

GREENHOUSE GAS EMISSIONS REDUCTION FUND
Phase One – Annual 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 - 12 /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 second year of the NH Pay for Performance Program, calendar year 2012, the Program has been engaged in the following activities.

- ✓ As interest in the NH P4P Program grows, we continue to accept Partnership Applications from firms across New Hampshire and New England.

- ✓ Using an evaluation panel including representatives from NH PUC, NH OEP, Carbon Solutions New England, and TRC, thirty one (31) qualified Program Partners have been selected through a formal RFQ process. There have been a few firms that were not accepted due to not meeting the minimum qualifications and experience criteria set forth in the RFQ. Eight (8) additional Partnership Applications were received at this year and upon formal panel review, were welcomed as qualified Partners to the Program. Of the thirty one (31) qualified Program Partners, seven (7) have been removed from the NH P4P website due to inactivity in their first year; bringing zero (0) projects into the Program.
 1. Acadia Engineers & Constructors
 2. Aramark
 3. Bluestone Energy Services (*Inactive*)
 4. Bonhag Associates (*Inactive*)
 5. Celtic Energy (*Inactive*)
 6. CHA Consulting, Inc. ***New***
 7. Crothall Services Group
 8. CSI Engineering
 9. Energy Efficient Investments
 10. Energy & Resource Solutions (*Inactive*)
 11. ESCO Energy Services (*Inactive*)
 12. GDS Associates
 13. Harriman
 14. Honeywell
 15. Integrated Building Energy Associates, LLC
 16. Johnson Controls
 17. LighTec
 18. Lime Energy (*Inactive*)
 19. M.J. Welty & Associates ***New***
 20. NH Manufacturing Extension Partnership
 21. Prism Energy Services ***New***
 22. RFS Engineering ***New***
 23. Sebesta Blomberg & Associates ***New***
 24. Schneider Electric
 25. Siemens
 26. Sparhawk Group ***New***
 27. Strategic Energy Group ***New***
 28. Trane (*Inactive*)

29. Twin State Engineering
30. Turner Building Science
31. Weston & Sampson ***New***

✓ Firms that have been accepted into the New Jersey Pay for Performance Program continue to take advantage of the opportunity to work with the New Hampshire Program. Twenty two (22) NJ Program Partners have executed Partnership Agreements and have been accepted into the NH Program and are listed below.

1. Bright Power, Inc.
2. Buffalo Energy
3. Daylight Savings
4. Efficiency Tree
5. EME Group
6. ENERACTIVE Solutions
7. Energy Efficiency & Construction Group
8. EnerNOC
9. Entech Engineering, Inc.
10. Gilbeaux Associates
11. Haglid Engineering
12. IPS
13. KIPCON, Inc.
14. Magrann Associates
15. NORESO
16. Partner Energy, Inc.
17. Practical Energy Solutions
18. R3 Energy Management Audit & Review
19. SourceOne, Inc.
20. Swinter
21. Taitem Engineering
22. The Stone House Group

✓ TRC has held two (2) full-day Partner Orientation sessions on March 15th, September 6th, and two (2) one-on-one Partner Orientations on November 16th, and December 6th. All newly approved Partners are required to attend Orientation which covers the details of the Program process and workflow. Also included in the Orientation sessions are overviews of other energy efficiency Programs, including NH Better Buildings, programs managed by Retail Merchants Association, USDA, NH Community Development Finance Authority (CDFA), the Core Utilities, and the NH PUC Sustainable Energy Division.

✓ TRC released Version 2.0 of NH Pay for Performance program 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.

✓ 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
- ✓ TRC updated the informational program website visible at www.nhp4p.com to reflect the Version 2.0 changes.
 - The NH P4P website includes Program materials, Partner contact information, and Project Case Studies
 - The website is updated monthly to highlight upcoming energy related conferences, webinars, and events across the state to benefit Program Partners and potential Program participants.
- ✓ 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
 - 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 Department of Environmental Services Waste Water Treatment Workshop – May 22, 2012
 - NH Hospital Association Webinar on May 23, 2012
 - 2012 Wastewater Utilities Energy Management Roundtable – June 19, 2012
 - Northeast Machining, Maintenance Green Energy Expo – August 24, 2012
 - Commercial Energy Efficiency Workshop – October 10, 2012
 - NH Business & Industry Association Energy Committee on October 16, 2012
 - NH Energy Summit on October 22, 2012
 - NH Business and Industry Association’s Energy Seminar on December 4, 2012
- ✓ The following represent the forty eight (48) Applications submitted to the NH P4P Program to-date. Thirty (30) Project applications were submitted in 2012.
 - Manchester City Hall
 - Manchester Carol Rines Center (cancelled)
 - Rye Junior High School (cancelled)
 - Greenland Central School (cancelled)
 - BAE - 1, Nashua NH (NHQ02)
 - BAE - 2, Nashua, NH (NHQ04)
 - Monadnock Paper (cancelled)
 - Lakes Region Community Services Federal Building
 - Monadnock Regional School District
 - HiRel Systems
 - Rubber Group
 - Southeastern Container (cancelled)
 - Southern New Hampshire University – Athletic Center
 - Southern New Hampshire University – Dining Commons
 - Southern New Hampshire University – Academic Center (cancelled)
 - University of New Hampshire - Gregg Hall

- University of New Hampshire - Dairy Research Center
- Turbocam International
- North Conway Grand Hotel
- Oyster River Cooperative School District
- Comfort Inn Hotel
- Grappone Center & Courtyard Marriott
- Airmar Technology Corp.
- Len-Tex Corporation – Len-Tex Lane
- Len-Tex Corporation – Church Street Plant
- Senior Housing Coliseum
- Berlin Housing Authority –Welch Complex
- Berlin Housing Authority – Morin Complex
- Moody Building
- Pleasant View Center
- Hitchiner Manufacturing Co. Inc.
- Ridgewood Center
- St. Vincent de Paul Rehabilitation & Nursing Center
- St. Thomas High School
- Brazonics, Inc.
- Wolfeboro WWTP/WTP
- Milan Lumber
- Velcro - Somersworth
- Velcro – Manchester
- Foss Manufacturing Co., LLC
- Bessie Rowell School
- Associated Grocers of New England
- Oyster River Middle School
- Bovie Screen Process
- Hypertherm
- Mascoma School District
- Colby-Sawyer College
- UNH Dimond Library

✓ 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.

