



November 30, 2021

Honorable Aida Camacho-Welch, Secretary  
New Jersey Board of Public Utilities  
44 South Clinton Avenue, 1<sup>st</sup> Floor  
P.O. Box 350  
Trenton, NJ 08625-0350

**DOCKET NOS. QO19010040, QO19060748 & QO17091004**

*Submitted via e-mail*

Dear Secretary Camacho-Welch:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the first quarter ("Q1") of Program Year 2022<sup>1</sup> ("PY22") of New Jersey Natural Gas ("NJNG" or "Company") with respect to its Clean Energy Act of 2018 Energy Efficiency ("EE") and Peak Demand Reduction ("PDR") Programs.

In accordance with the Order issued by the Board in connection with I/M/O the New Jersey Board of Public Utilities' Response to the COVID-19 Pandemic for a Temporary Waiver of Requirements for Certain Non-Essential Obligations, BPU Docket No. EO20030254, Order dated March 19, 2020, this document is being electronically filed. No paper copies will follow.

**Energy Efficiency Program Progress - Executive Summary:**

Overall Portfolio

The SAVEGREEN project, the customer branded name for NJNG's energy efficiency programs, has been serving customers since 2009. This report addresses new efforts for the expansion of the

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<sup>1</sup> For the purposes of the quarterly reports for this Program Year, the numbering of the quarters aligns to these dates: **Q1** (7/1/21-9/30/21); **Q2** (10/1/21 - 12/31/21); **Q3** (1/1/22 - 3/31/22); **Q4** (4/1/22 - 6/30/22).

SAVEGREEN Project that occurred on July 1, 2021<sup>2</sup> to meet the requirements of the Clean Energy Act, including the transition of many programs that were previously administered by New Jersey's Clean Energy Program. NJNG worked closely with the other New Jersey Utilities ("Utilities") to develop coordinated programs to offer comprehensive solutions for our customers.

Since NJNG had robust energy-efficiency programs in place and a good working relationship with many contractors, NJNG was able to leverage many elements of our existing structure for the program expansion, including the ability to refresh our online marketplace and microsite, established communication and marketing channels with customers and contractors, infrastructure and procedures for our On-Bill Repayment Program ("OBRP") and many knowledgeable employees. However, NJNG had to devote a significant amount of time to the development of a new Program Management Software System ("PMSS") to properly support the tracking of the energy savings and investments of our expanded program portfolio and provide enhanced functionality for customers and contractors, as well on on-going coordination efforts with the Utilities. With limited exception noted within this report, NJNG is not using Third Party Implementation Contractors for the administration of most programs

All of NJNG's approved programs that were approved and expected to launch in July were accepting applications from customers and contractors in early July. As noted in our filing and follow-up discussions, NJNG intended to launch certain newer Additional Utility Led Programs in the fall, including Moderate Income Weatherization, Energy Management, and the direct installation elements of the Multi-family Program, in the Fall of 2021. NJNG conducted preparatory work on these programs during this quarter but there was no customer activity since they have not launched yet. These programs are expected to launch in December.

The Utilities are continuing to work on the development of the Statewide Coordinator (SWC) system that will facilitate the exchange of both investments and energy savings between a Lead Utility and a Partner Utility. As of the date of this report, the SWC system is not yet fully tested and operational, therefore the utilities have not yet transferred information for expenditures and energy savings. As discussed during Utility Working Group discussions, Utilities are supporting the incentives for comprehensive projects that address both fuels with the intention to transfer all information through the SWC when the system is operational and integrated with each utility's program management software and tracking system. Accordingly, the information reflected within this quarterly report reflects all investments made by NJNG, including those as the Lead Utility on behalf of a Partner Utility. Energy savings shown within this report only reflect savings for NJNG's primary fuel.

Collectively, the programs delivered over 17,233 DTh in savings or 4.6% of the PY22 annual target. More information on the composition of the savings is presented both within this report and in Appendices B through D.

### Residential Sector

- Our Energy Efficient Products program was launched on July 1, 2021.
  - SAVEGREEN residential HVAC Program received 532 applications and completed 162 projects.

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<sup>2</sup> During this quarter, NJNG was also performing activities to close out projects that were authorized under prior program approvals in BPU Docket No. No. GO18030355. NJNG will continue to comply with the reporting requirements established within that Docket.

