

GREENHOUSE GAS EMISSIONS REDUCTION FUND
Quarterly Progress Report Form

Organization Name: TRC Environmental Corp
Program Title: New Hampshire Pay for Performance
Program Contact: Tom Rooney - trooney@trcsolutions.com – 603.766.1913
Reporting Period: 1 /1 /2012 - 3 /31 /2012

1) Summary of work completed during this reporting period.

a) Provide a summary of activities relevant to this grant using Exhibit A of your contract as an outline. Include summaries of work completed by all project partners.

During the period of 1/1/2012 through 3/31/2012, the NH Pay for Performance Program has been engaged in the following activities.

- ✓ Version 2.0 of NH Pay for Performance program was released in February 2012. The changes to the program incorporated into this new version included a revised incentive structure, and the introduction of a “non-modeling approach” for projects that cannot reach 15% reduction and/or are not good candidates for building modeling.

- ✓ Using an evaluation panel including representatives from NH PUC, NH OEP, and TRC, an additional five (5) new qualified Program Partners have been selected through a formal quarterly RFQ and review process. The review was held on February 22, 2012 at the PUC office in Concord, NH. The Partners who were accepted into the Program are denoted below in the full list of twenty seven (27) qualified Program Partners. A few firms were not accepted due to not meeting the minimum qualifications and experience criteria set forth in the RFQ.
 1. Acadia Engineers & Constructors
 2. Aramark
 3. Bluestone Energy Services
 4. Bonhag Associates
 5. Celtic Energy
 6. CHA Consulting, Inc. ***New***
 7. CSI Engineering ***New***
 8. Energy Efficient Investments
 9. Energy & Resource Solutions
 10. ESCO Energy Services
 11. GDS Associates
 12. Harriman
 13. Honeywell
 14. Integrated Building Energy Associates, LLC
 15. Johnson Controls
 16. LighTec
 17. Lime Energy
 18. M.J. Welty & Associates ***New***
 19. NH Manufacturing Extension Partnership
 20. Schneider Electric
 21. Siemens
 22. Sparhawk Group
 23. Strategic Energy Group ***New***
 24. Trane
 25. Twin State Engineering
 26. Turner Building Science
 27. Weston & Sampson ***New***

- ✓ Firms that have been accepted into the New Jersey Pay for Performance Program were made aware of the New Hampshire Program and were offered the opportunity to submit a Partnership Agreement for participation in the NH Program. Firms taking advantage of this opportunity would be allowed to work with NH businesses to develop projects but would not be listed as Partners in the Program until they submit a valid application. The following twelve (12) qualified Program Partners from New Jersey's Pay for Performance program submitted Partnership Agreements to participate in the NH P4P Program. These include:
 1. Bright Power, Inc.
 2. EfficiencyTree
 3. EME Group
 4. ENERACTIVE Solutions
 5. Entech Engineering, Inc.
 6. Gilbeaux Associates
 7. IPS
 8. KIPCON, Inc.
 9. Partner Energy, Inc.
 10. Practical Energy Solutions
 11. R3 Energy Management Audit & Review
 12. The Stone House Group

- ✓ TRC held a full-day Partner Orientation sessions on March 15th. All newly approved Partners this quarter were required to attend this session that covered the details of the Program process and workflow, including the new Version 2 Program structure. Previously approved Partners were also invited to attend the session. The orientation was attended by twelve (12) Partner firm staff, representing approximately nine (9) Partner firms. Also included in the Orientation session were representatives from other energy efficiency organizations including, the Retail Merchants Association, USDA, and the NH PUC Sustainable Energy Division.

- ✓ TRC updated the informational program website visible at www.nhp4p.com to reflect the Version 2.0 Program changes.

- ✓ TRC developed a comprehensive set of Program Documentation for Version 2.0, which were released in February 2012
 - Program Application Form
 - Program (V2.0) Alternative Path Application Form
 - Program Guidelines (detailed document covering technical specs associated with Program)
 - P4P Spreadsheet Tool and Calibration Tool
 - Program Partnership Agreement
 - Energy Reduction Plan Template & Samples
 - Program Brochures
 - Program Summary – High Level
 - Standard Path Program Brochure
 - Alternate Path Brochure
 - Steps to Participate in NH Pay for Performance Program (Standard Path)
 - Steps to Participate in NH Pay for Performance Program (Alternate Path)
 - Decision Tree
 - Case Studies (3) – Manchester City Hall, Office Building & School Building

- ✓ In addition to one-on-one meetings and teleconferences with Partners and potential participants, TRC promoted the Program at the following events:

- NH Business for Social Responsibility (NHBSR) Webinar on February 8, 2012
- NH Local Energy Solutions Conference on March 31, 2012

