

# HVAC Contractor Connect & Updates

on Behalf of The NJ Joint Utilities – May 15, 2025



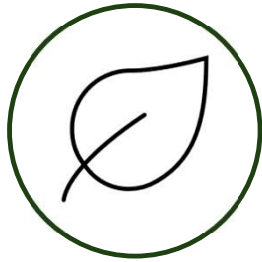
# Antitrust Statement

---

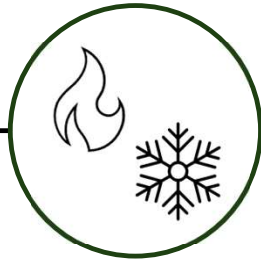
- The New Jersey Utilities are committed to full compliance with all laws and regulations as well as maintaining the highest ethical standards. We adhere to all federal and state antitrust laws.
- Coordination of Energy Efficiency programs by the utilities is in response to BPU requirements set forth in the 1<sup>st</sup> and 2<sup>nd</sup> triennium EE Framework Orders.
- The utilities do not engage in price fixing or any other anticompetitive behavior.

# Agenda

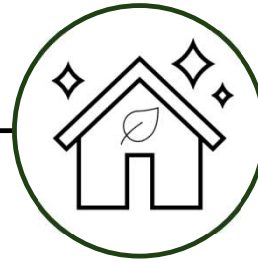
---



**Utility and  
Energy Efficiency  
Program Overview**



**HVAC,  
Water Heating  
and Whole Home  
T2 Incentives**



**Building  
Decarbonization  
Overview**



**Seamless  
Submissions**

# Utility and Energy Efficiency Program Overview

# Core Statewide Energy Efficiency Programs



## Participating Public Utilities:



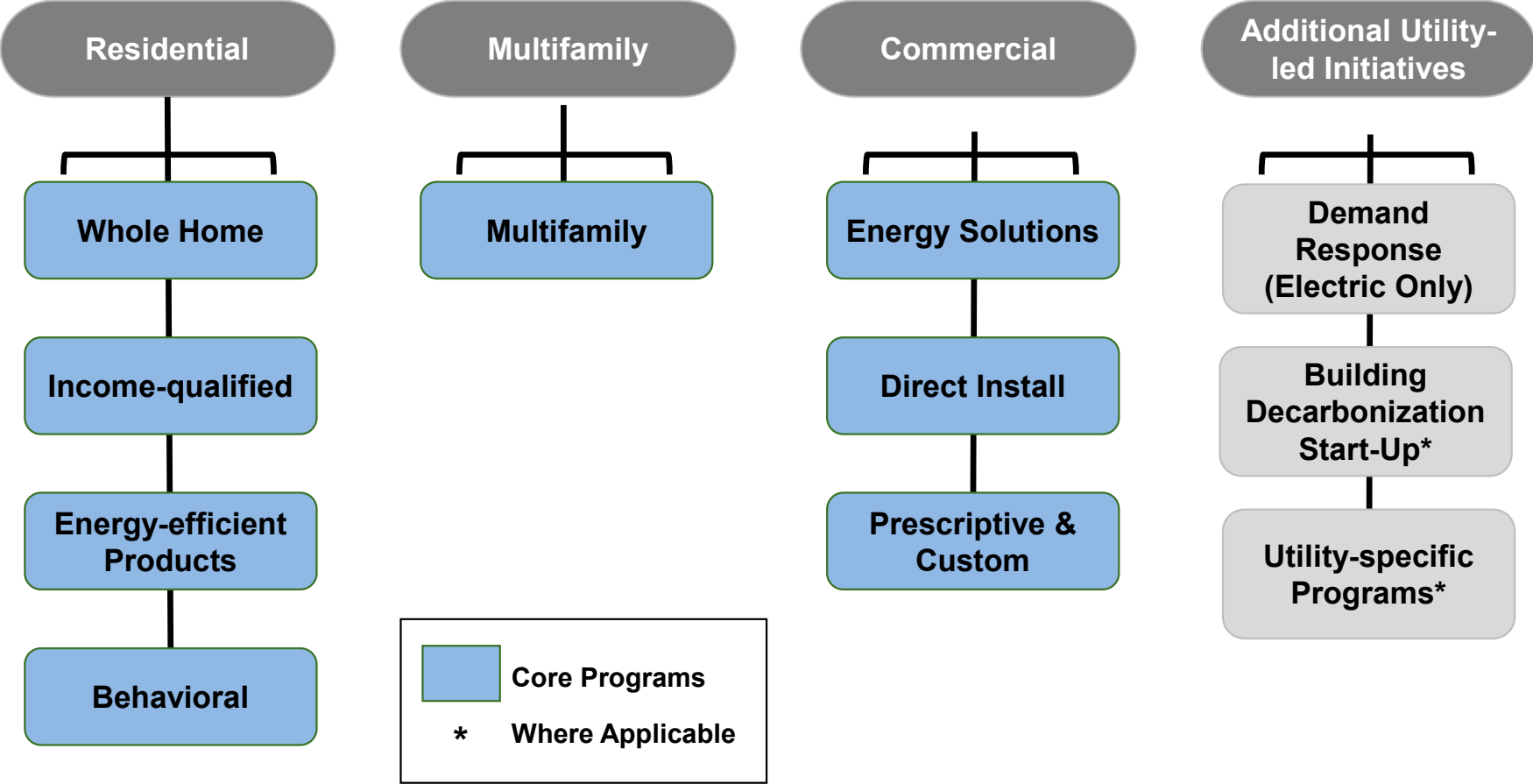
## Natural Gas Territories



## Electric Territories



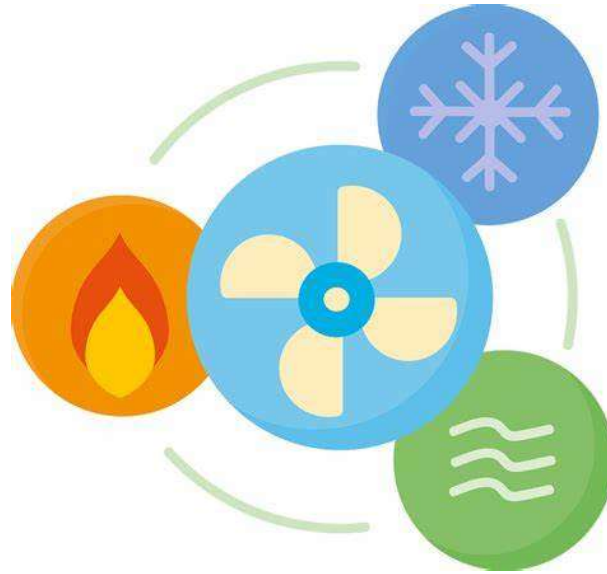
