and mitigate climate impacts, which **improves health conditions**.



Energy efficiency projects **lower energy costs**. Simple improvements can yield big savings.



Energy efficiency projects reduce energy use that can **reduce energy bills**.



Energy efficiency projects are designed to increase long term **comfort and safety**.



Prescriptive and Custom Energy Efficiency Program

For commercial and industrial projects

Costs of these programs may be recovered through customer rates in accordance with New Jersey law. For a complete list of commercial, industrial, residential and low-income energy efficiency programs, please visit energysaveNJ.com.

Prescriptive vs. Custom



*fixed incentive
based on the
equipment list*

Prescriptive

Install high-efficiency eligible electric equipment across a variety of technologies including:

- Refrigeration Doors, Covers, Freezer Motors
- Electric HVAC
- Controls
- Lighting and Lighting Controls
- Food Service Equipment
- Variable Frequency Drives
- Ground Source Heat Pumps
- More!



*incentive based
on annual
energy savings*

Custom

Incentives are available for:

- Compressed Air (excluding maintenance or repair for air system leaks)
- Refrigeration
- HVAC
- Building Optimization
- Process Improvements
- Custom Lighting Projects
- More!

Custom Program



The Custom program is designed for projects that do not fall under the Prescriptive program.

- Custom projects are typically multi-measure or optimization solutions for which customers earn performance-based incentives using \$/kWh
- Pre-approval is required for all incentives before any equipment is purchased or installed. Incentives are calculated based on annual kWh savings.
- Custom incentives are not available where a prescriptive incentive is available

Instant Discounts Program:

Overview

For smaller scale projects, customers or contractors have an option to purchase specific pre-qualified lighting and HVAC from participating JCP&L distributors at a discounted “incentive” price



Instant Discounts Program Benefits:

- Eliminates application for the customer
- Minimum customer price of \$1.00 per product

Instant Discounts Program:

Lighting



Instant Discount Equipment:

- Under \$7,500 in incentive funds, customer must use a participating distributor for **instant discount incentives**
- Above \$7,500 in incentive funds, distributor must submit for **instant discount pre-approval** or the customer may utilize the **prescriptive program application**

Mixed Instant Discount & Prescriptive Equipment:

- Customers undertaking a larger lighting upgrade that includes lighting products eligible under the Prescriptive Lighting program and the Instant Discount Lighting program can submit a single Prescriptive Lighting application

Instant Discounts Program:

HVAC



HVAC products eligible for instant discount must be purchased from a participating distributor

- Instant HVAC discounts are available for unitary air conditioners and heat pumps, split or packaged air source heat pumps, and packaged terminal air conditioners and heat pumps

Large Lighting Instant Discounts Project



Maria owns a large warehouse and wants to replace all existing high bay luminaires with more efficient LED alternatives.



40 high bay
LED
replacement
luminaires

X

\$400
incentive per
fixture

=

\$16,000
total incentive

Since the total incentive value is above the \$7,500 Instant Discounts threshold, the project must be submitted for pre-approval through the Prescriptive or Custom pathway

Project with Multiple Measures



Jack owns a bowling alley and wants to upgrade their high bays, refrigeration cases, and parking lot lighting



Equipment required falls under **both** Prescriptive & Instant Discount programs



Before starting work, he submits a Prescriptive application for pre-approval of all equipment



If he had already started work, he would have 180 days to submit an application

Prescriptive and Custom Program LED lighting retrofit project

Case Study:

Major Department Store Example



\$107,000

Total Project Cost



\$26,390

Incentives



\$5,442

Estimated annual energy savings



1,275 Trees Planted

Equivalent of emissions avoided

Custom Program

Compressed air and process project

Case Study:

Bottling Plant Example



\$131,000
Incentives



1.36 years
Project Payback



1.31M kWh
Energy Savings



0.40 years
Project Payback with Incentives

Process for Custom and Prescriptive

Required for Custom,
recommended but optional
for Prescriptive

Pre-approval



Project deficiencies will be
addressed every 5 business days
until resolved.

Installation



Certain projects will
undergo post-inspection
prior to payment.

Subject to post-inspection



Incentive Payment



Subject to pre-inspection

Applications are subject to
pre-inspections prior to
approval.

Project must be completed
within 90 calendar days of
the project approval date.



Final documentation

Once you complete your project you can
submit final documentation for payment.

