

# EPA's Building Performance with ENERGY STAR Pilot Program

## Integrating Performance Programs & ENERGY STAR

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# NJ Clean Energy Program - Background

- Introduced 2001 as part of the NJ “Clean Energy Act” of 1999
- Funded from “Societal Benefits Charge” on utility bill
- Administered by the New Jersey Board of Public Utilities
- Provides energy efficiency project opportunities for:
  - Residential
  - Commercial & Industrial - TRC Energy Services
  - Renewable Energy

# NJ Clean Energy Program & Building Performance with ENERGY STAR

- “Umbrella” approach to integrating Building Performance with ENERGY STAR
- Synergy between state and national EE goals
- Pay for Performance (P4P) Program and Building Performance with ENERGY STAR goals are complementary
- NJ Sector Specific benchmarking initiative enhanced by Building Performance with ENERGY STAR partnership offering
- Building Performance with ENERGY STAR has a market introduction venue via P4P

# Integrated Marketing Material

## PAY FOR PERFORMANCE

### GET PAID TO MAKE YOUR FACILITIES ENERGY-EFFICIENT

The project you thought was out of budgetary reach may be well within your company's means. Together with Pay for Performance, you can save now...and save later.

#### HOW IT WORKS

For new construction or existing buildings, Pay for Performance relies on a network of approved partners who provide technical services under direct contract to you. Acting as your energy expert, your partner will develop an energy reduction plan for each project with a whole-building technical component of a traditional energy audit, a financial plan for funding the energy-efficient measures and a construction schedule for installation. And the more energy your project saves...the more incentives your company earns.



#### EXISTING BUILDING

• **Incentive #1:** Paid upon submittal of a complete energy reduction plan prepared by an approved partner. Contingent on moving forward, incentives will be between \$5,000 and \$50,000 based on \$10 per square foot.

• **Incentive #2:** Paid upon installation of all recommended measures. Incentives are based on the projected level of electricity and natural gas savings and are paid at \$11 to \$13 per kWh saved and \$1.10 to \$1.45 per therm saved.

• **Incentive #3:** Paid upon completion of a post-construction benchmarking report verifying projected energy savings. Incentives are based on actual electricity and natural gas savings and are paid at \$0.7 to \$0.9 per kWh saved and \$.70 to \$1.05 per therm saved.

#### NEW CONSTRUCTION

• **Incentive #1:** Paid upon submittal of a complete draft energy reduction plan prepared by an approved partner. Based on the project's design development drawings, and contingent on moving forward, incentives will be \$10 per square foot up to \$25,000.

• **Incentive #2:** Paid upon submittal of a complete proposed energy reduction plan. Based on the project's final construction documents, and contingent on moving forward, incentives will be \$50 per square foot.

• **Incentive #3:** Paid upon submittal of a complete as-built energy reduction plan verifying that the as-built building met or exceeded projected energy cost savings. Incentives will be \$.75 to \$1.00 per square foot.

#### Getting Started

To learn more about Pay for Performance or to download participation forms, visit [NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P). You can also contact a program representative with questions at [P4P@trcsolutions.com](mailto:P4P@trcsolutions.com) or call 866-NJSMART.