- The NJNG Marketplace saw 661 customers participate. NJNG is currently using EFI, the vendor that provided this service in our prior program, for our marketplace but conducted development work on a Request for Proposals for a vendor to provide service as of July 2022. The majority of sales are smart thermostats, but NJNG also offers discounted energy conservation kits and other energy saving products.
- NJNG had clothes washer and dryer rebates available to customers, but none were fully processed during Q1.
- While no community kits were invoiced during Q1, NJNG has the relationships and procedures in place to resume this since we have run a similar program since early 2019. Distribution resumed in October.
- The Home Performance with ENERGY STAR (HPwES) Program received 114 applications, and 2 projects were completed. Additionally, NJNG submitted the required documentation with the United States Department of Energy to be listed as a HPwES sponsor.
- Our Behavioral program had more than 259,000 customers in our treatment group as of the end of Q1. NJNG is currently using Uplight, the vendor that provided this service in our prior program, for this program but conducted development work on a Request for Proposals for a vendor to provide service as of July 2022. The Behavioral program currently only sends printed Home Energy Reports (HERs) in the Fall and Winter periods, but electronic Home Energy Reports (eHERS) are provided in the summer months.
- Quick Home Energy Check Ups (QHEC) began with 89 customers. NJNG is also offering a QHEC+ option that includes a comprehensive Building Performance Institute (BPI) audit and the potential for the installation of a smart thermostat that was purchased through our Marketplace for a \$49 fee. All QHEC and QHEC+ audits are delivered by NJNG employees with full BPI certification.
- NJNG conducted a competitive solicitation and selected CLEAResult as a Third-Party Implementation Contractor to support the launch of our Moderate-Income Weatherization program. As noted in our filing, that program was not expected to launch within Q1.

#### Commercial Sector

- One application was submitted for our Prescriptive program and 24 applications were received for the Direct Install program; however, due to the traditionally longer lead time for commercial programs, no incentives were processed during Q1.
- NJNG also had the infrastructure in place to engage eligible customers in our Engineered Solutions program since we have been running a similar program since early 2019. However, no customer applications were submitted during Q1.
- NJNG did not intend to launch the Energy Management program during Q1.

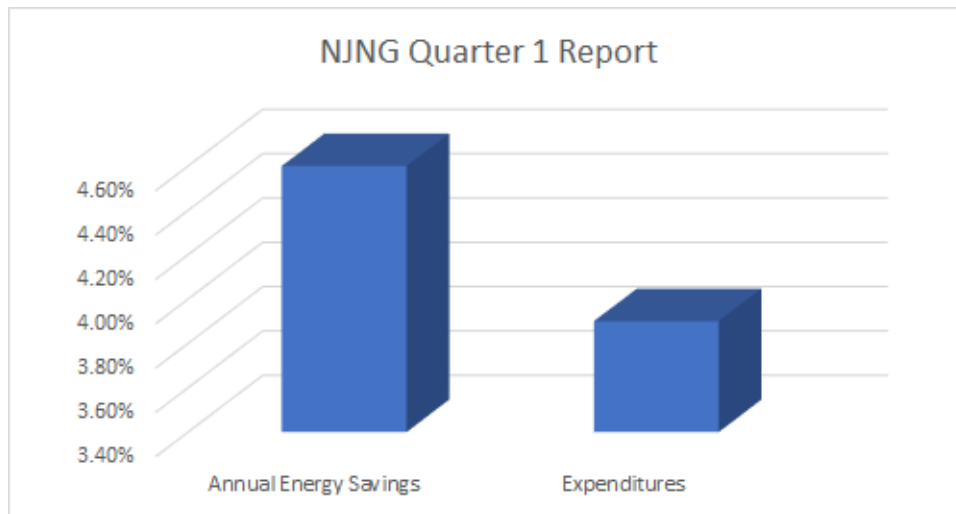
#### Multi-family Sector

- NJNG was available to accept interested customers into the program for the initial screening and to process incentives for a prescriptive measure and/or the Multi-family HPwES pathway. NJNG also had the infrastructure in place to engage Multi-family property owners in Engineered Solutions. However, no customer applications were submitted during Q1.
- NJNG conducted a competitive solicitation and selected CLEAResult as a Third-Party Implementation Contractor to support the launch of Direct Installation of energy savings measures for Multi-family program. As noted in our filing, that program was not expected to launch within Q1.