- Pop Whalen Ice Arena
- Keene State College
- UNH-Rudman Hall
- Town of Littleton
- Manchester Housing
- Derryfield School
- Star Island
- Dartmouth Hitchcock Medical Center
- Town of Hollis
- Lafayette Center (Sr. Care)
- And several other interested parties...

✓ There is no formal round of NH P4P Program Partnership enrollment planned for 2013. If qualified firms are interested in participation, the Program will consider their applications on a case-by-case basis.

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	2012 Q2	2012 Q3	2012 Q4
Establish Program Partners (at least 5)	12	7	4	0	5 12 (NJ P4P)	0 2 (NJ P4P)	2 1 (NJ P4P)	1
Conduct Program Partner Training/Orientation	1	1	2	0	1	0	1	2
Prepare Documents for NH P4P Program	7 Core Documents	0	0	0	13 new documents	0	0	0
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	7 approved 7 under review	13 approved 5 under review	22 approved 6 under review
Verify valid contracts between partners and building owners	0	1	1	1	3	21	24	29
Incentive Payments Processed	0	0	1	0	1	4	4	5
Institute Incentive Plan/Structure	1 (done)	0	0	0 (developing new structure for Phase 2)	1 (Version 2.0)	0	0	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 1 12/1/2011 Total: 2 calls	1/5/2012 2/23/2012 3/22/2012 Total: 3 calls	4/26/2012 5/24/2012 Total Calls: 2	7/25/2012 8/23/2012 9/27/2012 Total Calls: 3	10/25/2012 11/29/2012 12/20/2012 Total Calls: 3

2) 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 Q1	2012 Q2	2012 Q3	2012 Q4
Oil (Gallons)	0	0	0	0	0	0	0	0
Electric (kWh)	0	0	0	0	558,414 kWh (Manchester City Hall, Rubber Group, Turbocam)	697,436 kWh (Oyster River HS, Hirel, Lakes Region .Comm.Svcs),	1,767,194 kWh (MRSD, BAE, Gregg Hall, N. Conway, Coliseum, PVC, RWC)	1,372,498 kWh (Comfort Inn, AIRMAR, Hitchiner, SNHU Athl. Velcro Som, UNH DNC)
Natural Gas (Therms)	0	0	0	0	7,100 therms (Manchester City Hall)	70,260 therms (Oyster River HS, Lakes Region. Comm.Svcs),	66,370 therms (MRSD, Gregg Hall, Coliseum, PVC, RWC)	345,400 therms (Comfort Inn, AIRMAR, SNHU Athl. Velcro Som, Velcro Manch, Hypertherm, Bowie)
Propane (Gallons)	0	0	0	0	0	0	51,757 gallons (N. Conway)	4,797 gallons (UNH DNC)

3) 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 Q1	2012 Q2	2012 Q3	2012 Q4
538	472.5	324	210	743.75	966.5	947	590

4) 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.*

Potential Program participants continued to express their concern over legislation regarding cuts to energy efficiency programs receiving Regional Greenhouse Gas Initiative funds during the first quarter of 2012. This led to a slow start in the year and few new Projects coming into the Program. During the second and third quarters of the year we experienced a significant increase in Project applications as concerns over funding abated.

During the last quarter of 2012, Partners and participants voiced concerns about the June 2013 sunset date for the Program. While we were optimistic about receiving a 12-month, no cost extension for the P4P Program, we could not guarantee incentive payments beyond June 2013 until the grant was approved by the NH Governor and Council. During this time several of our current participants and Program Partners voiced their concern of the incentive monies that their Projects were in jeopardy of losing if the extension was not granted.

On December 19, 2012, the Program extension was approved. We anticipate that there will be several new applications to the P4P Program during the next quarter as a result of this extension.

With 46 applications submitted and 28 projects underway, the Program is doing very well. We would have liked to have more projects under construction by now but recognize that large, comprehensive projects move slower than simple equipment change-outs. Partners have been soliciting input on additional projects beyond the 46 represented by submitted applications and interest in the Program and related activity has increased substantially over 2012.

5) Summarize work to be completed next quarter.

Communications with Partners throughout the fourth Quarter of 2012 indicate that several projects will enter the Program during the first Quarter of 2013. We anticipate that the Program will be fully subscribed by the end of the first Quarter of 2013. We will keep Partners up to date on available funding levels.

With 36 active projects in the Program pipeline, the first Quarter of 2013 will see increased activity in both ERP approvals and site inspections.

- 6) 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 development of the Partner network has allowed for firms in the energy efficiency field to learn about innovative projects throughout the State and for partnerships to be formed. In addition, the monthly Partner calls, as well as the NH P4P website, offer a focused communications channel for information concerning energy efficiency activity within New Hampshire.

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

New Case Studies were developed over the course of this year to highlight the energy savings of some of our completed Projects. These, along with all of the Partner Conference Call Agendas for 2012 are attached.

- 8) 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.**