

GREENHOUSE GAS EMISSIONS REDUCTION FUND
Quarterly Progress Report Form

Organization Name: TRC Environmental Corp
Program Title: New Hampshire Pay for Performance
Program Contact: Ryan Capers - rcapers@trcsolutions.com – 603.766.1913
Reporting Period: 4 /30 /2011 - 7 /1 /2011

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 4/30/2011 through 7/1/2011, the NH Pay for Performance Program has been engaged in the following activities.

- ✓ This quarter was heavily focused on frequent and near constant-contact with all program partners, especially those perceived as “likely working towards actual projects”. It could also be characterized as really solid foundation building with all of the partners, and helping them to truly understand the details involved in developing projects, how the incentives are structured, and a lot of hands-on case-by-case support to partners. In addition to partners, outreach was heavily extended to interested building owners who wish to be as educated about the program to as great an extent as possible before engaging or re-engaging a partner (which we feel is a positive thing).
- ✓ Several partners are in the active ERP development stage (AEC, and ARAMARK) and at the time of this being written, one of those is pending final approval (ARAMARK), and another is just entering the first stages of review. It has been a positive experience to work with these two “early adopting” partners, as they allowed us to essentially field test all of our NH focused documents and tools. In addition, it helped us to make necessary tweaks to calculations, algorithms, and other program-level details that needed to be ironed out in order to make them truly field tested with actual projects in NH. It has been a very positive relationship building experience with both partners, as it has involved a lot of discussion and support to ensure that each early adopters’ experience with the program is a positive one. In addition, it’s important TRC is perceived to add value to the process, and not just serve as a middle-man standing between the building owners and the incentives.
- ✓ Using an evaluation panel including representatives from NH PUC, NH OEP, Carbon Solutions New England, and TRC, an additional seven (7) new qualified Program Partners were selected through a formal quarterly RFQ and review process. The review was held on May 6th at the TRC office in Portsmouth, NH. The Partners who were accepted into the Program are denoted below in the full list of 19 qualified Program Partners. A handful of firms were not accepted due to not meeting the minimum qualifications and experience criteria set forth in the RFQ.
 - Acadia Engineers & Constructors
 - Aramark
 - Bluestone Energy Services
 - Crothall Services Group (New Partner)
 - Energy Efficient Investments
 - Energy & Resource Solutions
 - ESCO Energy Services (New Partner)
 - GDS Associates
 - Honeywell
 - Integrated Building Energy Associates, LLC
 - Investment Engineering
 - LighTec

Activity	2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q5
Establish Program Partners (at least 5)	12	7			
Conduct Program Partner Training/Orientation	1 (done)	1 (done)			
Prepare Documents for NH P4P Program	7 Core Documents (referenced above)	0			
ERP Review & Approval	0 (NO ERPs submitted yet)	1 ERP currently in review, pending approval			
Verify valid contracts between partners and building owners	0	1			
Incentive Payments Processed	0	0			
Institute Incentive Plan/Structure	1 (done)	0			
Monthly Partner Conference Calls	0 (still ramping up)	1, 5/26/2011 1, 6/23/2011 Total: 2 Calls			

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

- 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.)

Fuel	2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q5
Oil (Gallons)	0	0			
Electric (kWh)	0	0			
Natural Gas (Therms)	0	0			
Propane (Gallons)	0	0			

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

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

2011 Q1*	2011 Q2	2011 Q3	2011 Q4	2012 Q5
538	472.5			

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

- 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.**

The single biggest challenge to date has been the recently settled (©) legislation regarding the Renewable Greenhouse Gas Initiative (RGGI) and the possibility that RGGI may have been repealed. Many potential participants as well as program partners were very concerned and hesitant to get involved with the NH P4P Program until the active legislation regarding

RGGI settled out. Given that much of this quarter (if not most) was spent in the “waiting to see what happens with RGGI” mode, we feel that much of the hesitation we’ve seen on the part of partners has been directly related to this concern. Now that this legislation is behind us, there seems to be a dramatic increase in the amount of interest from both building owners and partners. While it would have been nice if the RGGI legislation delay never occurred, on another hand, it was a great foundation building phase for those partners who used the time to educate themselves on all the nuances and requirements of the program.

5) Summarize work to be completed next quarter.

The plan for next quarter is really made up to two parts. The first part is to continue to market and raise awareness about the program in an effort to ensure that all large energy users in the state are aware of how the program operates, and how to become involved, as well as the benefits that would accompany their involvement. Most of these potential participants have already been engaged in various capacities, so following-up with them, and utilizing the positive momentum of some of the early adopting projects to show them that “others (perhaps even your competitors) are taking advantage of this great opportunity to reduce energy and reduce operating costs in their facilities, and so can you. Let us help...”.

The second element of the plan for next quarter is to support those projects that are either getting underway, or are already underway. This will include reviewing new project applications, and reviewing and supporting the development of project-specific energy reduction plans. As of the time of this being written, another well-developed Energy Reduction Plan came in last night, so there’s definitely project-based momentum mounting. We expect to shift from the more “marketing and outreach role” we’ve been serving recently, to a more project development and support role” over the next several months. The truth is that the best marketing comes from successful projects, and that’s where we believe we’re headed right now.

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.

One really great partnership we’ve been developing is our relationship with the NH Manufacturing Extension Partnership. We have continued to work with the folks at the NH MEP. We expect that through that partnership, the type of customers we can serve and the way in which we can serve those customers will be broader (especially in the Industrial sector). We are in frequent contact with the NH MEP team, and they have several projects that are “on the brink” of entering into the program, so we’re looking forward to some excellent interaction and cooperation with Zenagui and his team over the next several months.

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

No specific “new” materials to mention at the moment.

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.**