

# Previous Energy Efficiency Programs

Residential & Commercial

# South Jersey Gas

## Energy Efficiency Transition

- Goals for the Clean Energy Act and the 2019 New Jersey Energy Master Plan align with the goals of South Jersey Gas and Elizabethtown Gas
  - Achieve .75% natural gas savings within 5 years
    - Collaborating with the State's utilities to design consistent and cost-effective programs to this end
    - Increase jobs
    - Create equity and energy affordability
- Current SJG Energy Efficiency program suite will transition to the new, expanded, 3-year program suite starting July 1st, 2021



# Energy Efficiency Programs - Background



## Energy Efficiency Programs that help you save energy and money

High-efficiency products use less energy and can save you money. SJG Smart Energy Partners program is a compliment to NJCEP and is designed to help make energy efficiency more affordable. Whether your home is already heating with natural gas, or you're converting to natural gas, financial incentives are available.

**South Jersey Gas Marketplace**



**Instant Home Energy Analysis**



**Home Energy Assessment**



**High-Efficiency Equipment Rebates**



**High-Efficiency Equipment Loan**



**Home Performance with Energy Star**



**Home Weatherization Program**



# Energy Efficiency Programs - Background

- **Direct Install**

- Small to medium-sized facilities.
- Provides funding for the upgrade to high-efficiency equipment such as lighting, heating and cooling systems, refrigeration and more.
- The program pays up to 70% of the retrofit costs
- May qualify for 0% financing for the remaining 30%

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- **New Jersey SmartStart Buildings**

- Larger buildings
- Incentives to purchase qualifying energy-efficient equipment
- Customized energy efficiency measures
- May qualify for up to \$130,000 at 0% financing for 10 years

- **Pay for Performance**

- Designed for larger buildings, a whole building approach to improving the overall energy use and efficiency the facility
- May qualify for up to \$130,000 at 0% financing for 10 years



# **New Energy Efficiency Programs**

# New Energy Efficiency Programs

## Residential

- Efficient Products
- Existing Homes
- Multi-Family

## Commercial

- Energy Solutions for Business
- Multi-Family

*Programs launched July 1, 2021*



# **New Residential Energy Efficiency Programs**

# New Residential Energy Efficiency Programs

Sector	Program	Subprogram
Residential	Efficient Products	HVAC <small>(Previously known as - High Efficiency Equipment Rebate Program)</small>
		Appliance Rebates
		Online Marketplace
	Existing Homes	Home Performance with ENERGY STAR
		Quick Home Energy Check Up <small>(Previously known as - Home Energy Assessment Program)</small>
		Home Weatherization for Income Qualified Customers <small>(Currently running this program today - will continue in the future)</small>
		Home Energy Reports <small>(Currently running this program today - will continue in the future)</small>
	Multi-Family	Direct Install
		Home Performance with ENERGY STAR





# Efficient Products

- This program will promote the installation of ENERGY STAR and other high-efficiency equipment by residential customers.
- Subprograms:
  - HVAC
    - Incentivizes the installation of energy-efficient HVAC equipment.
    - On-bill repayment available.
    - Previously known as the High Efficiency Equipment Rebate Program.
  - Appliance Rebates
    - Provides incentives to customers for the purchase of ENERGY STAR certified or other high-efficiency appliances.
    - On-bill repayment available.
  - Online Marketplace
    - SJG branded online store where SJG customers can purchase energy-efficient products and receive instant rebates.
      - Up to \$125 rebate on smart thermostats.
      - 50% retail cost on other products like faucet aerators and efficient showerheads.



