

**GREENHOUSE GAS EMISSIONS REDUCTION FUND**  
**Quarterly Progress Report Form**

Organization Name: TRC Environmental Corp  
Program Title: New Hampshire Pay for Performance  
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Reporting Period: 1 /1 /2013 - 3 /31 /2013

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 1/1/2013 through 3/31/2013, the NH Pay for Performance 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. 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.
  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
  20. NH Manufacturing Extension Partnership
  21. Prism Energy Services
  22. RFS Engineering
  23. Sebesta Blomberg & Associates
  24. Schneider Electric
  25. Siemens
  26. Sparhawk Group
  27. Strategic Energy Group
  28. Trane (*Inactive*)
  29. Twin State Engineering
  30. Turner Building Science
  31. Weston & Sampson

✓ 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. Two (2) additional NJ Partners have been accepted into the Program this quarter. They are denoted below in the full list of twenty two (24) qualified NJ Program Partners.

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

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

- Conservation NH - 6<sup>th</sup> Annual Environmental Policy Breakfast on January 30<sup>th</sup>

✓ The following represent the fifty four (54) Applications submitted to the NH P4P Program to-date. Six (6) Project applications were submitted this quarter.

- 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 (cancelled)
- Len-Tex Corporation – Church Street Plant (cancelled)
- 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 (cancelled)
- Brazonics, Inc.
- Wolfboro WWTP/WTP (cancelled)
- Milan Lumber
- Velcro - Somersworth
- Velcro – Manchester
- Foss Manufacturing Co., LLC (cancelled)
- Bessie Rowell School (cancelled)
- Associated Grocers of New England
- Oyster River Middle School
- Bovie Screen Process
- Hypertherm
- Mascoma School District
- Colby-Sawyer College
- UNH Dimond Library
- UNH Rudman Hall **\*New\***
- Dartmouth-Hitchcock Medical Center – Lebanon **\*New\***
- Town of Hollis **\*New\***
- Pine Valley Mill **\*New\***
- Manchester Homewood Suites **\*New\***
- Monadnock Regional School District – Part 2 **\*New\***

- ✓ 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
  - Town of Littleton
  - Manchester Housing
  - Derryfield School
  - Star Island
  - Lafayette Center (Sr. Care)
  - Concord Crossing
  - Ashworth Hotel
  - Bruce Academy
  - Gov. Wentworth School
  - YMCA of Concord
  - And several other interested parties...
  
- ✓ NH P4P Program Partnership enrollment is conducted on a rolling basis. If qualified firms are interested in participation, the Program will consider their applications on a case-by-case basis. Based on the demand for new Partners, the next Program Partner Orientation will likely be scheduled for early May.

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

Activity	2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1
Establish Program Partners (at least 5)	12	7	4	0	5 12 (NJ P4P)	0 2 (NJ P4P)	2 1 (NJ P4P)	1	0 2 (NJ P4P)
Conduct Program Partner Training/Orientation	1	1	2	0	1	0	1	2	0
Prepare Documents for NH P4P Program	7 Core Documents	0	0	0	13 new documents	0	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	32 approved 1 under review
Verify valid contracts between partners and building owners	0	1	1	1	3	21	24	29	33
Incentive Payments Processed	0	0	1	0	1	4	4	5	12
Institute Incentive Plan/Structure	1 (done)	0	0	0 (developing new structure for Phase 2)	1 (Version 2.0)	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 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	1/24/2013 2/28/2013 3/8/2013 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.)

<b>Table 2: Projected Energy Savings Summary</b>									
<i>Fuel</i>	<i>2011 Q1*</i>	<i>2011 Q2</i>	<i>2011 Q3</i>	<i>2011 Q4</i>	<i>2012 Q1</i>	<i>2012 Q2</i>	<i>2012 Q3</i>	<i>2012 Q4</i>	<i>2013 Q1</i>
<i>Oil (Gallons)</i>	0	0	0	0	0	0	0	0	<b>21,887 gallons</b> <i>(Berlin Housing, St. Vincent, Brazonics, Colby-Sawyer, Dartmouth-Hitchcock Lebanon)</i>
<i>Electric (kWh)</i>	0	0	0	0	<b>558,414 kWh</b> <i>(Manchester City Hall, Rubber Group, Turbocam)</i>	<b>697,436 kWh</b> <i>(Oyster River HS, Hirel, Lakes Region Comm.Svcs),</i>	<b>1,767,194 kWh</b> <i>(MRSD, BAE, Gregg Hall, N. Conway, Coliseum, PVC, RWC)</i>	<b>1,372,498 kWh</b> <i>(Comfort Inn, AIRMAR, Hitchiner, SNHU Athl. Velcro Som, UNH DNC)</i>	<b>4,833,068 kWh</b> <i>(BAE #2, Berlin Housing, St. Vincent, Brazonics, Milan Lumber, AGNE, Colby-Sawyer, UNH Rudman Hall, Dartmouth-Hitchcock Lebanon)</i>
<i>Natural Gas (Therms)</i>	0	0	0	0	<b>7,100 therms</b> <i>(Manchester City Hall)</i>	<b>70,260 therms</b> <i>(Oyster River HS, Lakes Region Comm.Svcs),</i>	<b>66,370 therms</b> <i>(MRSD, Gregg Hall, Coliseum, PVC, RWC)</i>	<b>345,400 therms</b> <i>(Comfort Inn, AIRMAR, SNHU Athl. Velcro Som, Velcro Manch, Hypertherm, Bovie)</i>	<b>3,340 therms</b> <i>(Brazonics)</i>
<i>Propane (Gallons)</i>	0	0	0	0	0	0	<b>51,757 gallons</b> <i>(N. Conway)</i>	<b>4,797 gallons</b> <i>(UNH DNC)</i>	<b>23,415 gallons</b> <i>(St. Vincent, Colby-Sawyer)</i>

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

<b>Table 3: Labor Hour Reporting</b>								
<i>2011 Q1*</i>	<i>2011 Q2</i>	<i>2011 Q3</i>	<i>2011 Q4</i>	<i>2012 Q1</i>	<i>2012 Q2</i>	<i>2012 Q3</i>	<i>2012 Q4</i>	<i>2013 Q1</i>
538	472.5	324	210	743.75	966.5	947	590	253

- 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.***

On December 19, 2012, the Program extension was approved. Participants that were formerly hesitant to participate are now eager to submit their applications. We anticipate that there will be several new applications to the P4P Program during the next quarter as a result of this extension.

With 53 applications submitted and 33 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 53 represented by submitted applications and interest in the Program and related activity has increased substantially during this quarter.

- 5) Summarize work to be completed next quarter.

Several new projects entered the Program during this quarter. We anticipate the Program being fully subscribed by the end of the second quarter if this level of submittals is sustained. We will keep Partners up to date on available funding levels. With 39 active projects in the Program pipeline, the second quarter of 2013 will likely see increased activity in both ERP submittals and site inspections.

Using an evaluation panel including representatives from NH PUC, and TRC, one (1) Partner Application is tentatively scheduled to be reviewed through a formal quarterly RFQ and review process.

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

- Local Energy Solutions (LES) Conference on April 13, 2013
- New NH P4P Website debut

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

Attached are the Agendas from the three (3) Partner Conference Calls that were conducted during this quarter.

- 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.***