Prescriptive Eligibility Pathways

**Installed in the
past 180 days**



You may apply for incentives no later than 180 days after project completion (installed and operable) if it did not receive pre-approval

Not yet installed



Submit for
pre-approval

Today



Small Business Direct Install (SBDI)



Small Business Direct Install



Comprehensive, cost-effective, energy-efficient measures—cut energy costs by as much as 30%.

Eligible businesses must have 12-month individual facility electricity average peak demand of less than 200 kW

All SBDI projects can only be performed by PSE&G approved Trade Allies. Incentives are paid directly to the Trade Allies

Businesses repay as little as 20% of the total project cost – interest-free – over 60 months with on-bill repayment on their PSE&G bill (or in one lump-sum payment, if preferred)

Customer Requirements



SBDI is designed for eligible PSE&G business customers with 12-month individual facility electricity average peak demand of less than 200 kW

- 12 months of usage data is required to participate

Dual utility customers are eligible to participate with the same requirements of electricity usage

To participate in the program, customers must use an approved SBDI Trade Ally

Small Business Direct Install



Many prescriptive measures are also eligible with SBDI

Incentives are paid directly to Trade Allies

Program uses double-cap method when calculating proposed incentives (project cost vs. energy savings)

Tier 1 customers

(1-100 kW) qualify for incentives up to 80% of total project cost

Tier 2 customers

(101-200 kW) qualify for incentives up to 70% of total project cost



UEZ/Non-Profit Direct Install Program

MUN	TYPE	MUNICIPAL	TACRES	PACRES	CONTACT_ID	DATE_DESIG	UEZ_NAME	ACTIVE
0515	UEZ	WILDWOOD CREST BORO	177.03	120.02	38	11/1/2002, 12:00 AM	THE WILDWOODS	Y
0514	UEZ	WILDWOOD CITY	381.63	287.13	37	11/1/2002, 12:00 AM	THE WILDWOODS	Y
0513	UEZ	WEST WILDWOOD BORO	84.69	67.43	36	11/1/2002, 12:00 AM	THE WILDWOODS	Y
0912	UEZ	WEST NEW YORK TOWN	226.66	165.22	35	5/7/1996, 12:00 AM	WEST NEW YORK	Y
0614	UEZ	VINELAND CITY	7,269.73	6,752.04	34	10/1/1988, 12:00 AM	MILLVILLE/VINELAND	Y
0910	UEZ	UNION CITY	94.95	64.34	33	4/12/1995, 12:00 AM	UNION CITY	Y
1111	UEZ	TRENTON CITY	1,957.74	1,526.6	32	1/1/1986, 12:00 AM	TRENTON	Y
2014	UEZ	ROSELLE BORO	402.95	343.54	31	7/17/2002, 12:00 AM	ROSELLE	Y
0119	UEZ	PLEASANTVILLE CITY	1,505.18	1,312.16	30	3/8/1995, 12:00 AM	PLEASANTVILLE	Y
2012	UEZ	PLAINFIELD CITY	965.447	781.8	29	1/1/1986, 12:00 AM	PLAINFIELD	Y
2119	UEZ	PHILLIPSBURG TOWN	1,042.36	911.32	28	11/1/1994, 12:00 AM	PHILLIPSBURG	Y
1216	UEZ	PERTH AMBOY CITY	1,516.64	1,364.16	27	10/29/1994, 12:00 AM	PERTH AMBOY	Y
0329	UEZ	PEMBERTON TWP	13,989.57	13,584.87	26	5/23/1996, 12:00 AM	PEMBERTON	Y
1608	UEZ	PATERSON CITY	2,144.17	1,530.86	25	9/2/1994, 12:00 AM	PATERSON	Y
1607	UEZ	PASSAIC CITY	623.29	497.35	24	8/24/1994, 12:00 AM	PASSAIC	Y
0717	UEZ	CITY OF ORANGE TWP	540.54	399.35	23	11/27/1992, 12:00 AM	ORANGE	Y
0507	UEZ	NORTH WILDWOOD CITY	417.88	263.34	22	11/1/2002, 12:00 AM	NORTH WILDWOOD	Y
0908	UEZ	NORTH BERGEN TWP	1,349.4	1,199.14	21	5/18/1996, 12:00 AM	NORTH BERGEN	Y

- A separately run PSE&G Direct Install Program is reserved for projects located in an Urban Enterprise Zone, non-profits (501c3 and 501c19) and municipal buildings
- Vendors listed below can exclusively serve all government, non-profit and small business customers located in towns with Urban Enterprise Zones (UEZ)