# Existing Homes

- Existing Homes Program will provide holistic approaches for customers to explore and invest in the efficiency and comfort of their homes.
- Subprograms:
  - Home Performance with ENERGY STAR (HPwES)
    - HPwES will be available to all single-family and single-family attached (1- to 4-unit properties) residential customers served by SJG.
    - Comprehensive whole house energy assessments and direct installation of energy efficiency measures.
    - Rebates and on-bill repayment available.
  - Quick Home Energy Check Up (QHEC)
    - Free home energy assessment.
    - Direct installation of minor energy efficiency measures.
    - All single-family and single-family attached (1- to 4-unit properties) residential customers served by SJG.
  - Home Weatherization for Income Qualified Customers
    - Provides no-cost home energy audits and energy-saving measures to income qualified customers.
    - Customers must have a household income between 250% and 400% of the Federal Income Poverty Level.
  - Home Energy Reports
    - Paper and electronic home energy reports encouraging customers to reduce energy usage by comparing them to similar homes in their neighborhood.
    - Personalized energy education and challenges
    - High usage alerts
    - Online home energy assessment



# Multi-Family

- Subprograms:
  - Multi-Family Direct Install
    - Delivers energy audits and the direct installation of efficient equipment at no charge to tenants.
    - Free home energy assessment.
    - Direct installation of minor energy efficiency measures.
    - All Multi-Family attached residential customers served by SJG (3 units or more).
  - Multi-Family Home Performance with ENERGY STAR (HPwES)
    - HPwES will be available to all Multi-Family attached residential customers served by SJG (3 units or more) .
    - Comprehensive whole house energy assessments and direct installation of energy efficiency measures.
    - Rebates and on-bill repayment available.
    - Serves units with individual heating systems that would benefit from a lot of weatherization but don't need extensive engineering work.



# New Residential Energy Efficiency Programs Implementation Vendor

## Vendor Information

- Honeywell
- Phone Number: 1-833-493-0691
- Call Center Hours of Operation: 8:00AM – 7:00PM
- Program E-Mail: southjerseygas@Honeywell.com

## Vendor Holiday Schedule

Date	Holiday
January 1	New Year's Day
January 18	Martin Luther King Jr. Day
April 2	Spring Holiday
May 31	Memorial Day
July 5	Independence Day (observed)
September 6	Labor Day
October 11	Fall Holiday
November 25	Thanksgiving
November 26	Day After Thanksgiving
December 24	Winter Holiday
December 27	Winter Holiday
December 31	New Year's Eve



# **New Commercial Energy Efficiency Programs**

# New Energy Efficiency Programs

## Commercial Energy Efficiency Programs

Sector	Program	Subprogram
<p style="text-align: center;"><b>Commercial</b></p>	<p style="text-align: center;"><b>Energy Solutions for Business</b></p>	Direct Install
		Prescriptive
		Custom
		Engineered Solutions
		Energy Management
<p style="text-align: center;"><b>Multi-Family</b></p>	<p style="text-align: center;"><b>Multi-Family</b></p>	Prescriptive
		Custom
		Engineered Solutions



# Energy Solutions for Business

- This program provides multiple pathways for commercial customers to explore and invest in energy efficiency and realize significant overhead cost savings.
- Subprograms:
  - Direct Install
    - Targets and engages small businesses, non-profit organizations, municipalities, schools and faith-based organizations.
    - Program will provide a free energy assessment and a percentage of the up-front cost to install the recommended energy efficiency measures, with the participating customer contributing the balance of the project not covered by the incentive.
    - On-bill repayment option available.
  - Prescriptive and Custom Rebates
    - Promotes the installation of high-efficiency equipment and provides incentives to commercial and industrial customers either via the installation of prescriptive/custom measures or projects.
    - On-bill repayment option available.
  - Engineered Solutions
    - Provides municipalities, universities, schools, hospitals, and non-profit facilities tailored energy efficiency solutions to take on largescale energy efficiency projects.
    - On-bill repayment option available.
  - Energy Management
    - Provides incentives to commercial and industrial customers to more efficiently manage energy consumption at facilities by optimizing existing equipment/processes.



# Multi-Family

- Subprograms:
  - Engineered Solutions
    - Provides multi-family buildings with tailored energy efficiency solutions to take on largescale energy efficiency projects.
    - On-bill repayment option available.
    - Best suited for large complex projects or customers with a large amount of commercial grade equipment.
  - Prescriptive Rebates
    - Provides rebates for HVAC, smart thermostats, appliances, lighting, and other equipment.
    - On-bill repayment option available.
  - Custom Rebates
    - Provides custom incentives for large energy efficiency projects.
    - On-bill repayment option available.