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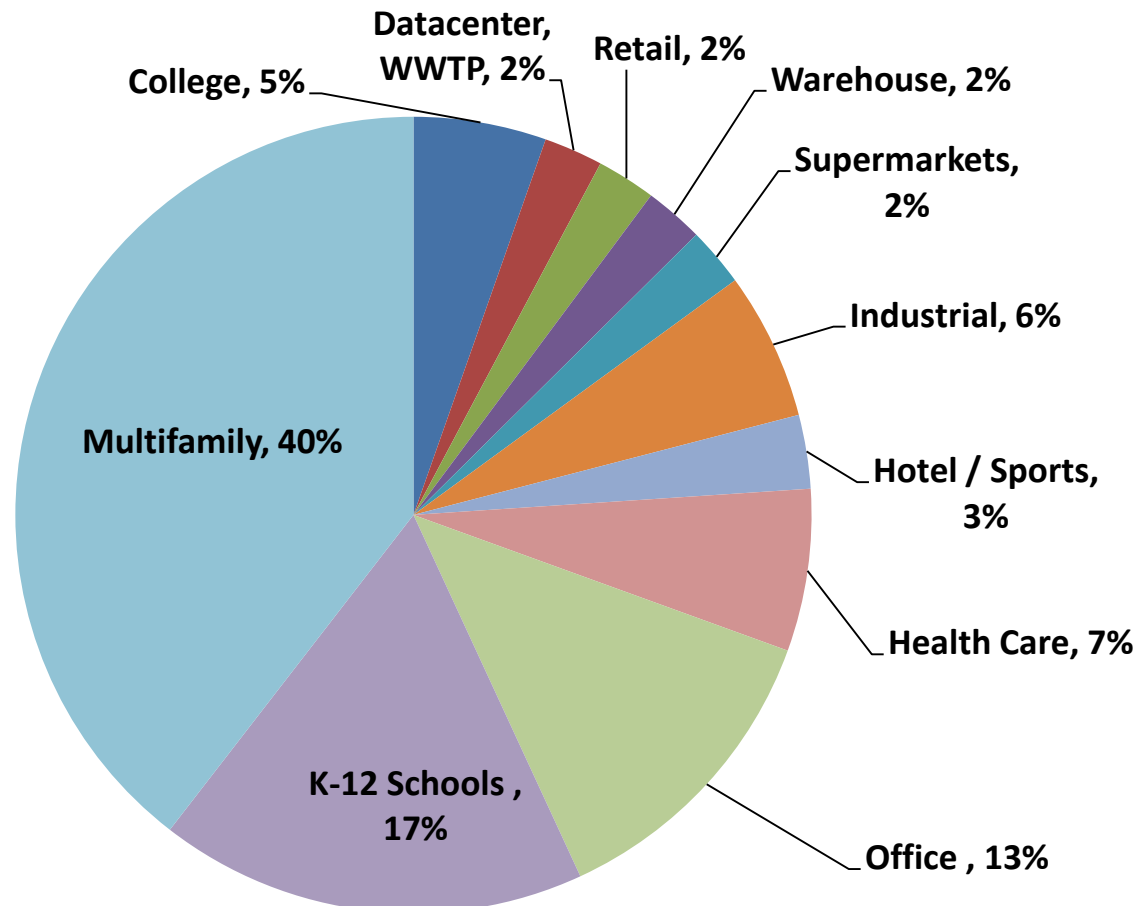
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# Integration with ENERGY STAR

- Portfolio Manager is a fundamental Pilot Program offering
- Portfolio Manager is fully integrated into the NJ Clean Energy Programs
  - Sector Specific provides energy benchmarking with PM
  - Pay for Performance
- Pay for Performance Program uses PM to:
  - Establish baseline and determine 15% minimum savings threshold projection
  - Verify actual savings levels

# Pay for Performance - Participation



# NJ Clean Energy Program Pilot Results to Date

- Nine Program Participants
  - 55 Facility Locations
  - More than 2 million square feet
  - 12 P4P Projects
    - 2.9 million kWh in electric savings
    - 19% average source energy reduction



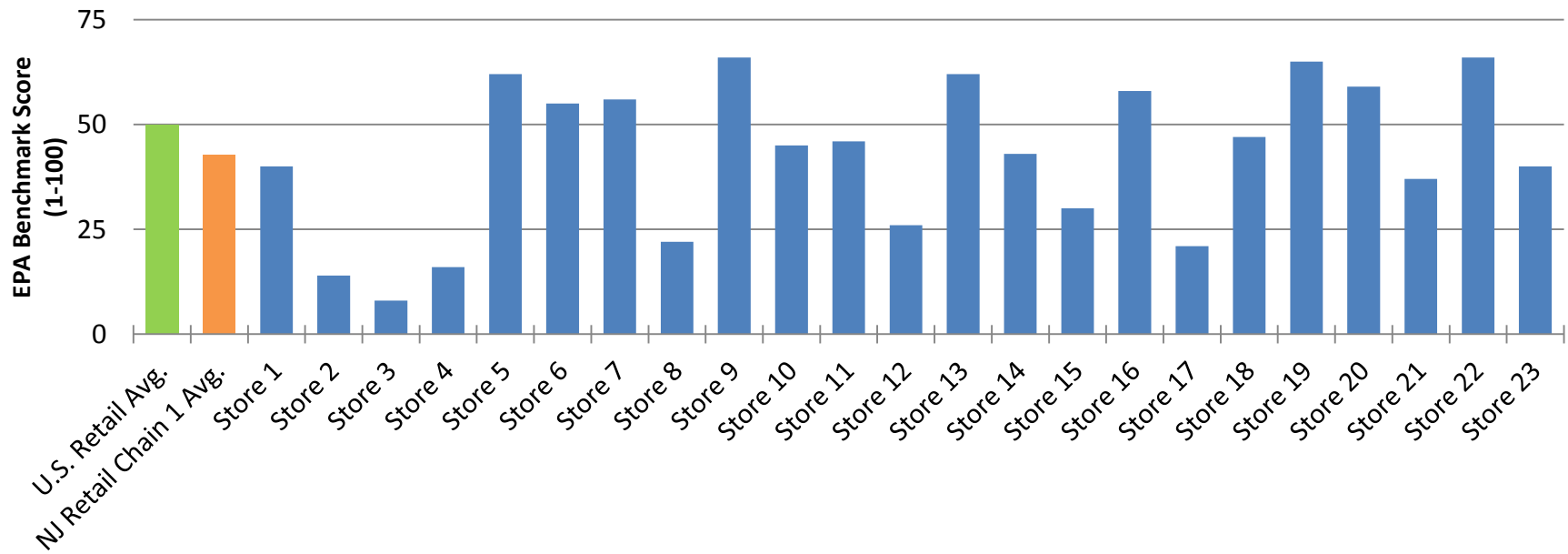
# NJ Clean Energy Program Pilot Results to Date

