

# Direct Install (DI) Program

## FREQUENTLY ASKED QUESTIONS

### 1. WHAT IS THE JCP&L DI PROGRAM?

DI provides JCP&L business customers in New Jersey with a “turnkey” program that makes it easy and affordable to upgrade to high-efficiency equipment. The term turnkey means JCP&L’s vendor, Willdan Energy Solutions, can guide you through the entire process, from a no cost building survey to proposal development to installation and financing.

**The program pays up to 80% of eligible retrofit costs, dramatically improving your payback on measures like LED lighting, smart thermostats and walk-in cooler upgrades. Plus, these upgrades will provide energy and financial savings for years to come.**

### 2. HOW DOES THE DI PROGRAM WORK?

JCP&L selected Willdan to serve as the lead contractor for the DI program. Willdan in turn works with a network of vetted local and national subcontractors to provide sales and installation services (“the DI team”).

The DI team will provide you with a no cost building survey and cost proposal for relevant upgrades. The proposal will show line item costs and incentives, as well as the project’s simple payback (the length of time an upgrade is estimated to pay for itself in terms of monthly energy savings).

The customer decides which measures to install, and the DI team sets up an installation time. Once the work is completed, the customer signs off on the work performed and pays the DI team whatever balance is owed (the “copay” on the projects, which means the total project cost less the incentives from JCP&L).

Willdan staff will also conduct pre- and post-inspections of the work performed to ensure the job was completed in line with program rules.

For additional questions about the JCP&L DI Program, please contact: **JCP&L DI Team**

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### TYPES OF BUSINESSES



Offices



Schools



Police/Fire Stations



Multifamily  
(Common Areas)



Food and  
Beverage



Churches



Small Retail



Grocery/  
Convenience



Liquor  
Stores



Healthcare



Auto Repair



Warehouse/  
Industrial

### 3. WHO IS ELIGIBLE FOR THE DI PROGRAM?

Businesses within JCP&L’s service territory in New Jersey that have an average electric demand of under 200 kilowatts (kW) are eligible to participate in the SBDI Program. If you are unsure of your electric demand, please contact Willdan.

### 4. CAN PUBLIC SECTOR CUSTOMERS PARTICIPATE IN THE DI PROGRAM?

The DI program is a regulated utility program offered to all non-residential customers of JCP&L in New Jersey with an average annual peak demand of 200 kW or less. In addition, the program is part of JCP&L’s Energy Efficiency program offerings, which have been approved by the New Jersey Board of Public Utilities.

### 5. IS FINANCING AVAILABLE FOR JCP&L DI PROGRAM?

Qualifying Customers may be eligible for 0% financing up to a 5 Yr. term; see program website for details.