

*we are*

**A L L T O G E T H E R**



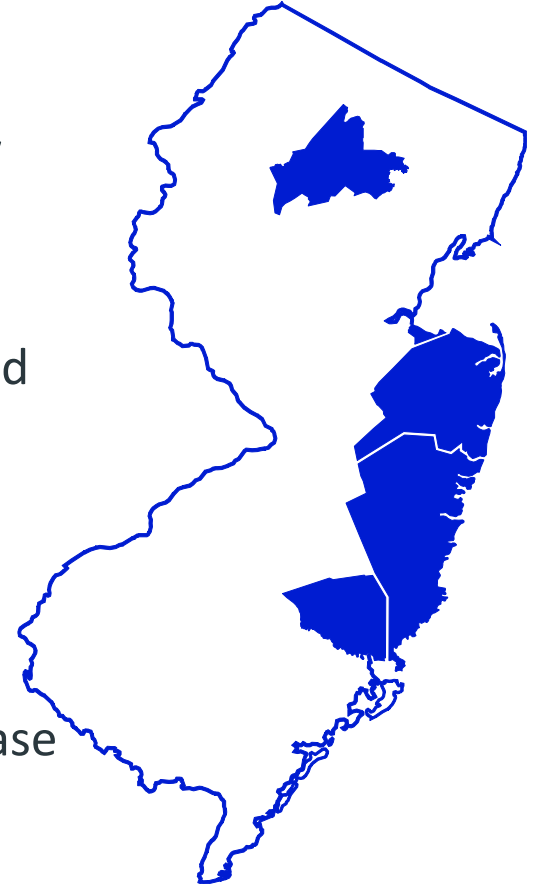
**ACEEE 2017 HOT WATER FORUM**

**NJNG Programs**



# New Jersey Natural Gas (NJNG)

- Established in 1952
- Largest independent local distribution company in New Jersey
- More than 510,000 customers in Monmouth, Ocean and Morris Counties
- Maintains over 7,000 miles of natural gas pipelines
- Primarily residential and small commercial customer base



# Energy Efficiency at NJNG

- Conservation Incentive Program (CIP) launched in 2006
  - Decoupled revenues and throughput
- The SAVEGREEN Project launched in September 2009
  - Energy-efficiency rebates and incentives
- Designed to complement New Jersey's Clean Energy Program (NJCEP)



## Three Paths:

- **Home Performance with Energy Star (HPwES)**
  - “Whole house approach”
  - Combine rebates AND on-bill repayment. Up to \$19,000 in incentives!
- **Rebates**
  - \$500 grant for a qualified furnace or boiler
  - \$100 grant for qualified water heater
- **On Bill Repayment outside of Home Performance**
  - \$6,500 - 0% 5 year On Bill Repayment Program (OBRP)
  - Must replace both heat *and hot water systems*



# Benefits of the \$6,500 Program

- Coupled high efficiency water heating with heating
- Required “right sizing” of equipment
- Eliminated combustion appliance zone issues
- Prepared Homes for shell measure upgrades
  - Optional release to be contacted by HPwES contractors for additional shell measures
  - Customers can access
    - Additional \$3500 for OBRP with extended repayment term (10 years)
    - Eligible for additional NJCEP rebates



# Programs are coupled with Contractor Education

- Programs tailored to the market
  - 85% of jobs are happening outside of HPwES program
  - Starting the combination program also increased high efficiency combination rebates
- Stress quality installation and have reached beyond HPwES contractors
- Teaching contractors the interaction between appliances and the effect of appliance installation on the performance of the whole house



# Steady Increase in Rebates for Both Systems

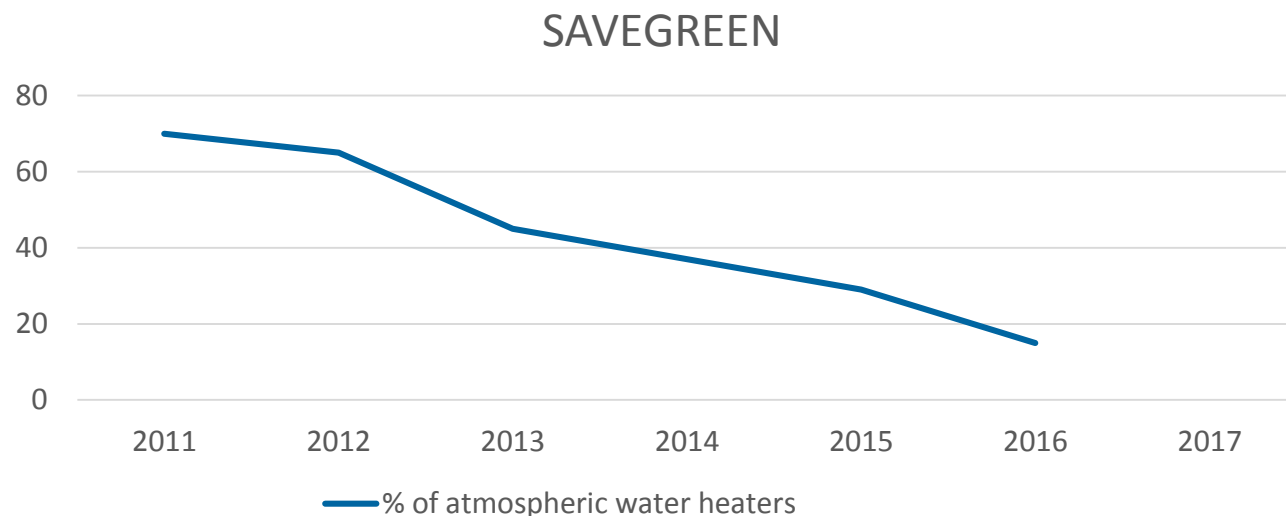
<b>Total Customers that received both Water Heater - Boiler/Furnace Rebates</b>	
<b>2015</b>	
Sep	12
Oct	18
Nov	34
Dec	46
<b>2016</b>	
Jan	66
Feb	52
Mar	93
Apr	68
May	70
Jun	49
Jul	48
Aug	67
Sep	37
Oct	44
Nov	55
Dec	41
<b>Grand Total</b>	<b>800</b>



# Program Data

- Atmospheric water heaters as a % of total water heaters installed found on rebated jobs audited through SAVEGREEN:

- 2011 = 70%
- 2012 = 65%
- 2013 = 45%
- 2014 = 37%
- 2015 = 29%
- 2016 = 15%



- 2016 = 21% of our total HPwES customers came from either a rebate or \$6500 financing program
- 2017 = 1<sup>st</sup> quarter \$6500 financing is up 47%





- Continue to look for innovative customer solutions
  - Look forward to commercial availability of gas heat pump water heaters and other emerging gas products
  - Preparing for a new program filing for 2018
  - This will be our next chance to integrate new products or program ideas into the market

Thank you!

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