Vendor Name

Counties Serviced

Contact Information

Tri-State Light & Energy (TSLE)

Essex, Mercer and Union

psegenergysaver@TSLE.com
610-789-1900

Facility Solutions Group (FSG)

Bergen, Hudson, Somerset,
Camden and Ocean

psegdirectinstall@fsgi.com
888-963-7465

Donnelly Energy

Hunterdon, Middlesex, Morris,
Passaic, Burlington, Gloucester
and Monmouth

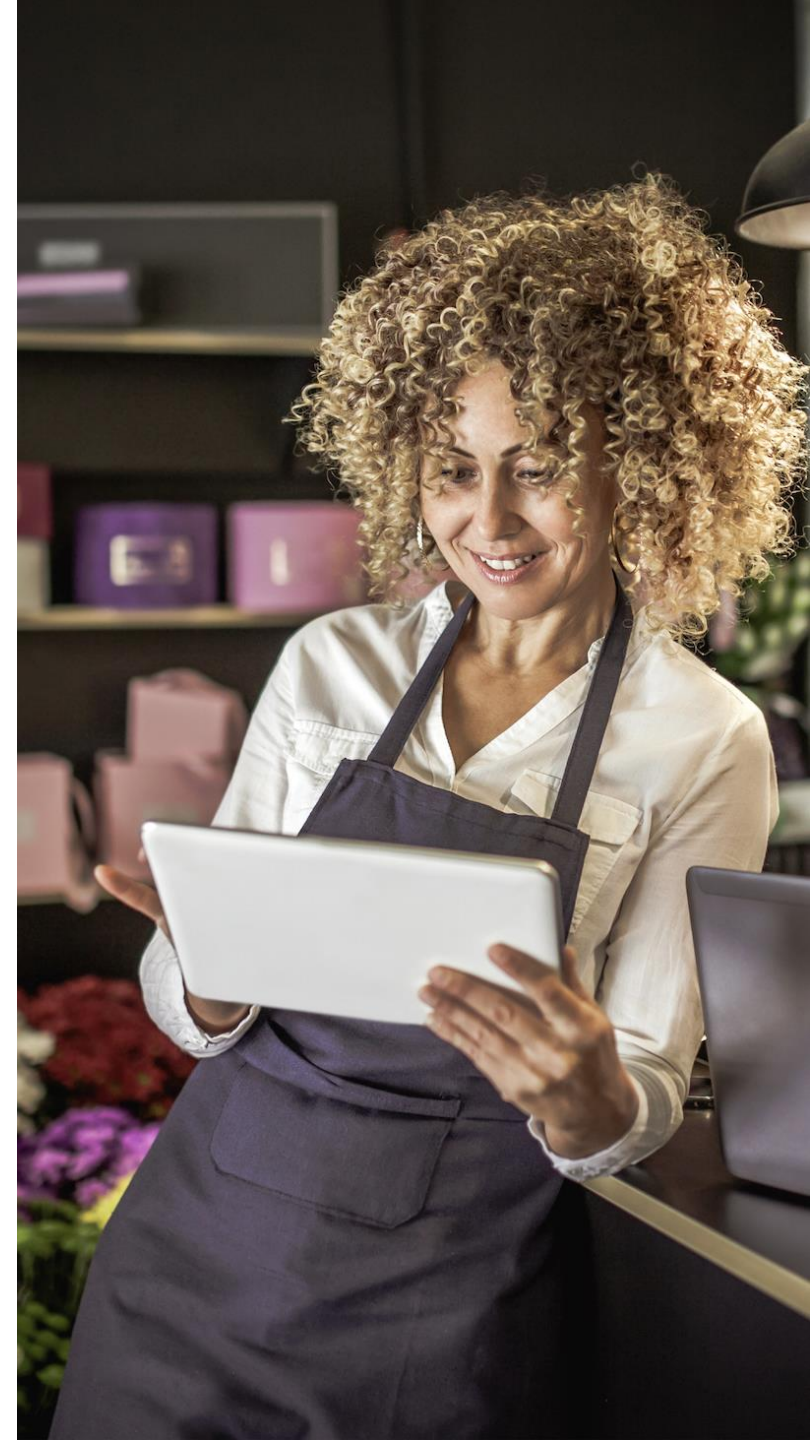
JAvallone@donnellyenergy.com
862-400-2838

Notes from the field

Winterization case study #1:

