



February 28, 2022

Honorable Aida Camacho-Welch, Secretary
New Jersey Board of Public Utilities
44 South Clinton Avenue, 1st 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 second quarter ("Q2") of Program Year 2022¹ ("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 SAVEGREEN Project that occurred on July 1, 2021² 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.

¹ 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).

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

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 continues to devote significant 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 as 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 completed preparatory work on these programs by the end of this quarter; however, there is no customer activity to report yet. These programs launched during Q3 and we are currently recruiting customers to participate. The Utilities continue 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 108,624 DTh in savings or 29.2% 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. Year-to-Date highlights include:
 - SAVEGREEN residential HVAC Program received 1,201 applications and completed 689 projects.
 - There were 570 Community Conservation Kits delivered to NJNG customers.

- The NJNG Marketplace sold 5,267 efficient products online to NJNG customers. NJNG is currently using EFI, the vendor that provided this service in our prior program, for our marketplace but issued a Request for Proposals (RFP) for a vendor to provide service as of July 2022. A decision regarding the award of that RFP is expected in Q3. The majority of sales are smart thermostats, but NJNG also offers discounted energy conservation kits and other energy saving products.
- NJNG processed 87 rebates for washer/dryer units.
- The Home Performance with ENERGY STAR (HPwES) Program received 224 applications, and 63 projects were completed.
- Our Behavioral program had more than 265,000 customers in our treatment group as of the end of Q2. NJNG is currently using Uplight, the vendor that provided this service in our prior program, for this program but issued a Request for Proposals for a vendor to provide service as of July 2022. A decision regarding the award of that RFP is expected in Q3. 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 Checkups (QHEC) conducted 318 customer visits. 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 visits 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. CLEAResult also serves as our Quality Control vendor. The contract is fully in place and procedures for all services being provided are being finalized.

Commercial Sector

Year-to-Date highlights include:

- Our outreach team is actively promoting the programs at events across our service territory. They are also engaged in one-on-one discussions with customers who are interested in learning more about the program.
- One customer application was submitted on our Prescriptive program. There were 35 applications received for the Direct Install program; however, due to the traditionally longer lead time for commercial programs, no incentives were processed during Q2.
- 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 Q2.
- During Q2, NJNG finalized program details to enable the launch of the Energy Management program. NJNG is in discussions with some interested customers. .

Multi-family Sector

- Our outreach is engaged in one-on-one discussions with customers who are interested in learning more about the program.
- 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 Q2.

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. During Q2, NJNG finalized program details to enable the launch of this pathway.

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.
- 116 Contractors have been onboarded to participate in our OBRP program, this also includes 23 Contractors for our HPwES Program.
- 7 Commercial Contractors have been onboarded with our Direct Install program.
- Additionally, any licensed contractor can offer 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

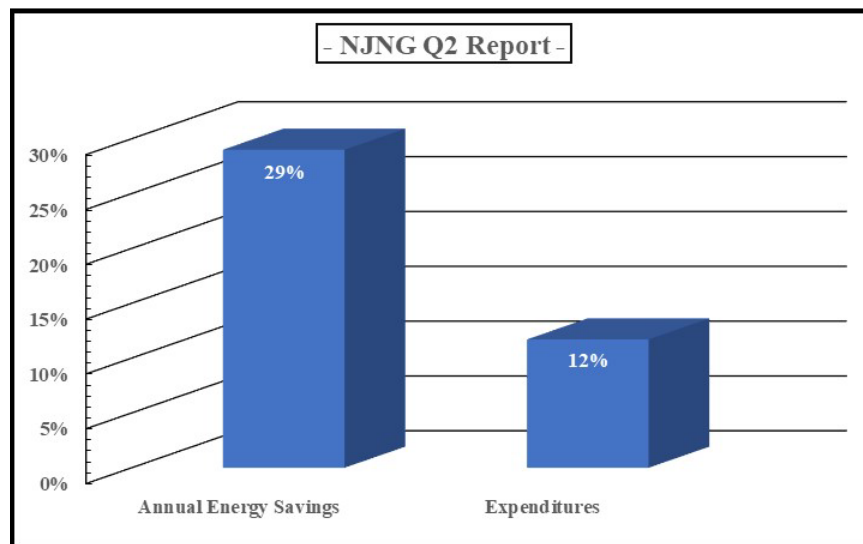


Table 1 - Quarterly Progress Table

	Current Quarter Retail Savings ¹	YTD Retail Savings ²	Current Quarter Wholesale Savings ³	Energy Efficiency Baseline ⁴ (DTh)	YTD Savings as Percent of Baseline (DTh)	Annual Utility Retail Savings Target (DTh)	Percent of Annual Target Achieved
Annual Energy Savings (DTh)	91,390	108,686	109,773	69,173,679	.16%	371,786	29.2%
Lifetime Savings(DTh)	794,026	876,093	801,967				
Low/Moderate- Income Lifetime Savings (DTh) ⁵	2,877	4,179	2,905				
Small Commercial Lifetime Savings(DTh) ⁶	-	-	-				