## Contractor Summary

- All contractor participation agreements were posted in late June/early July and training webinars were held in June and repeated July to help contractors understand the program transition. Webinars were recorded and are posted on our contractor portal.
- 89 Contractors were onboarded this quarter to participate in our OBRP program, as well as 22 Contractors for our HPwES Program
- 7 Commercial Contractors onboarded with our Direct Install program.
- Additionally, any licensed contractor can offer the rebates for qualifying residential HVAC equipment and Commercial Prescriptive equipment.
- NJNG continued outreach to contractors during this quarter and worked on the development of a new contractor portal that will provide the ability for contractors to monitor the status of their customer projects as part of our new PMSS.

Figure 1: YTD performance of Annual Energy Savings and Budget



As shown in Figure 1, NJNG has achieved over 17, 233 DTh in savings or 4.6% of the PY22 annual target. Lifetime energy savings are 82,607 DTh.

**Table 1 – Quarterly Progress Table**

	Current Quarter Retail Savings <sup>1</sup>	YTD Retail Savings <sup>2</sup>	Current Quarter Wholesale Savings <sup>3</sup>	Energy Efficiency Baseline <sup>4</sup> (DTh)	YTD Savings as Percent of Baseline (DTh)	Annual Utility Retail Savings Target (DTh)	Percent of Annual Target Achieved
Annual Energy Savings (DTh)	17,233	17,233	17,406	69,173,679	.02%	371,786	4.6%
Lifetime Savings (DTh)	82,067	17,233	17,406				
Low/Moderate-Income Lifetime Savings (DTh) <sup>5</sup>	108	1,302	110				
Small Commercial Lifetime Savings (DTh) <sup>6</sup>	-	-	-				

<sup>1</sup> Calculated savings at the retail (customer meter) level. Savings are estimated from participation counts and TRM calculations, where applicable.

<sup>2</sup> Encompasses all ex-ante savings for plan year, including prior period adjustments.

<sup>3</sup> Wholesale savings at the gross wholesale level include retail savings plus marginal line losses, using approved loss factor in utility’s tariff grossed up by 1.5, per the Avoided Cost Methodology in the NJ Cost Test.

<sup>4</sup> Calculated as average annual gas usage in the prior three calendar years per N.J.S.A. 48:3-87.9(a).

<sup>5</sup> Low/Moderate-Income lifetime savings are the total of Comfort Partners, or any income-qualified Residential or Multi-Family program.

<sup>6</sup> Small Commercial lifetime savings are Direct Install program savings and those from commercial and industrial (“C&I”) small business customers (<200 kW peak demand) in other programs.

## **Sector-Level Participation, Expenditures, and Annual Energy Savings**

NJNG expected to see a strong start for our residential programs because we have been offering a range of residential energy-efficiency programs since 2009. We have a robust network of participating contractors and very active communication channels and marketing efforts.

NJNG is also not surprised that there were no closed commercial projects within the first quarter. Based on experience supporting the commercial energy efficiency programs run by NJCEP, we recognize the longer lead times for those programs. NJNG held similar expectations for the multi-family program.

**Table 2 – Quarterly Sector-Level Participation**

Sector <sup>1</sup>	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	260,568	260,568	292,815	89.0%
Multi-Family	-	-	1,153	-
C&I	-	-	1,223	-
Reported Totals for Utility Administered Programs	260,568	260,568	295,191	88.3%
Comfort Partners <sup>2</sup>	138	138	874	15.8%
Utility Total	269,260	269,260	296,065	88.1%

<sup>1</sup> Please note that these numbers are totals across all programs within a sector. The appendix shows the participation numbers for individual programs.

<sup>2</sup> Comfort Partners, the primary program serving low-income customers, is co-managed by the Division of Clean Energy in conjunction with NJNG and the other investor-owned electric and gas utility companies.

### **Expenditures**

NJNG did not make or request any adjustments to budget or incentives during Q1. As reflected in the table below, NJNG has spent approximately 7% of our Residential Sector budget and less than 1% of our Commercial and Multi-family Sector budgets. The smaller relative spend for the Commercial and Multi-family program reflects the fact that no incentives were fully processed during this quarter.