# Triennium 2 (T2) – Utility Energy Efficiency Programs



# **HVAC, Water Heating and Whole Home T2 Incentives**

# On-Bill Repayment and Financing for HVAC and Water Heating Equipment

---



**Increase from \$15,000 to \$25,000 for up to 7 years.**  
*Total is per customer across all measures.*

## Income-qualified Incentives

---



**Incentives for income-qualified customers are increasing from \$200 to **\$300** per eligible piece of high-efficiency equipment.**

**Extended on-bill repayment terms of up to 10 years will also be available.**

# Electric Measures

Eligible Measures	Eligibility Requirements	T2 Rebates
Central Air Conditioning – Tier 1	SEER2 ≥ 15.2, EER2 ≥ 12	\$100
Central Air Conditioning – Tier 2	SEER2 ≥ 17, EER2 ≥ 12	\$200
Standard Air Source Heat Pump (Ducted/Ductless) - Tier 1	SEER2 ≥15.2, EER2 ≥11.7, HSPF2 ≥7.8 split system and SEER2 ≥15.2, EER2 ≥ 10.6, HSPF2 ≥7.2 single packaged	\$500
Standard Air Source Heat Pump (Ducted/Ductless) - Tier 2	SEER2 ≥17.1, EER2 ≥11.7, HSPF2 ≥7.8 split system and SEER2 ≥17.1, EER2 ≥ 10.6, HSPF2 ≥7.2 single packaged	\$750
Cold-Climate Heat Pump	COP ≥ 1.75 at 5F SEER2 ≥ 15.2, EER2 ≥ 10, HSPF2 ≥ 8.1	\$1,000
Electric Resistance to Cold-Climate Heat Pump	COP ≥ 1.75 at 5F SEER2 ≥ 15.2, EER2 ≥ 10, HSPF2 ≥ 8.1	\$2,000
Geothermal Heat Pump		\$1,500

