

## The New Jersey Clean Energy Program Approved Trade Ally

### TURNKEY HVAC & MECHANICAL SERVICES FROM EQUIPMENT INSPECTIONS AND REBATE IDENTIFICATION TO RETRO-COMMISSIONING, RETROFITS, AND REPAIRS —

A big challenge for organizations seeking to improve their energy efficiency is knowing where to start and whether those efficiency improvements qualify for utility-company incentives.

As an approved Trade Ally with 40 years' experience in HVAC and Building Automation, CM3 helps public and private entities work within their New Jersey utility company's rebate program to identify and repair/replace inefficient equipment with high-efficiency alternatives.

Our "no surprises" approach ensures complete transparency regarding the total project cost and savings opportunities. And, our comprehensive site assessment is followed by a detailed quotation, identifying each available rebate and what the actual net costs will be.

# PROGRAM OPTIONS

## DIRECT INSTALL

Typically for small businesses and schools. (Must have an average annual electric demand of 200 kW or less.) Covers a significant percentage of the upfront cost to install the recommended energy efficiency measures, delivered through an approved Trade Ally. Applies to both electric and gas equipment (i.e., furnace, boiler). Measures include:

- » LED lighting and lighting controls (interior, exterior)
- » HVAC upgrades and controls
- » Building automation controls
- » Refrigeration equipment
- » Motors and variable frequency drives
- » Efficient water heating measures

## PRESCRIPTIVE

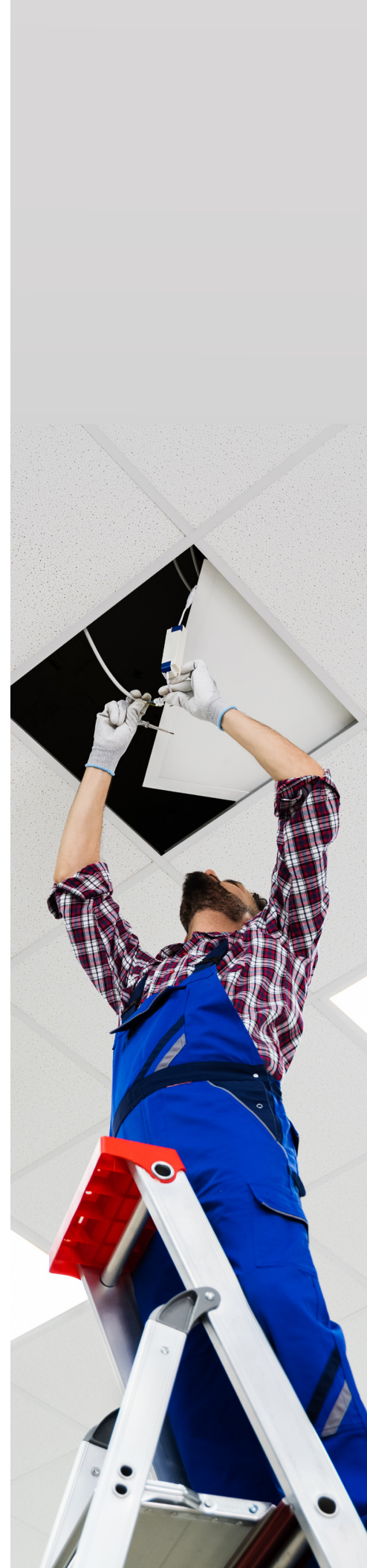
Generally for mid-size and larger facilities. Offers one-for-one incentives to customers installing high-efficiency electric equipment across a wide range of technologies.

- » Lighting and lighting controls
- » HVAC upgrades and controls
- » Building automation controls
- » Refrigeration equipment
- » Motors and variable frequency drives
- » Commercial appliances
- » Office equipment

## CUSTOM

Designed for projects that do not fall under the Prescriptive Program. Measures include:

- » Building energy management systems
- » Electric chillers
- » Building shell improvements
- » Compressed air
- » Custom HVAC/chillers/controls
- » Custom refrigeration
- » Custom motors drives
- » Retrofit of existing electrical & electric mechanical







## ENERGY MANAGEMENT PROGRAM

For mid and large customers. Helps capitalize on operational saving opportunities, no- and low-cost energy efficiency measures and identify opportunities for energy savings. Measures include:

### **Building Tune-up (BT)**

Re-adjustment and calibration of controls, diagnostic testing, and the installation of updated/replacement of the existing HVAC, refrigeration, and lighting control measures that enhance building energy performance and savings. Tune-ups cover either a limited quantity of controls (not whole building) and/or low or no cost measures that can be adjusted/installed by a building operator without the need for an RCx professional.

### **Retro-commissioning (RCx)**

Involves a systemic evaluation of opportunities to improve existing energy-using systems. RCx improves the efficiency of existing facility's mechanical, lighting, and control systems and identifies longer term improvements. The process can often resolve problems that occurred during design or construction, or address problems that have developed throughout the building's life as equipment has aged, or as the building use has changed.

### **Monitor-based commissioning (MBCx)**

A robust algorithm which compiles and analyzes building operations data to deliver ongoing enhanced performance, proactively identify potential issues and repairs and support utility-based continuous commissioning initiatives to ensure consistent peak performance and constant energy savings.

CM3 is an approved Trade Ally and can conduct various direct install, prescriptive and custom measures to qualify for incentives with six New Jersey utility companies:

- » Atlantic City Electric
- » JCP&L
- » PSE&G
- » New Jersey Natural Gas
- » South Jersey Gas
- » South Jersey Industries

# PROGRAM OVERVIEW

The local NJ utility company has a network of vetted Trade Allies (like CM3) that provide sales and installation services. The Trade Allies provide customers with a no-cost facility assessment and cost proposal for relevant upgrades. The proposal includes costs, eligible incentives, and the project's simple payback (the length of time an upgrade is estimated to pay for itself in terms of monthly energy savings).

Customers have two options for paying for their upgrade. They can choose to pay it directly or they can finance it through their utility company's On Bill Repayment plan (see Financing).

## PROCESS

### Assessment:

Customers obtain a no-cost energy assessment from a Trade Ally (like CM3). The proposal will detail out the total cost of the project, the amounts of all eligible incentives, and the total balance that will be owed. (Total project cost – incentives = total amount owed)

### Installation:

Customers determine which energy savings measures to pursue and then contract with the Trade Ally to install those energy-saving upgrades. The local utility company (through a program management partner) will conduct pre- and post-inspections of the work to ensure the job was completed in keeping with program rules.

### Payments & Savings:

The customer achieves ongoing energy savings through the installed upgrades. Payments for those upgrades can be made one of two ways: Customers can pay it directly or they can finance it through their utility company's On Bill Repayment plan (see Financing).

**The Clean Energy Program helps organizations achieve lower equipment installation costs, shorter payback periods, and reduced energy use. And, the energy efficiency improvements provide short and long term benefits:**

- » Reduce energy costs
- » Reinvest savings into future opportunities
- » Increase facility operational efficiencies
- » Create a more comfortable environment for building occupants.
- » Help meet environmental goals and support lower carbon footprint standards

## FINANCING

Qualifying customers may be eligible for 0% financing up to a 5-year term. There is no application fee. This process is called the On Bill Repayment plan, in which customers repay the applicable cost of the equipment installed via their utility bill. Both equipment and labor costs can be included in the OBR plan.

For most customers, OBR is a highly attractive option. Although the overall utility bill increases (to cover the cost of the new equipment that was not covered by incentives), the energy usage decreases and this helps to offset the cost of the equipment that was purchased. In essence, the OBR functions like a mini-ESCO, with energy savings paying for equipment investments.