- ¹ Calculated savings at the retail (customer meter) level. Savings are estimated from participation counts and TRM calculations, where applicable.
- ² Encompasses all ex-ante savings for plan year, including prior period adjustments.
- ³ Wholesale savings at the gross wholesale level include retail savings plus marginal line losses, using approved lossfactor in utility’s tariff grossed up by 1.5, per the Avoided Cost Methodology in the NJ Cost Test.
- ⁴ Calculated as average annual gas usage in the prior three calendar years per N.J.S.A. 48:3-87.9(a).
- ⁵ Low/Moderate-Income lifetime savings are the total of Comfort Partners, or any income-qualified Residential or Multi-Family program.
- ⁶ 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 arange 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 second 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 ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	270,825	272,297	292,815	93.0%
Multi-Family	-	-	1,153	-
C&I	-	-	1,223	-
Reported Totals for UtilityAdministered Programs	270,825	272,297	295,191	92.2%
Comfort Partners ²	142	280	874	32.0%
Utility Total	270,967	272,577	296,065	92.1%

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

² 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 Q2. As reflected in the table below, NJNG has spent approximately 25% of our Residential Sector budget and less than 2% 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 ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 5,796	\$ 8,233	\$ 33,186	24.8%
Multi-Family	\$ 66	\$ 133	\$ 7,399	1.8%
C&I	\$ 346	\$ 680	\$ 36,769	1.8%
Reported Totals for Utility Administered Programs	\$ 6,208	\$ 9,046	\$ 77,354	11.7%
Comfort Partners	\$ 2,558	\$ 3,682	\$ 5,741	64.1%
Utility Total	\$ 8,766	\$ 12,728	\$ 83,095	15.3%

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

Annual Energy Savings

Given that this is the first half- year 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 ¹	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	91,390	108,686	256,378	42.4%
Multi-Family	-	-	9,248	-
C&I	-	-	106,160	-
Reported Totals for Utility Administered Programs	91,390	108,686	371,786	29.2%
Comfort Partners	2,371	4,199	Note ²	-
Utility Total	93,761	112,885	371,786	30.4%

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

² 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 12.1% 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 Category¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported ² (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	-	\$ 304	\$ 1,350	22.5%
Utility Administration	\$ 996	\$ 2,017	\$ 5,835	34.6%
Marketing	\$ 175	\$ 237	\$ 1,469	16.1%
Outside Services	\$ 276	\$ 343	\$ 2,215	15.5%
Rebates	\$ 980	\$ 1,883	\$ 34,546	5.5%
No- or Low-Interest Loans	\$ 3,957	\$ 4,658	\$ 30,656	15.2%
Evaluation, Measurement & Verification (“EM&V”)	\$ 36	\$ 60	\$ 2,536	2.3%
Inspections & Quality Control	\$ 35	\$ 49	\$ 159	31.0%
Utility EE/PDR Total	\$ 6,455	\$ 9,551	\$ 78,766	12.1%

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

² Amounts reflect an adjustment to what was reported for the first quarter to reflect alignment with approved allocations.

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 if you need any additional information.

Respectfully submitted,



Anne-Marie Peracchio
 Managing Director Marketing and Energy Efficiency

Cc:
 Philip Chao
 Brian Lipman
 Maura Caroselli
 Stacy Richardson

Appendix A – Participant Definitions

NJ Program/Pathway		Participants (as lead utility)
EfficientProducts	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Rebated Products	Quantity of units rebated (based on SKU)
	Online Marketplace	Quantity of units sold (based on SKU) - net of returns (negative incurrent period)
	EE Kits - Giveaway	Per kit delivered
Existing Homes	Home Performancewith Energy Star	Count of completed HPwES projects
	Quick Home Energy Checkup	Count of completed visits
	Moderate Income Weatherization	Same as HPwES - (distinction would be paying for audit in this program)
Home Energy Education & Management	Behavioral	Count of treatment customers at end of reporting period
C&I Direct Install	Direct Install	Count based on number of applications/projects completed, not account number
Energy Solutions for Business	Prescriptive/Custom	Count based on number of applications/projects completed, not account number
	Energy Management	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number
Multifamily	MFHwES	Count of completed HPwES projects
	Direct Install	Count based on number of projects completed
	Prescriptive and Custom	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number