## Electric Measures Cont...

Eligible Measures	Eligibility Requirements	T2 Rebates
ASHP to GSHP		Lesser of \$2,000 per 10,000 BTUh, or 20% of project cost
Electric resistance to GSHP		Lesser of \$3,500 per 10,000 BTUh, or 40% of project cost
Air-to-Water Heat Pumps		\$1,600 per 10,000 BTUh
Furnace Fans (ECM)		\$100

# Natural Gas Measures

Equipment Eligibility*	T2 Rebate
≥ 95% Annual Fuel Utilization Efficiency (AFUE) Furnace	\$900
≥ 90% AFUE Boiler	\$900
≥ 95% AFUE Boiler	\$1,000
≥ 95% AFUE Combination Boiler	\$1,300
≥ 97% AFUE Combination Boiler	\$1,750
<b>OBR/Financing Cap</b>	<b>\$25,000</b>

\*Replacement of an existing high efficiency condensing furnace or boiler will **no longer** be eligible for rebates or financing.



Replacement of an existing high efficiency condensing furnace or boiler is not eligible for rebates or financing.



#### Replacement of Existing Condensing Equipment



*Not eligible for rebate.*

**How they work:** A condensing furnace runs the exhaust gases through a secondary heat exchanger to extract the heat that would normally go through the chimney, and uses those gases to heat the building instead; gas temperature can be in the 100 degree range.

**Specifications:** Systems with white PVC, CPVC, Polypropylene or Stainless Steel, Category II or IV flue venting.



#### Replacement of Existing Non-condensing Equipment



*Eligible for rebate.*

**How they work:** Non-condensing systems run the exhaust gasses through a natural draft metal flue system at very high temperatures; gas temperatures can be in the 500 degree range.

**Specifications:** Systems that are standard or mid-efficiency (Category I or III) with flue venting made of galvanized metal.

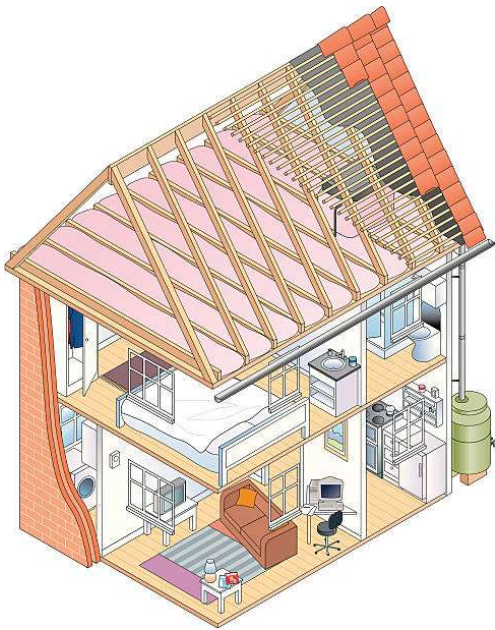
# Natural Gas Water Heaters

Equipment Eligibility	T2 Rebate
Tank water heater < 55 gallons, UEF ≥ .64 medium usage, ≥ .68 high usage*	\$400
Tank water heater, > 55 gallons, UEF ≥ .78 medium usage, UEF ≥ .80 high usage or ≥ TE .90*	\$400
Indirect when paired with a ≥ 90% boiler	\$250
Tankless water heater UEF ≥ .87	\$500
Tankless water heater UEF ≥ .95	\$750
<b>OBR/Financing Cap</b>	<b>\$25,000</b>

\*(no atmospheric water heaters; must be power/direct vent i.e. no Category I venting)

