



CELEBRATING 50 YEARS
ENGINEERING THE FUTURE FROM THE INSIDE OUT

Charles C. Copeland, P.E.
John P. McBride, P.E.
Eric Mitchell, P.E.
Daniel J. Colombini, P.E.
Tristan Schwartzman, P.E.

Kevin Kemp
Alex Wilkowski, P.E.
Dan Galarza
Vinod Palal, P.E.

October 30, 2019

President Joseph Fiordaliso
Energy Master Plan Committee
New Jersey Board of Public Utilities
44 South Clinton Avenue
Trenton, NJ 08625

RE: New Jersey Incentive Programs

New Jersey EMP Committee:

My name is Tristan Schwartzman, and I am a principal and the Director of Energy Services for Goldman Copeland Associates. In this role, I serve on a number of boards providing feedback and guidance on energy policy in New York City and New York State. Additionally, I work hand in hand with NYSERDA and Con Edison in New York, and with PSE&G and NJNG in New Jersey to participate in and provide feedback on a wide range of state incentivized energy related projects.

While all of the programs in which I have participated have added significant value to the market and have made remarkable progress in moving toward an increasingly green market, the PSE&G program has a number of specific advantages over other programs. For this reason, I am writing to promote the continuance of their Energy Efficiency Economic Stimulus programs, which I strongly believe have had remarkable results.

Through this program, the PSE&G has been able to use its long-term relationships to develop a thorough and holistic system for delivering successful energy efficiency programs that I have not seen elsewhere. The program guides clients through every step of the project development process, supporting energy audits, project implementation, and a detailed measurement and verification process. Most importantly, while utilizing multiple vendors and contractors to achieve third party confirmation of project feasibility, the PSE&G themselves are a constant presence during the entire process, assuring the project maintains its focus and that all ultimate goals are achieved.

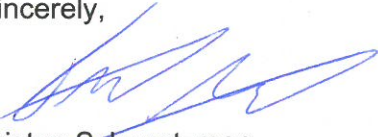
It is this ongoing presence that other incentive and rebate programs have not, in my experience, been able to achieve. The program has been consistent since its conception some years ago, and the ongoing adjustments to improve performance have been implemented on a step-by-step to enable all participants to keep ahead rather than constantly having to reacquaint themselves with massively fluctuating requirements, as is often the case.

Potential participants have a clear path to follow, have access to a wide range of past participants for guidance and feedback, and can turn to a very successful track record in support of their participation. For this reason, Goldman Copeland feels strongly that the

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continuation of this highly successful program would be of great benefit to New Jersey and the success of its Energy Master Plan.

Sincerely,



Tristan Schwartzman

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