

# QUESTIONS? WE'RE HERE TO HELP!

Program representatives are available to assist you in exploring or implementing any aspect of New Jersey SmartStart Buildings, including Pay for Performance. Please call or send an e-mail if you have any questions. Complete details and program applications are available on the website where you will also find a link to be included on our e-mail list so that you can keep up-to-date on program developments.



For additional information:  
Visit [NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P)  
E-mail [P4P@trcsolutions.com](mailto:P4P@trcsolutions.com)  
Call 866-NJSMART



# STEPS TO PARTICIPATION

## 1. SELECT A PROGRAM PARTNER

Visit [NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P) and select the existing or new construction link to review program details, including information on selecting a partner.

## 2. SUBMIT APPLICATION PACKAGE

With your partner's assistance, complete the application and participation agreement and submit the forms and required documentation.

## 3. RECEIVE APPROVAL NOTICE

Program representatives will review your application package and, if approved, will send a notice to proceed.

## 4. DEVELOP BENCHMARKS AND GOALS

Work with your partner to benchmark your building, identify performance goals and create an energy reduction plan to achieve no less than 15% energy savings.

## 5. SUBMIT YOUR PLAN

Your partner will submit your energy reduction plan, a complete benchmarking report and partner-participant contract. Program representatives will review the report and, if all requirements are met, will notify the partner to move forward with implementation.

## 6. IMPLEMENT YOUR PROJECT

Your partner will help you with the bidding process and will monitor construction to ensure that the appropriate steps are being taken to achieve the expected performance goals.

For detailed information on the steps to participate,  
please visit [NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P)



# PAY FOR PERFORMANCE



## SAVE NOW – SAVE LATER

For Large Commercial, Industrial,  
Institutional and Multifamily Facilities

[NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P)



2011 Program Version

New Jersey's **Clean Energy Program** is a statewide program administered by the New Jersey Board of Public Utilities that promotes energy efficiency and renewable energy for all New Jersey ratepayers, including residences, businesses, schools, and municipalities. For more information on incentives for clean energy and energy-efficient technologies for your home or business, please visit: [NJCleanEnergy.com](http://NJCleanEnergy.com).

# PAY FOR PERFORMANCE

## Get Paid To Make Your Building Energy-Efficient

As a concerned corporate citizen, you've made a commitment to energy efficiency and the wise use of resources. Now that you've recognized the potential for huge energy savings in your building, you're ready for bold steps to reduce your energy costs as soon as possible.

Pay for Performance works through a network of approved partners who provide technical services under direct contract to you. Acting as your energy expert, your partner will develop an energy reduction plan for each project with a whole-building technical component of a traditional energy audit, a financial plan for funding the energy-efficient measures and a construction schedule for installation.

Pay for Performance takes a comprehensive approach to energy efficiency in new and existing commercial, industrial, institutional and multifamily buildings. You may also become one of the first to receive recognition through our Building Performance with ENERGY STAR® pilot initiative.



## INCENTIVES DIRECTLY LINKED TO SAVINGS

Pay for Performance incentives are awarded upon the satisfactory completion of three milestones:

### EXISTING BUILDINGS

Incentives may cover up to 50% of total project costs, or \$2 million, whichever is less.

**INCENTIVE #1: Submittal of complete energy reduction plan prepared by an approved partner** – Contingent on moving forward, incentives will be between \$5,000 and \$50,000 based on \$.10 per square foot.

**INCENTIVE #2: Installation of all recommended measures** – Incentives are based on the projected level of electricity and natural gas savings and are paid at \$.09 to \$.11 per kWh saved and \$.90 to \$1.25 per therm saved.

**INCENTIVE #3: Completion of post-construction benchmarking report** – A completed report verifying projected energy savings. Incentives are based on actual electricity and natural gas savings and are paid at \$.09 to \$.11 per kWh saved and \$.90 to \$1.25 per therm saved.

### NEW CONSTRUCTION

Incentives may cover up to 75% of total project incremental costs, or \$2 million, whichever is less.

**INCENTIVE #1: Submittal of complete draft energy reduction plan prepared by an approved partner** – Based on project's design development drawings, and contingent on moving forward, incentives will be \$.10 per square foot up to \$25,000.

**INCENTIVE #2: Submittal of complete proposed energy reduction plan** – Based on project's final construction documents, and contingent on moving forward, incentives will be \$.50 per square foot.

**INCENTIVE #3: Submittal of complete as-built energy reduction plan** – Verifies that the as-built building met or exceeded projected energy cost savings; incentives will be \$.75 to \$1.00 per square foot.

## WHO'S ELIGIBLE

- Existing buildings with an annual peak demand over 100 kW
- New buildings and renovations with 50,000 square feet or more of planned space
- Local governments, hospitals, public colleges, affordable multifamily housing, and 501(c)(3) non-profits can be of any size to participate

Your energy reduction plan must define a comprehensive package of measures capable of reducing the energy consumption of your existing building by 15% or more. In the case of new construction, an energy reduction plan must achieve energy costs 15% below ASHRAE 90.1-2007.



ADDRESS ENERGY EFFICIENCY IN YOUR BUILDING WITH A COMPREHENSIVE APPROACH – THE MORE SAVINGS, THE GREATER YOUR INCENTIVES.

## GETTING STARTED

Our website has complete information on Pay for Performance as well as the forms you'll need to participate. After you've visited the site, contact us to see if the program is right for you. We'll review eligibility requirements and program specifics and assist you in selecting from our network of partners who provide the technical, financial and construction-related services for completing your energy reduction plan.

VISIT [NJCleanEnergy.com/P4P](http://NJCleanEnergy.com/P4P) TO LEARN MORE!