# Whole Home Energy Solutions – aka Home Performance with ENERGY STAR® (HPwES)

---



- **Program name – Formally HPwES is now Whole Home Energy Solutions**
- **Rebate incentive is up to \$6,000**
- **OBR/Financing cap is increased to \$25,000**

**Separate call to review the Whole Home Program on 5/22**

[Link to register](#)

# **Residential Building Decarbonization**

# Building Decarbonization Program Overview

---

- **Target Market:**

- Served by at least one NJ investor-owned Utility
- Single family and multifamily dwelling units
- Existing homes with designed fossil fuel heat

- **Incentive Approach**

- Space Heating Incentives: Air Source Heat Pumps (ASHP), GSHP, and PTHP
- Product incentives for HP water heaters, HP clothes dryers, induction stoves
- Incentives for full and partial displacement heating with fossil fuels with ccASHP
  - Incremental incentives for
    - Decommissioning
    - Re-ducting
    - Displacing delivered fuels
    - Integrated controls
  - Can be combined with completed Whole Home Energy Solutions project
  - Enhanced incentives for LMI projects not participating in Comfort Partners or Income-Qualified Programs

# BD – EDC Full Displacement – Clean Heat

<p><b>Full Displacement:</b></p> <p><b>Cold Climate Air Source Heat Pump (ccASHP)</b></p> <p>No need for integrated controls</p> <p>Equipment Sized for 100% of the heating load of Manual J and not to exceed the capacity resulting from Manual S</p> <p>Decommissioning of existing fossil fuel equipment <u>required</u></p>	<p><b>Lesser of \$10,000 or 50% of installation cost LMI enhanced incentive of \$12,000 or 60%</b> <i>(per home covering the largest ccASHP unit)</i></p> <p><b>Incremental Adders:</b></p> <p>i) up to \$2,000 for re-ducting (if Manual D calls for it), and ii) up to \$2,000 for decommissioning (Decommissioning Checklist needed for incentive)</p> <p>iii) Contractor Bonus: (1) \$250 for full-load, or (2) \$750 for full load and conversion from delivered fuel system</p> <p>Additional ASHP units installed in home are eligible for additional per unit incentives at the ASHPs level</p> <p>i) \$2,000 per subsequent ccASHP to meeting the heating load</p>	<p><b>Equipment Standard:</b></p> <p>Must be on the NEEP equipment list or meet current NEEP specification at the time of installation</p> <p>i) NEEP: Ductless ccASHP – SEER2 &gt; 15, HSPF2 &gt; 8.5, COP 5F &gt; 1.75</p> <p>ii) NEEP: Ducted ccASHP – SEER2 &gt; 14.3, HSPF2 &gt; 7.7, COP 5F &gt; 1.75</p>
<p><b>Financing Cap \$25,000</b></p>		

# BD – EDC Dual Heat

<p><b>Dual Heating:</b></p> <p><b>Cold Climate Air Source Heat Pump (ccASHP)</b></p> <p>Must include integrated control of ASHP &amp; fossil fueled heating source</p> <p>Equipment Sized for 100% of the heating load of Manual J and not to exceed the capacity resulting from Manual S</p> <p>Decommissioning of existing fossil fuel equipment <u>is not required</u></p>	<p><b>Lesser of \$5,000 or 50% of project cost LMI enhanced incentive of \$6,000 or 60%</b> <i>(per home covering the 1st system)</i></p> <p><b>Incremental Adders:</b></p> <p>Incremental Adders:</p> <ul style="list-style-type: none"><li>i) No re-ducting incentive</li><li>ii) No decommissioning incentive</li><li>iii) No contractor bonuses</li></ul> <p>Additional ASHP units installed in home are eligible for additional per unit incentives at the ASHPs level</p> <ul style="list-style-type: none"><li>i) \$2,000 per subsequent ccASHP to meeting the heating load</li></ul>	<p><b>Equipment Standard:</b></p> <p>Must be on the NEEP equipment list or meet current NEEP specification at the time of installation</p> <ul style="list-style-type: none"><li>i) NEEP: Ductless ccASHP – SEER2 &gt; 15, HSPF2 &gt; 8.5, COP 5F &gt; 1.75</li><li>ii) NEEP: Ducted ccASHP – SEER2 &gt; 14.3, HSPF2 &gt; 7.7, COP 5F &gt; 1.75</li></ul>
<p><b>Financing Cap \$25,000</b></p>		