- College campus utilized SBDI Program
- Installed economizers and DCV, replaced furnace
- Project cost: \$140,000
- Incentive received: \$112,000
- Balance of project cost after incentive funded through on-bill repayment (OBR): \$28,000

*... and through OBR, customer paid **\$0 upfront!***



Notes from the field

Case study #2: SBDI project

- Local community theater utilized SBDI Program
- Installed HVAC rooftop units, economizers, and DCV, along with lighting
- Project cost: \$283,484
- Incentive received: \$224,938
- Balance of project cost after incentive funded through on-bill repayment (OBR): \$58,546

... the incentive covered project costs **by nearly 80%!**

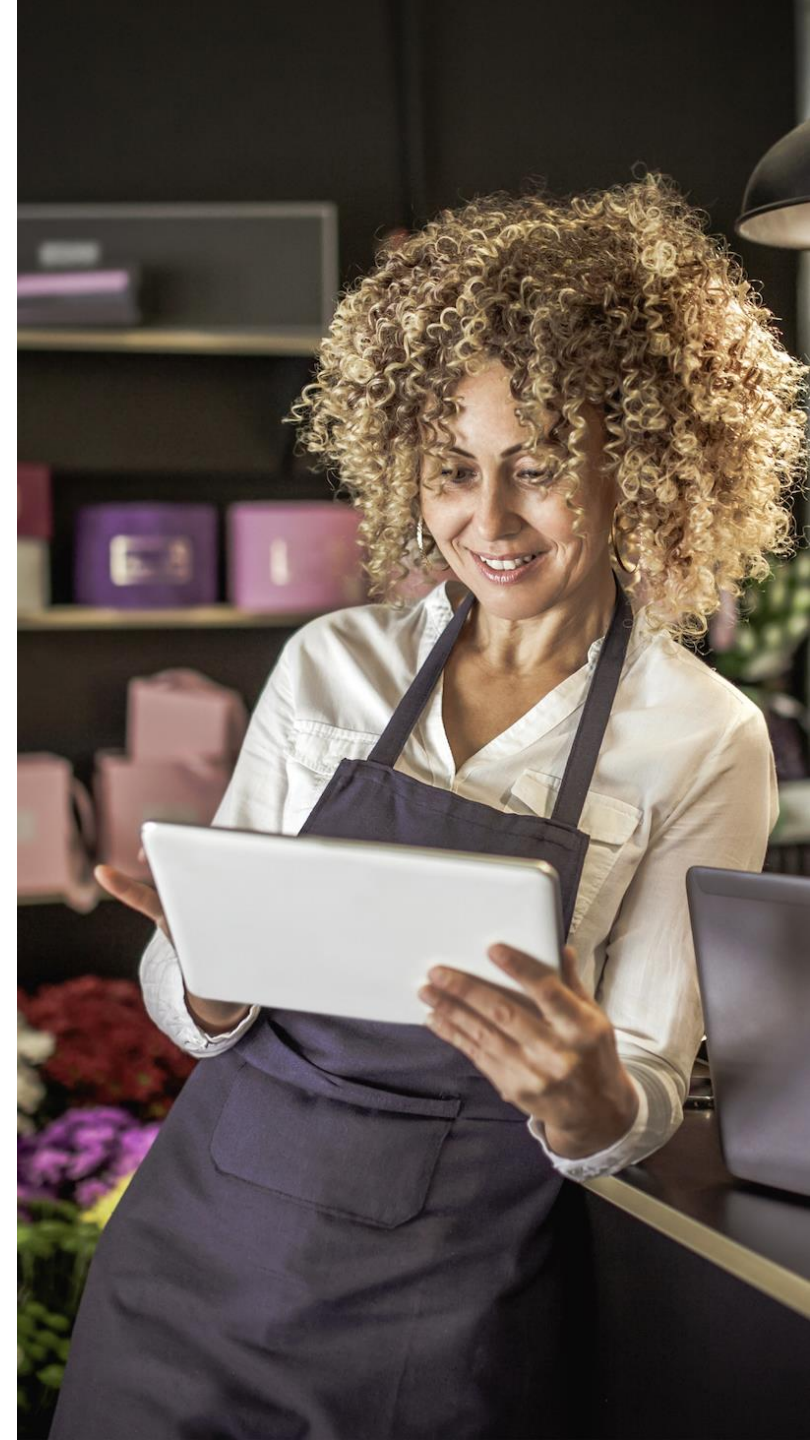


Notes from the field

Winterization case study #2:

- Banking facility utilized SBDI Program
- Installed economizers and DCV, replaced boiler paired with boiler reset control
- Project cost: \$250,000
- Incentive received: \$125,000
- Balance of project cost after incentive funded through on-bill repayment: \$125,000

... that's a **50% incentive!**



5

Energy Management Program

Do I need to use an approved Trade Ally?

