

New Jersey Utility Companies Direct Install Program

The Direct Install Program managed by your local utility company provides financial incentives to smaller organizations for the purchase and installation of energy efficient equipment, which help ensure lower equipment installation costs, shorter payback periods and reduced energy use.

ABOUT CM3

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 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.

APPROVED TRADE ALLY



ABOUT THE PROGRAM

The New Jersey Direct Install Program is designed to help small businesses and organizations implement a one-for-one replacement of inefficient equipment and is available to organizations with a 12-month individual facility electricity average peak demand of less than 300kW. The Program can help businesses identify energy saving opportunities and receive rebates to help implement those opportunities.

These financial incentives can cover up to 70% of the implementation costs, which significantly reduces the upfront cost of installing energy-saving equipment. In addition, customers can opt for repayment of the project costs with no interest, spread over a five-year period, with payment billed on your monthly utility bill.

By helping organizations identify and implement energy-efficient equipment, the Direct Install Program provides substantial financial incentives, enabling customers to pay as little as 30% of the total project cost with free 60-month financing via the utility.

THE OPTIMIZATION PATHWAY



Identify energy & operational opportunities



Calculate projected energy savings



Recommend available energy incentives



Deliver turnkey energy services, from design to installation

WHO IS ELIGIBLE?

Typically for small businesses, schools, and municipalities. (Must have an average annual electric demand of 300 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
- Building automation controls
- Boilers equipment
- Motors and variable frequency drives
- Efficient water heating measures



HOW THE PROGRAM WORKS

- CM3 will work with the utility company to confirm customer eligibility.
- CM3 will provide a no-cost energy assessment.
- CM3 will generate a proposal that details 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)
- The customer reviews the proposal, determines which energy measures to pursue, and signs off on the proposed work.
- CM3 conducts turnkey equipment installation.
- CM3 submits final paperwork to the utility company for processing and project initiation. The 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.
- The utility company provides final approval and payment notification.

WHAT ARE THE BENEFITS?

- Pays for much of the implementation costs of the project.
- Provides a free on-site energy audit and detailed project cost estimate.
- Recommends energy efficiency upgrades.
- Executes all work through authorized contractors.
- Lowers energy costs by installing energy-efficient equipment.
- Creates the foundation for business facility operational efficiency.
- Creates a safer and more comfortable workplace for employees.
- Helps meet customer environmental goals by reducing the use of outdated and inefficient equipment and supporting 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.



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