



Agenda Date: 9/18/13  
Agenda Item: 8A-2

**STATE OF NEW JERSEY**  
**Board of Public Utilities**  
44 South Clinton Avenue, 9<sup>th</sup> Floor  
Post Office Box 350  
Trenton, New Jersey 08625-0350  
[www.nj.gov/bpu/](http://www.nj.gov/bpu/)

CLEAN ENERGY

IN THE MATTER OF THE CLEAN ENERGY PROGRAM )  
AUTHORIZATION OF COMMERCIAL AND INDUSTRIAL ) ORDER  
(C&I) PROGRAM ENERGY EFFICIENCY INCENTIVES )  
EXCEEDING \$500,000 )  
PAUL GOLDMAN ASSOCIATES ) DOCKET NOS. EO13080753V

**Party of Record:**

**Maria Franjeskos**, Controller, Paul Goldman Associates

**BY THE BOARD:**

The New Jersey Board of Public Utilities' (the Board) Commercial & Industrial (C&I) Energy Efficiency Program includes nine (9) individual programs targeting the commercial and industrial market segments, consisting of New Construction, Retrofit, Pay for Performance - New Construction, Pay for Performance - Existing Buildings, Local Government Energy Audit, Direct Install, Combined Heat and Power (CHP)/Fuel Cells, Large Energy Users Program, and the SBC Credit Program. These programs collectively offer financial incentives to encourage the installation of energy efficient products and technologies. Eligible applicants may receive incentives for a portion of the cost of installing energy efficient technologies such as lighting, HVAC, water heating and other measures in new or existing buildings.

Paul Goldman Associates, in Fords, NJ, has submitted an application for a total financial incentive in the amount of \$623,102 under the 2012 Pay for Performance – Existing Buildings program, for a multi-family building project located at Kensington Apartments, 11 Wisteria Drive, Fords, NJ 08863. The estimated first incentive, for the energy reduction plan (ERP), is \$50,000. The estimated second incentive, for completed performance-based installation of recommended energy efficiency measures, including reduced air infiltration, replacement and weatherstripping of exterior doors, heating plant upgrade, domestic hot water upgrade, and installation of low-flow water fixtures, is \$286,551. The estimated third incentive, for the post construction benchmarking report, which is based on the one-year true up of the ERP, is \$286,551. This project has an estimated 29.8% total energy savings, which translates into an estimated annual energy savings of 37,482.8 kWh of electricity and 225,942 therms of natural gas. With an estimated total installation cost of \$1,789,405, this application will have an

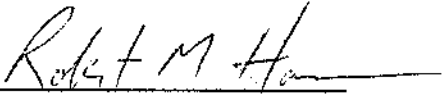
estimated annual energy cost savings of \$266,288, resulting in a payback period of 6.72 years and an internal rate of return of 11.2%.

TRC, the Market Manager engaged by the Board to manage the New Jersey Clean Energy Program (NJCEP) C&I energy efficiency programs, has submitted certification that the incentive for which TRC now seeks approval to commit has been calculated in accordance with the program policies and procedures, and that the listed amount is the true and accurate estimated incentive for which the applicant is eligible. Further, Applied Energy Group, in its role as the NJCEP Program Coordinator, has reviewed the application and submitted certification that the incentive for which TRC now seeks approval to commit has been calculated in accordance with the program policies and procedures, and that the listed amount is the true and accurate estimated incentive for which the applicant is eligible. Based on the above, the Staff recommends that the Board approve the above-referenced application.

The Board **HEREBY ORDERS** the approval of the aforementioned application for the total estimated incentive amount of \$623,102 for Paul Goldman Associates, and **AUTHORIZES** issuance of a standard commitment letter to the applicant identified above, setting forth the terms and conditions of this commitment.

DATED: 9/18/13

BOARD OF PUBLIC UTILITIES  
BY:


  
ROBERT M. HANNA  
PRESIDENT

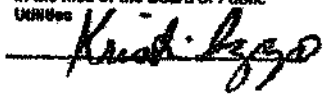
  
JEANNE M. FOX  
COMMISSIONER

  
JOSEPH L. FIORDALISO  
COMMISSIONER

  
MARY-ANNA HOLDEN  
COMMISSIONER

  
DIANNE SOLOMON  
COMMISSIONER

ATTEST:   
KRISTI IZZO  
SECRETARY

I HEREBY CERTIFY that the within document is a true copy of the original in the files of the Board of Public Utilities  


IN THE MATTER OF THE CLEAN ENERGY PROGRAM AUTHORIZATION OF COMMERCIAL  
AND INDUSTRIAL (C&I) PROGRAM ENERGY EFFICIENCY INCENTIVES EXCEEDING  
\$500,000 – PAUL GOLDMAN ASSOCIATES

DOCKET NO. EO13080753V

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**Program Coordinator Certification  
(New Incentive Commitments > \$500,000)**

I, **Maura Watkins**, hereby certify that in its role as Program Coordinator, Applied Energy Group, Inc. has reviewed the referenced below, as required by the policies and procedures applicable to each program, that the standardized equipment incentives for which TRC now seeks approval to commit have been calculated in accordance with those policies and procedures, and that the amount shown below is the true and accurate estimated incentive for which the applicant(s) is(are) eligible.

For incentives based on uniquely calculated estimated energy savings, including the Custom Program, Pay for Performance, Combined Heat & Power and Large Energy Users Program, Applied Energy Group certifies locating documentation supporting the inputs used to calculate the rebate amount and evidencing TRC's evaluation of those inputs as required by the program's policies and procedures.