Q

Do customers need an approved Trade Ally to implement an Energy Management project?

A

Depending on pathway.

- **HVAC Tune-Up** participants may use any preferred contractors.
- **Full Building Tune-up and Monitoring-Based Commissioning** require participants select a contractor from a list of approved Trade Allies.



HVAC Tune-up

HVAC Tune-up Overview

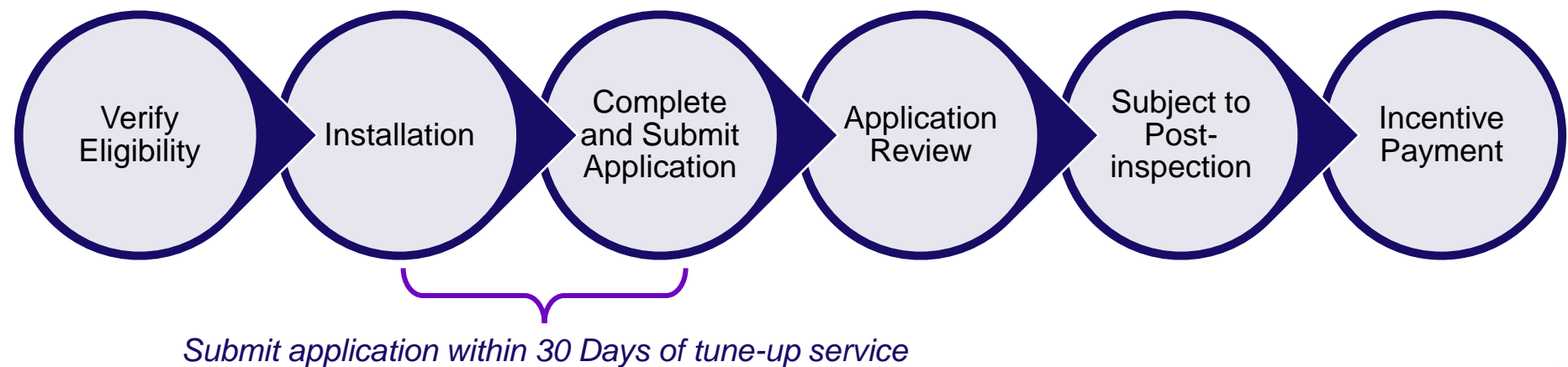
- Connects customers with qualified providers to re-tune various types of electric HVAC equipment.
- Customers are allowed to work with contractors and approved trade allies.
- Expected services include general checks (e.g., change air filter, repair insulation), coil cleaning and refrigerant charge.

Eligibility

- Atlantic City Electric commercial customers of **all sizes**
- The HVAC unit must be **20 tons or smaller**
- Eligible units must not be included under a standing maintenance contract and must not have had a tune-up in the last three years
- Eligible Types:
 - **Central HVAC Systems** (air-cooled packaged, split systems, or air-source heat pumps)
 - **Mini-Splits**
 - **Packaged Terminal Units**
- All HVAC applications other than comfort cooling and heating, such as process cooling, are ineligible for this measure

HVAC Tune-up Process & Incentives

HVAC Tune-up Process



Incentive Levels

- Incentives are capped at 100% of the tune-up cost, applied at the unit level

Unit Type	Incentive Rate
Single Compressor Units	\$175/unit
Multiple Compressor Units	\$250/unit
PTAC, PTHP or Mini-Split	\$75/unit



Full Building Tune-up (a.k.a. Retro-commissioning “RCx”)

RCx Overview

The retro-commissioning (RCx) program is designed to re-tune existing mechanical, electrical, and thermal systems

Eligibility

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is highly recommended
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

RCx Project Phases and Incentives

Project Phases:



Incentives:

- Trade Ally incentive covers up to 100% of RCx study fees (subject to program screening) paid in 15%, 35%, and 50% increments at completion of the investigation phase, implementation phase, and M&V phase, respectively
- Customer incentive covers up to 70% of installed measure cost, not to exceed \$0.16/kWh of first-year savings, paid at completion of the M&V phase