**Table 3 – Quarterly Sector-Level Expenditures**

Expenditures <sup>1</sup>	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 2,437	\$ 2,437	\$ 33,186	7.3%
Multi-Family	\$ 67	\$ 67	\$ 7,399	0.9%
C&I	\$ 335	\$ 335	\$ 36,769	0.9%
Reported Totals for Utility Administered Programs	\$ 2,839	\$ 2,839	\$ 77,354	3.7%
Comfort Partners	\$ 1,124	\$ 1,124	\$ 5,741	19.6%
Utility Total	\$ 3,963	\$ 3,963	\$ 83,095	4.8%

<sup>1</sup> Expenditures include rebates, incentives, and loans, as well as program administration costs allocated across programs.

### **Annual Energy Savings**

Given that this is the first quarter of activity after the transition of the NJCEP programs, NJNG expected some of the programs to reflect a slower start. NJNG is working to refine procedures to improve the customer experience, including the launch of our PMSS system, to engage more contractors and to reach more customers through marketing and outreach. We expect the savings to increase significantly in future quarters.

**Table 4 – Quarterly Sector-Level Annual Energy Savings**

Annual Energy Savings <sup>1</sup>	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	17,233	17,233	256,378	6.7%
Multi-Family	-	-	9,248	-
C&I	-	-	106,160	-
Reported Totals for Utility Administered Programs	17,233	17,233	371,786	4.6%
Comfort Partners	1,828	1,828	Note <sup>2</sup>	-
Utility Total	19,061	19,061	371,786	5.1%

<sup>1</sup> Annual energy savings represent the total expected annual savings from all energy efficiency measures within each sector.

<sup>2</sup> The New Jersey Comfort Partners Program does not forecast Annual Target Retail (DTh).

### **Portfolio Expenditures Breakdown**

The following table provides quarterly and YTD costs in comparison to the full year budget. Company expenditures during the reporting period were approximately 3.9% of the budget for Program Year 1. Spending will accelerate quickly as more commercial programs begin to close.

**Table 5 – Quarterly costs and budget variances by category <sup>1</sup>**

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$ 821	\$ 821	\$ 1,350	60.8%
Utility Administration	\$ 537	\$ 537	\$ 5,835	9.2%
Marketing	\$ 43	\$ 43	\$ 1,469	2.9%
Outside Services	\$ 67	\$ 67	\$ 2,215	3.0%
Rebates	\$ 903	\$ 903	\$ 34,546	2.6%
No- or Low-Interest Loans	\$ 702	\$ 702	\$ 30,656	2.3%
Evaluation, Measurement & Verification (“EM&V”)	\$ 24	\$ 24	\$ 2,536	0.9%
Inspections & Quality Control	-	-	\$ 159	-
Utility EE/PDR Total	\$ 3,097	\$ 3,097	\$ 78,766	3.9%

<sup>1</sup> Categories herein align to NJNG’s EE plan as approved by the BPU.

**Equity Metrics**

NJNG continues to work with Board staff on the development of Equity Metrics. Information is not available for this current reporting cycle, but key agreed-upon metrics are expected to be addressed in future reporting within this triennial.

Please do not hesitate to contact me via email at [APeracchio@NJNG.com](mailto:APeracchio@NJNG.com) if you need any additional information.

Respectfully submitted,



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## Appendix A– Participant Definitions

NJ Program		Participants (as lead utility)
<b>Efficient Products</b>	<b>HVAC</b>	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	<b>Rebated Products</b>	Quantity of units rebated (based on SKU)
	<b>Online Marketplace</b>	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	<b>EE Kits - Giveaway</b>	Per kit delivered
<b>Existing Homes</b>	<b>Home Performance with Energy Star</b>	Count of completed HPwES projects
	<b>Quick Home Energy Checkup</b>	Count of completed visits
	<b>Moderate Income Weatherization</b>	Same as HPwES - (distinction would be paying for audit in this program)
<b>Home Energy Education &amp; Management</b>	<b>Behavioral</b>	Count of treatment customers at end of reporting period
<b>C&amp;I Direct Install</b>	<b>Direct Install</b>	Count based on number of applications/projects completed, not account number
<b>Energy Solutions for Business</b>	<b>Prescriptive/Custom</b>	Count based on number of applications/projects completed, not account number
	<b>Energy Management</b>	Count based on number of applications/projects completed, not account number
	<b>Engineered Solutions</b>	Count based on number of applications/projects completed, not account number
<b>Multifamily</b>	<b>Multifamily</b>	D/I - each tenant included in an application/project not just one site regardless of metering, still true under master metered