*Maura H Watkins*

By: \_\_\_\_\_

Date: 08-13-2013

**Maura Watkins**

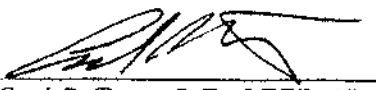
Quality Assurance Manager - Applied Energy Group, Inc.

Ref:	_____
App #	<u>18021</u>
Applicant	<u>Paul Goldman Associates</u>
Payee	<u>Paul Goldman Associates</u>

Committed Amount: \$623,102.00

**Market Manager Certification**  
**(New Incentive Commitments > \$500,000)**

I Carl Teter hereby certify that applications on the attached list have been reviewed by TRC or its subcontractors as required by the policies and procedures applicable to each program, that the incentives for which TRC now seeks approval to commit have been calculated in accordance with those policies and procedures, and that the listed amounts are the true and accurate estimated incentives for which each applicant is eligible.

By: 

*Carl P. Teter, P.E., LEED AP, Associate Vice President*  
App# 18021

Date: 8-14-13

1. Application Number: **18021**
2. Program Name: **Pay for Performance – Existing Buildings**
3. Customer Contact (name, company, address, phone #):  
**Maria Franjeskos, Controller, Paul Goldman Associates**  
**11 Wisteria Drive, Fords NJ 08863**  
**732-225-2525 ext. 203**
4. Project Name and Address:  
**Kensington Apartments**  
**11 Wisteria Drive, Fords NJ 08863**
5. Rebate amount:  
**Incentive #1: \$50,000**  
**Incentive #2: \$286,551**  
**Incentive #3: \$286,551**  
**Total: \$623,102**

6. Brief description of measures

Measure Name	Measure Category	Measure Details (Describe Equipment/Controls to be Installed)	Fuel Affected	Quantity
1 Reduce Air Infiltration	Custom Gas	<ul style="list-style-type: none"> <li>- Replace all &amp; seal all kitchen exhaust vents                             <ul style="list-style-type: none"> <li>- Caulk A/C Sleeves</li> </ul> </li> <li>- Caulk penetrations for baseboards and sinks                             <ul style="list-style-type: none"> <li>- Seal bath fan gap</li> </ul> </li> <li>- Airseal and insulate 85 hallway attic hatches</li> <li>- Airseal another 68 apartment attic hatches                             <ul style="list-style-type: none"> <li>- Seal 17 chase openings</li> <li>- Seal 34 dryer openings</li> </ul> </li> <li>- Install 51 dryers dampers in 4" dryer ducts</li> </ul>	Natural Gas	All 17 buildings
2 Replace/Weatherstrip exterior doors	Custom Gas	<ul style="list-style-type: none"> <li>- Replace 170 doors (including 17 double doors) with U-0.31 or better doors and weatherstrip 102 existing doors</li> </ul>	Natural Gas	272
3 Upgrade Heating Plant	Custom Gas	<ul style="list-style-type: none"> <li>- Replace (17) existing burners with modulation burners</li> <li>- Install (17) 3-way valve and outdoor reset control to control heating water temperature</li> <li>- Insulate uninsulated piping (2150 l. ft.) in boiler room with 1.5" fiberglass (R-6.3)</li> <li>- Install zone valve and programmable T-stat in (17) lobbies</li> <li>- Decommission (34) baseboards at ends of hallways</li> </ul>	Natural Gas	All 17 buildings
4 Upgrade Domestic Hot Water (DHW)	Custom Gas	<ul style="list-style-type: none"> <li>- Adjust setpoints on (17) DHW heaters to provide 120°F water, set (17) dampers on 'auto' to avoid standby losses, and insulate 59 l. ft. of uninsulated DHW piping per boiler room with 1" of fiberglass (R-4.2)</li> </ul>	Natural Gas	All 17 buildings
5 Install low-flow water fixtures	Custom Gas	<ul style="list-style-type: none"> <li>- Replace existing with:                             <ul style="list-style-type: none"> <li>- (803) showerheads: 1.5 GPM</li> <li>- (803) bath aerators: 1.0 GPM</li> <li>- (803) kitchen aerators: 1.5 GPM</li> </ul> </li> </ul>	Natural Gas	2409

7. Annual Estimated Energy Savings: Refer to chart below.

Table 13. Recommended Measures - Cost and Energy Savings

Measure Name	Installed Cost (incl. design)	Annual Energy Savings		Annual O&M Savings	Annual Cost Savings	Measure Life years	Simple Payback years	Life Cycle Savings	IRR %	
		kWh	MMBtu							
1 Reduce Air infiltration	\$438,600	4,845.0	6,506.4	\$0	\$54,872	17	7.99	\$283,847	10.1%	
2 Replace Weatherstrip exterior doors	\$307,700	4,137.7	2,673.7	\$0	\$27,871	18	13.45	\$6,851	3.5%	
3 Upgrade Heating Plant	\$765,000	2,086.6	5,853.1	\$0	\$49,021	18	15.61	\$90,788	1.7%	
4 Adjust DHW serpentin, set damper on auto, and insulate piping	\$66,300	26,413.5	1,245.7	\$0	\$14,328	15	4.63	\$104,731	20.3%	
5 Install low-flow water fixtures	\$102,000	0.0	6,315.4	\$72,640	\$125,196	10	0.81	\$965,947	122.7%	
CM Fees	\$59,805	Overall project management, all fees associated with specific measures should be noted above.								
Partner Fees	\$50,000	Per Partner Contract								
	\$1,789,405.00	37,482.8	22,594.2	\$72,640	\$166,238		6.72	\$1,160,803	11.2%	

8. Annual Estimate Energy Cost Savings: Refer to chart above.