Monitoring-Based Commissioning (MBCx)

MBCx Overview

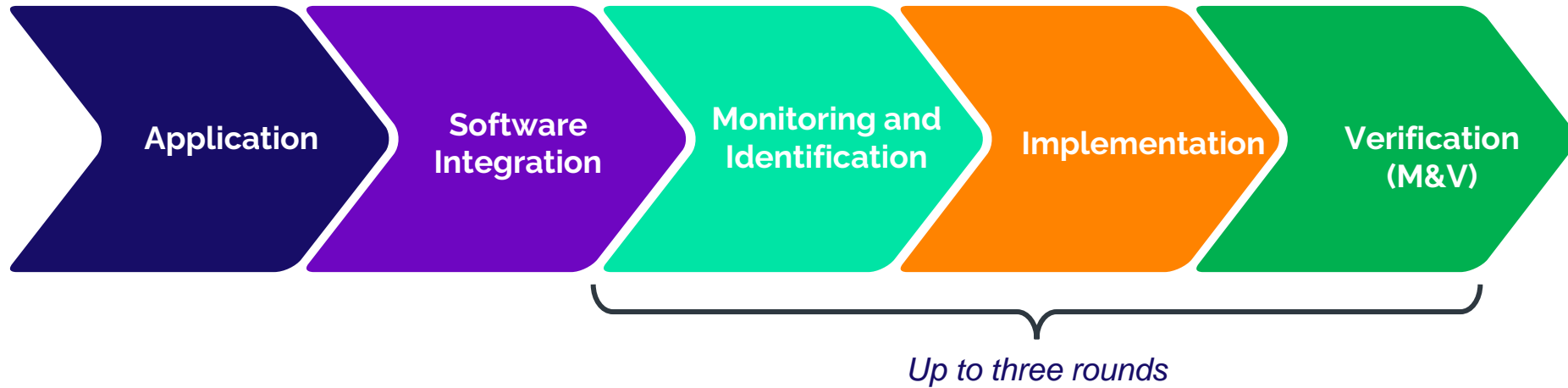
Monitoring-Based Commissioning (MBCx) uses monitoring software, with fault detection & diagnostics “FDD” capabilities, paired with the building’s energy management system to optimize energy performance and efficiency

Eligibility

- Atlantic City Electric commercial customers with 200 kW or higher average peak demand in the last 12 months
- Recommended minimum facility size of 50,000 square feet
- Facility has not been commissioned in the last 3 years and is not a new construction
- Functioning existing control system is required
- Customer must agree to install eligible MBCx software with Fault Detection and Diagnostics (FDD) with a monitoring service contract of at least 18 months
- Building has potential for energy savings, with agreement the customer will implement all upgrades that have an 18-month payback or less
- Customers are only allowed to work with approved trade allies
 - Approved trade allies will be required to join an onboarding session to go through additional details

MBCx Project Phases and Incentives

Project Phases:



Incentives:

- Trade Ally incentive covers up to 100% of integration fees (subject to program screening) and paid out in phases:
 - The first installment is the lesser of 15% or \$25,000 and paid upon completion of system integration and onboarding.
 - Up to three additional installments are paid at 6-month reporting benchmarks (total of 18 months) valued at 25%, 25%, and 35% respectively.
- Customer incentive covers up to 70% of installed measure cost, not to exceed \$0.16/kWh of first-year savings, paid at completion of the M&V phase

Strategic Energy Management (SEM)

A large, abstract graphic on the right side of the slide. It consists of several overlapping, wavy, ribbon-like shapes in shades of teal and light blue, creating a sense of movement and flow.

What is Strategic Energy Management (SEM)?

A holistic approach to managing energy usage:

- Assess facility then develop and execute an energy management strategy
- Optimize energy use through existing systems and processes, including behavior
- Training and workshops provided to learn about energy efficiency strategies
- ***Led by a TRC coach at no cost to the customer!***

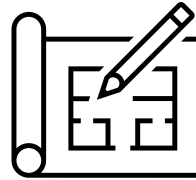


SEM Eligibility

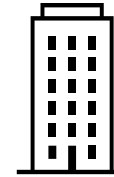
Atlantic City Electric's
largest customers