# Energy Efficiency and PDR Savings Summary

Appendix B

## For Period Ending PY22Q1

		Participation				Actual Expenditures				Ex Ante Energy Savings					
		A	B	C	D=C/B	E	F	G	H=G/F	I	J	K	L=K/J	M	O
NJNG		Current Quarter	Annual Forecasted Participation Number	Reported Participation Number YTD	YTD % of Annual Participants	Current Quarter (\$000)	Annual Forecasted Program Costs (\$000)	Reported Program Costs YTD (\$000)	YTD % of Annual Budget	Current Quarter Annual Retail Energy Savings (DTh)	Annual Forecasted Retail Energy Savings (DTh)	Reported Retail Energy Savings YTD (DTh)	YTD % of Annual Energy Savings	Reported Wholesale Energy Savings (DTh)	Lifetime Retail Savings (DTh)
Residential Programs	Sub Program														
Efficient Products*	HVAC	162	6,385	162	2.5%	\$ 1,106	\$ -	\$ 1,106	0.0%	1,960	57,524	1,960	3.4%	1,979	26,511
	Community Kits	-	10,000	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	11,200	-	0.0%	-	-
	Others	836	18,160	836	4.6%	\$ -	\$ -	\$ -	0.0%	3,034	53,187	3,034	5.7%	3,065	22,774
	<b>Total Efficient Products</b>	<b>998</b>	<b>34,545</b>	<b>998</b>	<b>2.9%</b>	<b>\$ 1,106</b>	<b>\$ 17,795</b>	<b>\$ 1,106</b>	<b>6.2%</b>	<b>4,994</b>	<b>121,911</b>	<b>4,994</b>	<b>4.1%</b>	<b>5,044</b>	<b>49,285</b>
Existing Homes	Home Performance with Energy Star*	2	670	2	0.3%	\$ 223	\$ 9,455	\$ 223	2.4%	82	20,694	82	0.4%	83	1,095
	Quick Home Energy Check-Up	89	1,500	89	5.9%	\$ 240	\$ 1,807	\$ 240	13.3%	106	1,964	106	5.4%	107	19,636
	Moderate Income Weatherization	-	100	-	0.0%	\$ 83	\$ 2,283	\$ 83	3.6%	-	3,427	-	0.0%	-	-
Home Energy Education & Management	Behavioral	259,479	256,000	259,479	101.4%	\$ 784	\$ 1,846	\$ 784	42.5%	12,051	108,383	12,051	11.1%	12,172	12,051
<b>Total Residential</b>		<b>260,568</b>	<b>292,815</b>	<b>260,568</b>	<b>89.0%</b>	<b>\$ 2,437</b>	<b>\$ 33,186</b>	<b>\$ 2,437</b>	<b>7.3%</b>	<b>17,233</b>	<b>256,378</b>	<b>17,233</b>	<b>6.7%</b>	<b>17,406</b>	<b>82,067</b>
<b>Business Programs</b>	<b>Sub-Program</b>														
C&I Direct Install	Direct Install*	-	225	-	0.0%	\$ 130	\$ 15,219	\$ 130	0.9%	-	30,935	-	0.0%	-	-
Energy Solutions for Business	Prescriptive/Custom*	-	981	-	0.0%	\$ 77	\$ 6,983	\$ 77	1.1%	-	42,208	-	0.0%	-	-
	Energy Management	-	10	-	0.0%	\$ 23	\$ 1,032	\$ 23	2.2%	-	2,408	-	0.0%	-	-
	Engineered Solutions	-	7	-	0.0%	\$ 104	\$ 13,535	\$ 104	0.8%	-	30,609	-	0.0%	-	-
<b>Total Business</b>		<b>-</b>	<b>1,223</b>	<b>-</b>	<b>0.0%</b>	<b>\$ 335</b>	<b>\$ 36,769</b>	<b>\$ 335</b>	<b>0.9%</b>	<b>-</b>	<b>106,160</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>
Multi-Family*	HPwES	-	375	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Direct Install	-	750	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Prescriptive/Custom*	-	22	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Engineered Solutions	-	6	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	<b>Total Multi-Family</b>	<b>-</b>	<b>1,153</b>	<b>-</b>	<b>0.0%</b>	<b>\$ 67</b>	<b>\$ 7,399</b>	<b>\$ 67</b>	<b>0.9%</b>	<b>-</b>	<b>9,248</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>
<b>Other Programs</b>															
Home Optimization & Peak Demand Reduction		-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
<b>Total Other</b>						<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.0%</b>						
<b>Portfolio Total</b>		<b>260,568</b>	<b>295,191</b>	<b>260,568</b>	<b>88.3%</b>	<b>\$ 2,839</b>	<b>\$ 77,354</b>	<b>\$ 2,839</b>	<b>3.7%</b>	<b>17,233</b>	<b>371,786</b>	<b>17,233</b>	<b>4.6%</b>	<b>17,406</b>	<b>82,067</b>
<b>Supportive Costs Outside Portfolio</b>						<b>\$ 258</b>	<b>\$ 1,413</b>	<b>\$ 258</b>	<b>18.3%</b>						