Participant	# of Facilities
AT&T	1
NJ Economic Development Authority	4
Flagship/Fantasea Resorts	1
Franklin Township Municipal Building	1
Genesis Healthcare	7
Jersey Gardens Mall	1
St. Nicholas of Tolentine	1
Toys R' Us	1
Women's Clothing Retail Chain	38



# Participant Highlights

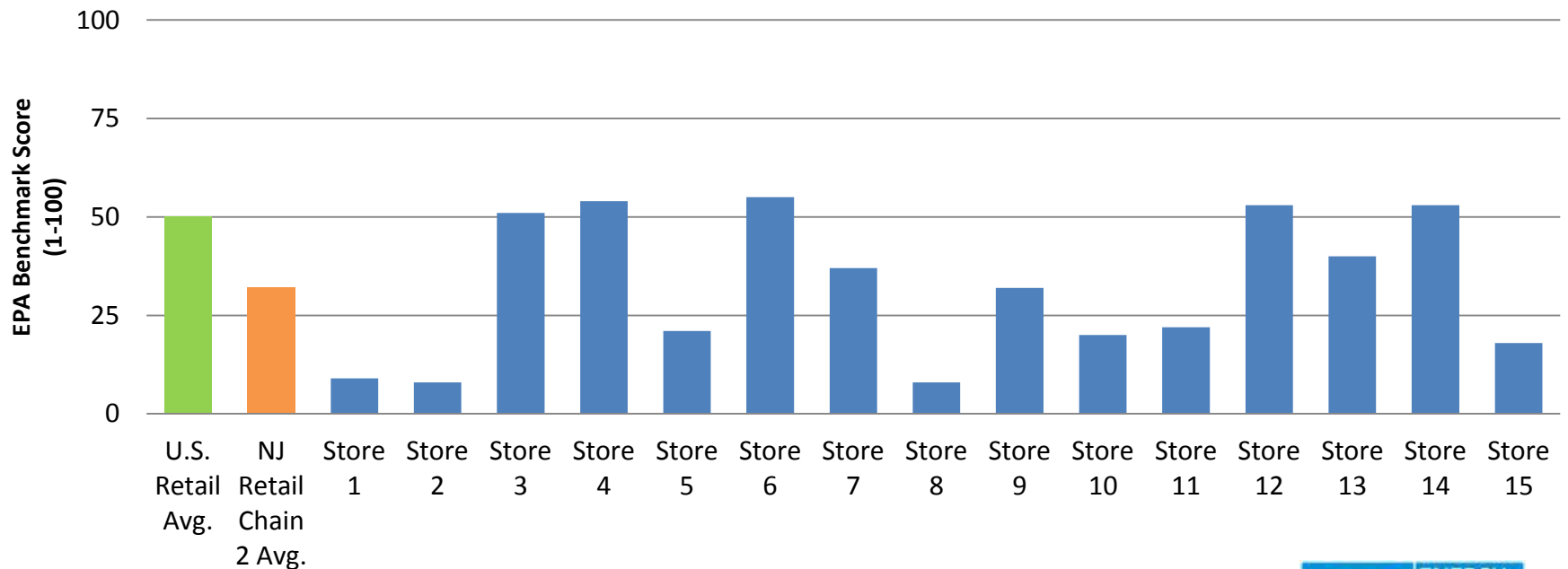
## NJ Retail Chain #1 EPA Benchmark Scores for Portfolio



# Participant Highlights

## NJ Retail Chain #2

### EPA Benchmark Scores for Portfolio



# NJ Clean Energy Program Pilot Integration Going Forward

- Regular offering under Sector Specific Initiative
  - Gateway to Clean Energy Programs
    - Pay for Performance
    - Direct Install for Smaller Facilities





Thank you.

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