Recommended minimum
facility size of **50,000**
square feet



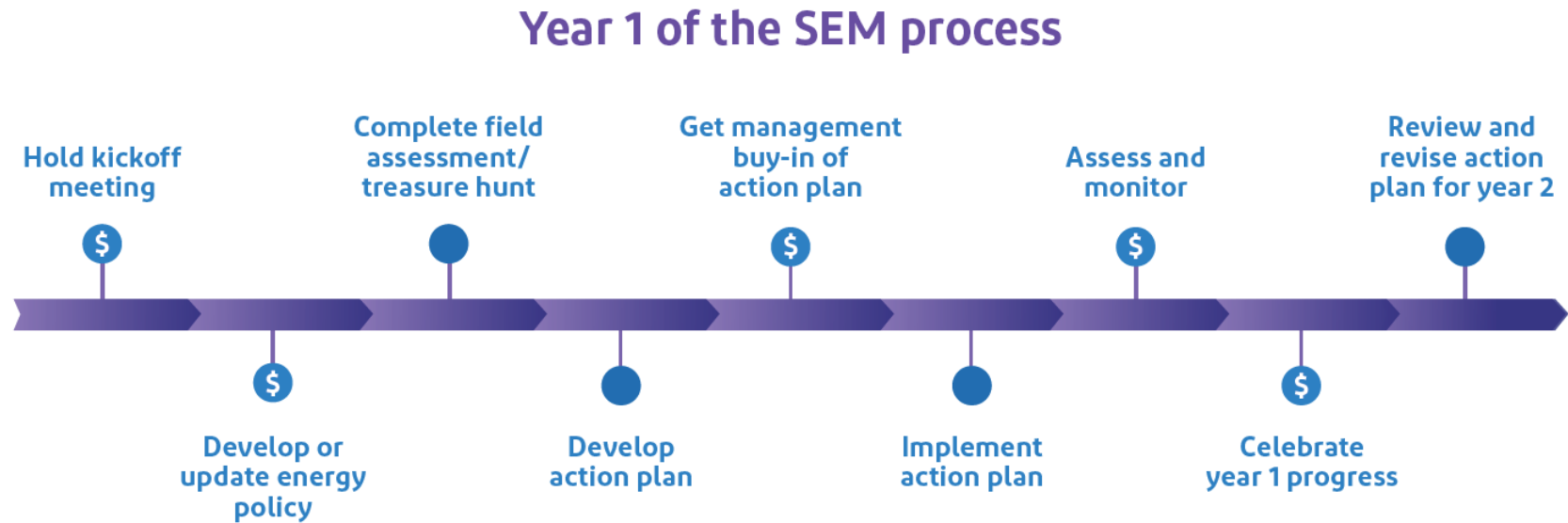
Targeting but not limited to:
Industrial, hospitality,
healthcare, educational
sectors



- Commitment to saving energy through continuous improvement practices
- Willingness to implement no-and low-cost energy efficiency measures during the year-long engagement