# BD – EDC Hybrid Heat\*

<p><b>Partial Displacement:</b></p> <p><b>Non-Cold Climate Air Source Heat Pump (ASHP) Heating/ Cooling Per House</b></p> <p>Must include integrated control of ASHP &amp; fossil fueled heating source</p> <p>Equipment Sized for 100% of the <b>cooling</b> load of Manual J</p> <p>Decommissioning of existing fossil fuel equipment is not applicable</p>	<p><b>Lesser of \$2,000 or 30% of project cost</b> LMI enhanced incentive of \$4,250 or 45% <i>(per home)</i></p> <p><b>Incremental Adders:</b></p> <ul style="list-style-type: none"><li>i) No re-ducting incentive</li><li>ii) No decommissioning incentive</li><li>iii) No contractor bonuses</li></ul> <p>Additional ASHP units not provided incremental unit incentives by RECO or PSEG at this BD level*</p>	<p><b>RECO/PSEG Equipment Standard*:</b></p> <p>SEER2 ≥ 15.2, EER2 ≥ 11.7, HSPF2 ≥ 8.1 COP ≥ 1.75 @ 5°</p>
<p><b>Financing Cap \$25,000</b></p>		

# BD – EDC Ground Source Heat Pumps

<p><b>Full displacement:</b></p> <p><b>Ground Source Heat Pumps</b></p> <p>No need for integrated controls</p> <p>Equipment Sized for 100% of the heating load of Manual J and not to exceed the capacity resulting from Manual S</p>	<p><b>Gas to BD Customers:</b> Lesser of \$3,000/10,000 BTUh or 50% of project cost</p> <p><b>Delivered fuel to BD customers:</b> Lesser of \$4,000/10,000 BTUh or 50% of project cost</p> <p><b>Income-Qualified enhanced incentive:</b> Additional \$1,000/10,000BTUh or 10% of project cost</p>	<p><b>Equipment Standard:</b></p> <p>In progress</p>
<p><b>Financing Cap \$25,000</b></p>		

## Additional Decarbonization Incentives

Measure – Detail	Incentive
Heat Pump Water Heaters 120v/240v	\$750
Packaged Terminal Heat Pump	\$2,000
Lawnmower – Push	\$50
Lawnmower – Ride	\$75
Snow Blower, Leaf Blower, Trimmers, Chainsaws	\$25
Heat Pump Clothes Dryer	\$200 ES
Induction Stove	\$250
Heat Pump Pool Heater	\$1,000
Wx through Whole Home Energy Solutions before BD	\$1,000
Multi-end use bonus (i.e., ccASHP, PTHP, GSHP, HPWH, Induction Stove, HPPH, etc.)	\$500 per customer
Electric Ready – IQ Panel Upgrade: Full cost up to \$4000 for panel + \$2500 for wiring only when installing BD measures. The upgrade shall include enough capacity to support the needed upgrades and a Level 2 EV charger (where possible).	
Electric Ready – Non-IQ Panel Upgrade: Up to \$300 per circuit for each BD measure requiring a 240V circuit purchased under the program up to four circuits, or \$300 for a panel upgrade, only when installing BD measures. Financing up to \$2000.	

# **Utility-Specific Building Decarbonization**

## What is SAVEGREEN's Hybrid Heat Program?

### Hybrid Heat consists of an HVAC, dual-fuel system with:

✓ A gas furnace or boiler

✓ A ducted or ductless air-source heat pump (ASHP)