# New Commercial Energy Efficiency Programs

## Vendor Information

- Applied Energy Group (AEG)
- Phone Number: 1-888-263-7372
- Call Center Hours of Operation: 9:00AM – 5:00PM EST, Monday – Friday (Excluding holidays)
- E-Mail: [SJGBusiness@appliedenergygroup.com](mailto:SJGBusiness@appliedenergygroup.com)

## Vendor Holiday Schedule

Date	Holiday
Friday, January 1	New Year's Day
Monday, May 31	Memorial Day
Monday, July 5	Day After Independence Day
Monday, September 6	Labor Day
Thursday, November 25	Thanksgiving
Friday, November 26	Day After Thanksgiving
Friday, December 24	Day Before Christmas



# On-Bill Repayment

# On-Bill Repayment (OBRP)

- SJG intends to provide on-bill repayment options for residential, multi-family, and commercial programs.
- To assist our customers, address the challenges of the ongoing pandemic and facilitate economic recovery, SJG is proposing to defer loan repayments associated with the on-bill repayment plan for the first year of the program -- July 1, 2021 – June 30, 2022.
- This encourages customers that have been financially impacted by COVID-19 to participate in SJG's energy efficiency programs, providing them the opportunity to reduce their energy consumption and lower their bills at a time when they need it most.



# On-Bill Repayment (OBRP) and Financing Terms

Sector	Program	Subprogram/ Approach	Measure /Project	Available Financing Terms
Residential	Efficient Products		Furnace	Up to \$6,000 for 7-year term On-Bill Repayment Program ("OBRP") at 0% APR
			Boiler	Up to \$6,000 for 7-year term OBRP at 0% APR
			WH Tank	Up to \$2,500 for 7-year term OBRP at 0% APR
			WH Tankless	Up to \$3,500 for 7-year term at OBRP 0% APR
			A/C	Up to \$5,00 for 7-year term OBRP at 0% APR (only when paired with a qualifying piece of natural gas equipment)
			Combined Maximum Financing	Up to \$15,000 for 7-year term OBRP at 0% APR
			Special Features to Support Inclusion:	Low-to-Moderate Income Customers will be offered an extended OBRP for 10 year and customers that don't pass ETG credit screening will have the opportunity to apply for a loan through a network of local lenders and ETG will buy down the cost of the loan to similar terms as the OBRP.
	Existing Homes	Home Performance with Energy Star (HPwES)	Single Family Homes	Up to \$15,000 at 0% APR. Terms will vary based on value of financing- 7-year term for loans up to \$10,000 and 10 year term for loans great than or equal to \$10,000.
			Special Features to Support Inclusion:	Customers that don't pass ETG credit screening will have the opportunity to apply for a loan through a network of local lenders and ETG will buy down the cost of the loan to similar terms as the OBR
		Behavioral	NA	No financing component needed due to nature of the program



# On-Bill Repayment (OBRP)

		Quick Home Energy Checkup	NA	No financing component needed due to nature of the program
		Moderate Income Weatherization	NA	No financing component needed due to nature of the program
C&I	Direct Install		Project	Balance of the project cost after rebate at 0% APR for a 5-year term
	Energy Solutions for Business	Prescriptive and Custom	Project	Balance of the project cost after rebate at 0% APR for a 5-year term. Cap of \$150K on Prescriptive and \$250K on Custom
		Energy Management	Project	Balance of the project cost after rebate at 0% APR for a 5-year term
		Engineered Solutions	Project	Balance of the project cost after rebate at 0% APR for a 5-year term
Multifamily	Multifamily	Multi-family Prescriptive and Custom	Project	Balance of the project cost after rebate at 0% APR for a 5-year term. Cap of \$150K on Prescriptive and \$250K on Custom
		Multi-family HPwES	Project	Up to \$2,000 per unit for 7-year term at 0% APR with an overall max of \$250K per project
		Engineered Solutions	Project	Balance of the project cost after rebate at 0% APR for a 5-year term
Special Features to Support Inclusion:	Properties supporting LMI customers are eligible for a 10-year repayment term			