SEM Roadmap and Incentives

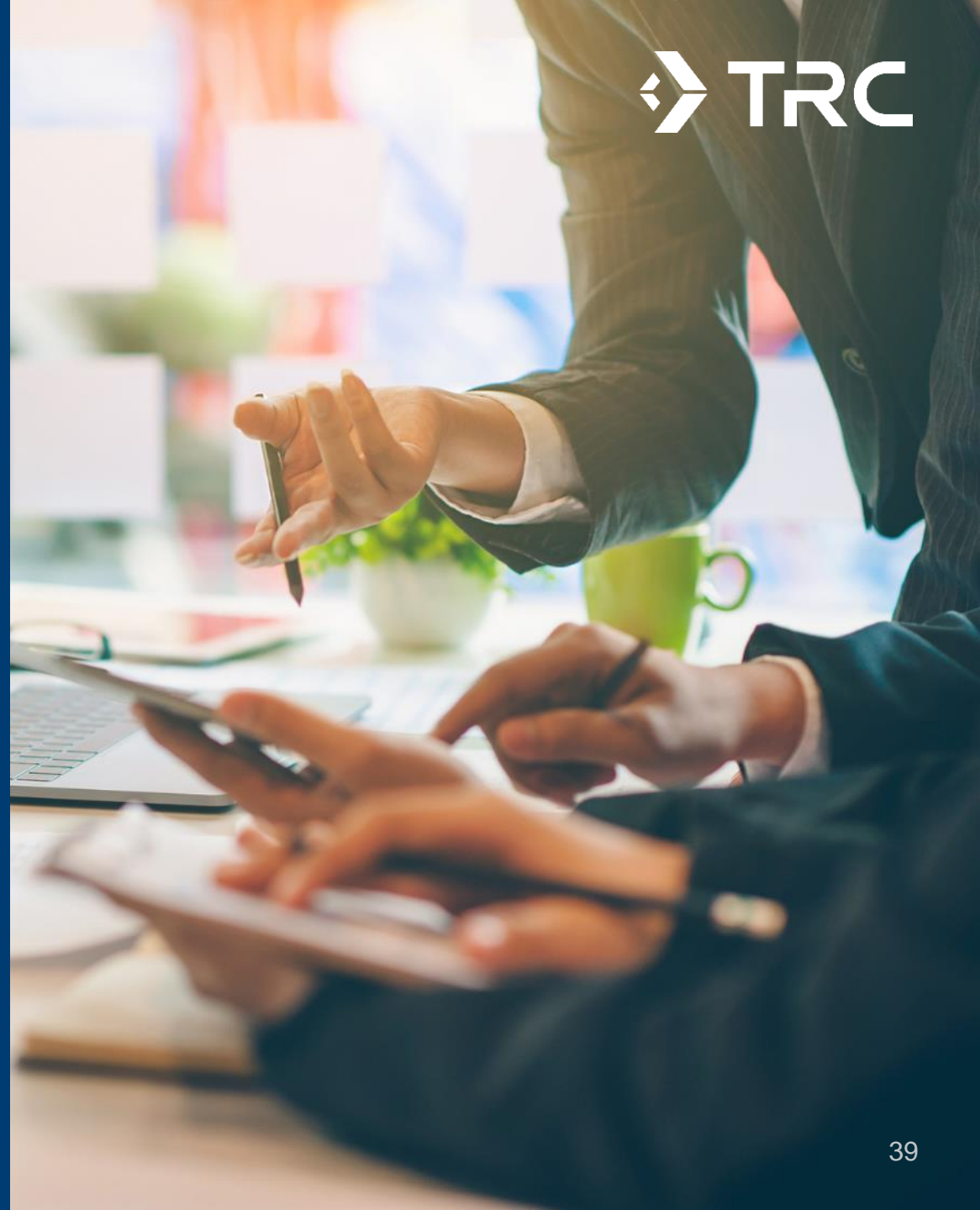
SEM Roadmap:



Customer Incentives:

- **\$4,000** total for completion of 4 milestone tasks throughout the SEM process
- Performance incentive of \$0.02/kWh for verified energy savings from the implemented behavioral/low to no cost energy efficiency measures
- TRC will facilitate participation in other Atlantic City Electric programs for other improvements where applicable

Financing Options



Commercial Energy Efficiency Financing

JCP&L 0% financing
from NEIF



- **Rate:** 0%
- **Repayment:** 3- or 5-year terms available
- **Amount:** \$2,500 minimum. Maximum financed amount varies based on program. Financed amount is net of program rebate.
- **Eligibility:** Work must qualify for a JCP&L rebate. Work must be performed by a NEIF-Approved Contractor
- **More Info:**
<https://www.neifund.org/jcpl-commercial/>

On-Bill Repayment (OBR)

On-bill repayment is available for all Prescriptive, Custom and SBDI project costs, inclusive of equipment and labor

- Includes but not limited to energy-efficient lighting, refrigeration, heating and cooling equipment, and more
- All types of businesses, nonprofits, and municipalities are eligible
- Must qualify for program incentives to qualify for OBR

Repay balance of project cost on PSE&G bill

- No maximum limit for OBR. There are extra requirements for over \$1M
- Interest-free repayment term is 60 months
- No application fee

OBR eligibility assessed using Experian Financial Stability Risk (FSR) Score

Atlantic City Electric Commercial Financing

Rate	0%
Repayment	1 – 5 year terms available
Amount	<ul style="list-style-type: none">• \$2,500 minimum.• \$75,000 maximum for SBDI projects. \$250,000 maximum for all other programs.• Financed amount is net of program rebate.
Eligibility	<ul style="list-style-type: none">• Work must qualify for an Atlantic City Electric rebate• Work must be performed by a NEIF-Approved Contractor
More Info	Learn more at: www.neifund.org/atlantic-city-electric-commercial-financing/



Online Financing

NEIF's easy-to-use financing tools deliver simple, transparent, and fast financing options, on-demand reporting, and more.



Sales Support

NEIF provides expert sales support to close deals. NEIF ensures the finance process runs quickly, efficiently, and effectively.

Thank You



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