✓ A compatible, integrated thermostat

**BEST FIT:** Single-family homes with central air conditioning and < 5-year-old natural gas-powered furnaces.

Equipment Eligibility	Rebate Details
<p>Partial Displacement Air source heat pump (ASHP) SEER2 ≥15.2, EER2 ≥11.7, HSPF2 ≥7.8 - \$500 SEER2 ≥17.1, EER2 ≥11.7, HSPF2 ≥7.8 - \$750</p> <p>Cold climate air source heat pump (ccASHP) SEER2 ≥15.2, EER2 ≥10, HSPF2 ≥8.1 COP of ≥1.75 @ 5°</p> <p>*Must include integrated controls</p>	<ul style="list-style-type: none"> <li>• Non-ccASHP: Lesser of \$2,000 or 30% of project cost</li> <li>• Low- to moderate-income customers can be eligible for \$3,000 or 40% of project cost</li> <li>• Systems sized for at least cooling load</li> <li>• Full incentive available for first ASHP, additional ASHPs are eligible for \$2,000 per ccASHP or up to \$750 per standard ASHP</li> </ul>
On-Bill Repayment (OBR)/Financing Cap	\$25,000

# PSE&G Building Decarbonization

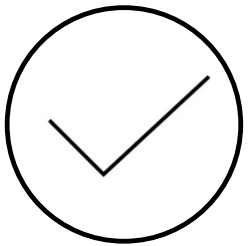
---

- **Networked Geothermal:** As part of the BD program, PSE&G will undertake a Network Geoexchange Study to evaluate the feasibility of installing, owning, and operating shared geoexchange loop(s) serving multiple customers
- Study will include the following scope
- Potential site selection identification and evaluation
  - Evaluation criteria will include community, technical, customer and utility factors
- Rate design options and cost allocation considerations
- Outreach to potential anchor customers and other customer groups
- Preliminary design of potential projects with:
  - Drawing packages
  - Design and performance summary
  - Cost estimate (30%)
  - Energy impacts

# Seamless Application Submissions

# Conducting Seamless Application Submissions

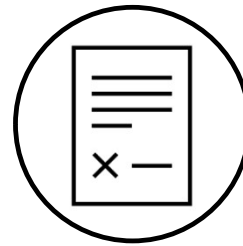
---



Ensure all equipment meets minimum efficiencies.



Provide all paperwork, including permits.



Make sure forms are signed.



Please advise when equipment is installed and ensure all equipment is operational (hooked up).

# NJNG Co-Op Marketing Program



## Co-Op Marketing Program

January 1, 2025 – June 30, 2027





**Are you ready to...**



**Grow Your Business**



**Expand Your Marketing Efforts**



**Reach More Customers**



## **\*Coming Soon for 2025\***

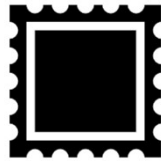
- ✓ **New Co-Op categories for SAVEGREEN Residential and Commercial programs.**
- ✓ **Enhanced reimbursement eligibility and funding levels.**
- ✓ **Update guideline documentation and applications.**



## Approved Marketing Tactics and Channels:



Radio



Mail



Social



Lawn  
Signs



Print



Digital



Video/  
TV



New Jersey  
Natural Gas

NEW JERSEY NATURAL GAS  
**SAVEGREEN**<sup>®</sup>

## Questions?

Email us at [savegreen@njng.com](mailto:savegreen@njng.com) with the subject  
“Co-Op Marketing Program Interest”.



**Alyssa Gray**

Snr. Marketing Specialist



**Nicole Troyer**

Co-Op Marketing  
Coordinator



**Jessica Applegate**

Marketing Coordinator

**Questions?**

## Program Contacts

**Atlantic City Electric**

**Shanon Bonsall**

[Shanon.Bonsall@exeloncorp.com](mailto:Shanon.Bonsall@exeloncorp.com)

**South Jersey & Elizabethtown Gas**

**Bill Taylor**

[btaylor@sjindustries.com](mailto:btaylor@sjindustries.com)

**New Jersey Natural Gas – SAVEGREEN**

**Mary-Ellen O'Malley**

[momalley@njng.com](mailto:momalley@njng.com)

**Jersey Central Power & Light**

**Stephen Berkeley**

[Stephen.Berkeley@CLEARresult.com](mailto:Stephen.Berkeley@CLEARresult.com)

**Rockland Electric Co**

**Kyle Haddock**

[haddockk@ORU.com](mailto:haddockk@ORU.com)

**Public Service Electric & Gas**

**Anita Ramakrishnan**

[anita.ramakrishnan@pseg.com](mailto:anita.ramakrishnan@pseg.com)