

New Jersey's Clean Energy Program
Pay for Performance
Partner Conference Call Minutes

February 26th, 2014 10:00-11:00am (EST)

Conference Call:

Call-in #: **888-330-1716**

Access Code: **4502707**

1. Program Statistics (through 01/31/2014)

A. Application Status EB & NC:

- i. 562 projects submitted to date
 - 314 approved
 - Remaining are under review/expired/rejected.

- ii. Applications Approved by Building Type:
 - Multifamily (Market & Affordable) – 88
 - K-12 Schools – 115
 - Commercial Office Space – 32
 - Medical Centers/Hospitals/Nursing Homes – 15
 - Colleges/Universities – 14
 - Industrial/Manufacturing – 15
 - Municipal Government Buildings- 6
 - Warehouses/Storage – 8
 - Supermarkets – 6
 - Water Treatment Plants - 4
 - Hospitality/Casino/Convention – 2
 - Sports/Recreational Facilities – 3
 - Datacenter – 2
 - Religious Institutions/Non-Profit – 3
 - Distribution Center- 1

B. ERP Status

- i. 239 EB ERPs submitted
 - 168 approved
 - 1 at AEG/BPU for final approval
 - 42 under review
 - 28 expired/cancelled/rejected

- ii. 12 NC Draft ERPs submitted
 - 11 approved
 - 1 rejected

- iii. 34 NC Proposed ERPs submitted
 - 23 approved
 - 1 at AEG/BPU for final approval
 - 11 under review

C. Installations

- i. EB: 113 Installation Reports received
 - 104 of which have been Approved for 2nd incentive
 - 4 rejected
 - 5 Remaining under review/out on post-inspection
- ii. NC: 9 As-Built ERPs submitted
 - 2 approved
 - Remainder under review/out on post-inspection

B. Post-Retrofit Verification (EB) or Cx Reports (NC)

- i. 36 Post-Retrofit reports received.
 - 24 approved with savings generating 3rd incentive
 - a. Some meet or exceed projected savings, others slightly below.
 - 6 closed out with \$0 for 3rd incentive
 - a. Actual savings below 15% threshold or significantly below projected savings.
 - Remaining under review.
- ii. 8 CxReports received – part of the As-Built submittals above.

2. P4P Announcements

A. Submittal Process

- i. Program documents (applications, ERPs, etc.) cannot be submitted to the program by consultants that are not approved partners.
- ii. If partner needs to subcontract work it needs to be subcontracted to another approved partner.
- iii. Prevents incomplete submittals or submittals that do not meet program requirements due to lack of knowledge of the program.

B. New Partner Deadline

- i. Deadline for new partnership agreements is due **February 28th** by C.O.B EST.
- ii. Existing Buildings partners that want to be approved for New Construction must submit New Construction partnership agreement by deadline (and vice versa).

- iii. Previously approved Partners undergoing any of the following will be required to resubmit partnership agreement and associated submittal requirements for consideration: change of business name; merger; acquisition by another company; new company formed by former employees; etc. Certain Submittal Requirements may be waived by Market Manager on a case by case basis.

C. P4P Existing Buildings Tools:

- i. Status of update to P4P EB tools and documents:
 - V4.0 of P4P EB Program Guidelines, ERP Tables, and ERP Word Template are in final stages and are slated for completion next week.
 - Two webinars will be scheduled by mid-March to provide partners with overview of the new documents and tools. Keep an eye out for emails from P4P@njcleanenergy.com

Q: What is the timing for the P4P New Construction update?

A: That will likely take place by the end of 2014.

3. “In Every Issue”

A. Linkedin:

- i. **“NJ Pay for Performance Partner Network”** group has been established on LinkedIn to facilitate communication between partners.
- ii. If you are not yet a member, please search for the group and request to join. You must register for a free LinkedIn account first at www.linkedin.com

B. Partner Portal:

- i. <http://www.njcleanenergy.com/p4p-portal-login>
- ii. Case sensitive password is: **tRP47px**

C. Cooperative Marketing

- i. Email and announcement made on 8/7/13 of Coop funds available for Pay for Performance partners.
- ii. Application and instructions available on partner portal. Pre-approval of design and medium required.

4. Q&A

- A. Forward all future questions and points you’d like to discuss to P4P@njcleanenergy.com

Next Partner Conference Call will be
Wednesday, March 26th 2014
10:00-11:00am (EST)