- ✓ The following represent the Applications submitted to the NH P4P Program to-date.
 - Manchester City Hall
 - Manchester Carol Rines Center (on hold)
 - Rye Junior High School (on hold)
 - Greenland Central School
 - BAE - 1, Nashua NH (NHQ02)
 - BAE - 2, Nashua, NH (NHQ04)
 - Monadnock Paper (cancelled)
 - Lakes Region Community Services Federal Building
 - Monadnock Regional School District
 - HiRel System
 - Rubber Group
 - Southeastern Container (on hold)
 - Southern New Hampshire University – Athletic Center
 - Southern New Hampshire University – Academic Center
 - Southern New Hampshire University – Project 3
 - University of New Hampshire - Gregg Hall
 - University of New Hampshire - Dairy Research Center
 - Turbocam International
 - North Conway Grand Hotel
 - Oyster River Cooperative School District

- ✓ In addition to the participants in the Program with submitted applications, TRC has had discussions with the following entities regarding their expressed interest in the NH P4P program.
 - Newmarket Mills
 - Genesis Health Care (2 potential projects)
 - Milan Lumber
 - Redhook Brewery
 - Dartmouth Hitchcock Medical Center
 - Salem Boys & Girls Club
 - And several other interested parties...

- ✓ The next round of NH P4P Program Partnership enrollment into the program is currently underway. Based on the demand for new Partners, the next Program Partner Orientation will be scheduled for July.

b) List quantitative actions in table format below (see directions for more details)

Table 1: Activity Summary					
Activity	2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q1
Establish Program Partners (at least 5)	12	7	4	0	5 12 (NJ P4P)
Conduct Program Partner Training/Orientation	1	1	2	0	1
Prepare Documents for NH P4P Program	7 Core Documents	0	0	0	13 new documents
ERP Review & Approval	0 (No ERPs submitted yet)	1 ERP currently in review	1 approved 2 under review	2 approved 2 under review	3 approved 4 under review
Verify valid contracts between partners and building owners	0	1	1	1	3
Incentive Payments Processed	0	0	1	0	1
Institute Incentive Plan/Structure	1 (done)	0	0	0 (developing new structure for Phase 2)	1 (Version 2.0)
Monthly Partner Conference Calls	0 (still ramping up)	1, 5/26/2011 1, 6/23/2011 Total: 2 Calls	8/4/2011 8/25/2011 9/22/2011 Total: 3 calls	10/27/2011 12/1/2011 Total: 2 calls	1/5/2012 2/23/2012 3/22/2012 Total: 3 calls

* Please break out activities for the month of December, 2010. (No major project activity to report on during December of 2010).

List projected annual energy savings by fuel type for all completed energy efficiency projects during this reporting period (see Reporting Instructions for more details.)

Table 2: Projected Energy Savings Summary					
Fuel	2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q5
Oil (Gallons)	0	0	0	0	0
Electric (kWh)	0	0	0	0	558,414 kWh (Manchester City Hall, Rubber Group, Turbocam)
Natural Gas (Therms)	0	0	0	0	7100 therms (Manchester City Hall)
Propane (Gallons)	0	0	0	0	0

* Please break out anticipated annual energy savings for the month of December, 2010.

2) Please list total hours worked on the project as required by your contract.

Table 3: Labor Hour Reporting				
2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q5
538	472.5	324	210	743.75

* Please break out total labor hours for the month of December, 2010.

3) Explain any obstacles encountered or any milestones not reached. Note any problems or delays. **If you have a deviation from the plan, contact the PUC before proceeding and document approved action.**

With 23 applications submitted and several projects underway, the Program is going well. We would have liked to have more projects under construction by now but interest in the Program and related activity has increased significantly this quarter. Large, comprehensive projects move slower than simple equipment change-outs. Partners have been soliciting input on additional projects beyond the 23 represented by submitted Applications.

4) Summarize work to be completed next quarter.

Clean Air-Cool Planet has been assisting with the outreach and awareness of the Program, which has been useful in setting up meetings and presentations. This outreach should produce more projects in the next quarterly period.

Several promotional activities are planned for the coming Quarter including a presence at the following events:

- Environmental Business Council (EBC) New Hampshire on April 27, 2012
- Mt. Washington Valley Chamber of Commerce - 14th Annual Business Expo 2012 on May 15, 2012
- NH Hospital Association Webinar on May 23, 2012

5) If applicable, in a section labeled *Beyond the Contract* (or some other well defined title), please report other activities, partnerships, funding or other synergies that have occurred as a result of this funding.

The Program continues to reach out to other energy efficiency projects including the Retail Merchants Association, NH Better Buildings Program, Clean Air-Cool Planet, and the NH Core Utility Programs.

6) If applicable, please include brochures, workshop announcements, or other materials developed to promote your grant activities. Attachments (and other documentation) are appreciated.

Attached are several new brochures and website content developed this quarter with the Version 2.0 changes. Also attached are the Partner Conference Call Agendas (3) during this quarter.

7) Complete the Invoicing form which includes your Budget vs. Actual Expenditures. *(Save this worksheet for future reporting as we will want to see your quarterly expenditures as the project continues.)* **You are required to submit budget vs. actual with each invoice.**