<sup>1</sup> Annual Forecasted Program Costs reflect values anticipated in Board-approved Utility EE/PDR filings and may incorporate budget adjustments as provided for in the June 10, 2020 Board Order.

\* Denotes a core EE program. Home Performance with Energy Star only includes non-LMI; the comparable program for LMI participants is Comfort Partners, which is jointly administered by the State and Utilities.

Note - On-going discussions within the Evaluation, Measurement and Verification (EM&V) Working Group have noted that there is no clearly defined protocol for calculating Peak Demand Savings for natural gas measures. It is anticipated that this issue will be addressed by the EM&V Working Group within this Triennial. No Peak Demand Savings for natural gas measures will be reported until an agreed upon methodology has been determined.

# Energy Efficiency and PDR Savings Summary

Appendix C

For Period Ending PY22Q1

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$000)		Reported Retail Energy Savings YTD (DTh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	10	152	\$ 92	\$ 721	108	1,851
	Community Kits	-	-	\$ -	\$ -	-	-
	Others	-	-	\$ -	\$ -	-	-
Existing Homes	Home Performance with Energy Star <sup>1</sup>	-	2	\$ -	\$ 35	-	-
	Quick Home Energy Check-Up	-	89	\$ -	\$ 1	-	-
	Moderate Income Weatherization	-	-	\$ -	\$ -	-	-
Home Energy Education & Management	Behavioral	-	-	\$ -	\$ -	-	-
<b>Total Residential</b>		<b>10</b>	<b>243</b>	<b>\$ 92</b>	<b>\$ 757</b>	<b>108</b>	<b>1,851</b>
Multi-Family	HPwES	-	-	\$ -	\$ -		
	Direct Installation/MF QHEC	-	-	\$ -	\$ -		
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		-	-				
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>		
<b>Portfolio Total</b>		<b>10</b>	<b>243</b>	<b>\$ 92</b>	<b>\$ 757</b>	<b>108</b>	<b>1,851</b>
<b>Supportive Costs Outside Portfolio</b>							

<sup>1</sup> Income-qualified customers are directed to participate through the Comfort Partners or Moderate Income Weatherization programs.

# Energy Efficiency and PDR Savings Summary

Appendix D

For Period Ending PY22Q1

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$)		Reported Retail Energy Savings YTD (DTh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	0	N/A	\$ -	N/A		N/A
Energy Solutions for Business	Prescriptive/Custom	0	0	\$ -	\$ -		
	Energy Management	0	0	\$ -	\$ -		
	Engineered Solutions	0	0	\$ -	\$ -		
<b>Total Business</b>		<b>0</b>	<b>0</b>	<b>\$ -</b>	<b>\$ -</b>		
Multifamily	Prescriptive/Custom	0	0	\$ -	\$ -		
	Engineered Solutions	0	0	\$ -	\$ -		
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		0	0	\$ -	\$ -		
<b>Total Other</b>		<b>0</b>	<b>0</b>	<b>\$ -</b>	<b>\$ -</b>		
<b>Portfolio Total</b>		<b>0</b>	<b>0</b>	<b>\$ -</b>	<b>\$ -</b>		
<b>Supportive Costs Outside Portfolio</b>							