Energy Efficiency and PDR Savings Summary Appendix B
For Period Ending PY22Q2

NJNG		Participation				Actual Expenditures				Ex Ante Energy Savings					
		A Current Quarter	B Annual Forecasted Participation Number	C Reported Participation Number YTD	D=C/B YTD % of Annual Participants	E Current Quarter (\$000)	F Annual Forecasted Program Costs (\$000)	G Reported Program Costs YTD (\$000)	H=G/F YTD % of Annual Budget	I Current Quarter Annual Retail Energy Savings (DTh)	J Annual Forecasted Retail Energy Savings (DTh)	K Reported Retail Energy Savings YTD (DTh)	L=K/J YTD % of Annual Energy Savings	M Current Quarter Reported Wholesale Energy Savings (DTh)	O Current Quarter Lifetime Retail Savings (DTh)
Residential Programs	Sub Program														
Efficient Products *	HVAC	527	6,385	689	10.8%	\$ 4,271	\$ -	\$ 5,362	0.0%	7,810	57,524	9,770	17.0%	9,867	106,958
	Community Kits	187	10,000	570	5.7%	\$ 8	\$ -	\$ 24	0.0%	30	11,200	93	0.8%	94	168,000
	Others (Online Marketplace - Washers/Dryers)	4,431	18,160	5,267	29.0%	\$ 165	\$ -	\$ 165	0.0%	15,487	53,187	18,521	34.8%	18,706	116,428
	Total Efficient Products	5,145	34,545	6,526	18.9%	\$ 4,444	\$ 17,795	\$ 5,551	31.2%	23,327	121,911	28,383	23.3%	28,667	391,386
Existing Homes	Home Performance with Energy Star *	61	670	63	9.4%	\$ 996	\$ 9,455	\$ 1,219	12.9%	1,572	20,694	1,655	8.0%	1,671	23,584
	Quick Home Energy Check-Up	229	1,500	318	21.2%	\$ 252	\$ 1,807	\$ 492	27.2%	169	1,964	275	14.0%	278	19,636
	Moderate Income Weatherization	-	100	-	0.0%	\$ 79	\$ 2,283	\$ 162	7.1%	-	3,427	-	0.0%	-	34,272
Home Energy Education & Management	Behavioral	265,390	256,000	265,390	103.7%	\$ 25	\$ 1,846	\$ 809	43.8%	66,322	108,383	78,373	72.3%	79,157	325,148
Total Residential		270,825	292,815	272,297	93.0%	\$ 5,796	\$ 33,186	\$ 8,233	24.8%	91,390	256,378	108,686	42.4%	109,773	794,026
Business Programs	Sub-Program														
C&I Direct Install	Direct Install*	-	225	-	0.0%	\$ 135	\$ 15,219	\$ 265	1.7%	-	30,935	-	0.0%	-	-
Energy Solutions for Business	Prescriptive/Custom*	-	981	-	0.0%	\$ 91	\$ 6,983	\$ 168	2.4%	-	42,208	-	0.0%	-	-
	Energy Management	-	10	-	0.0%	\$ 19	\$ 1,032	\$ 42	4.1%	-	2,408	-	0.0%	-	-
	Engineered Solutions	-	7	-	0.0%	\$ 101	\$ 13,535	\$ 205	1.5%	-	30,609	-	0.0%	-	-
Total Business		-	1,223	-	0.0%	\$ 346	\$ 36,769	\$ 680	1.8%	-	106,160	-	0.0%	-	-
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%	-	-
Total Multi-Family	-	1,153	-	0.0%	\$ 66	\$ 7,399	\$ 133	1.8%	-	9,248	-	0.0%	-	-	
Other Programs															
Home Optimization & Peak Demand Reduction		-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
Total Other															
Portfolio Total		270,825	295,191	272,297	92.2%	\$ 6,208	\$ 77,354	\$ 9,046	11.7%	91,390	371,786	108,686	29.2%	109,773	794,026
Supportive Costs Outside Portfolio						\$ 246	\$ 1,413	\$ 504	35.7%						

¹ - 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 PY22Q2								
		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	130	559	\$ 1,128	\$ 3,669	2,784	6,986	
	Community Kits	570	-	\$ 24	\$ -	93	-	
	Others	-	-	\$ -	\$ -	-	-	
Existing Homes	Home Performance with Energy Star ¹	-	63	\$ -	\$ 833	-	-	
	Quick Home Energy Check-Up	-	318	\$ -	\$ 12	-	-	
	Moderate Income Weatherization	-	-	\$ -	\$ -	-	-	
Home Energy Education & Management	Behavioral ²	-	-	\$ -	\$ -	-	-	
Total Residential		700	940	\$ 1,152	\$ 4,514	2,877	6,986	
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-	
	Direct Installation/MF QHEC	-	-	\$ -	\$ -	-	-	
Other Programs								
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-	
Total Other		-	-	\$ -	\$ -	-	-	
Portfolio Total		700	940	\$ 1,152	\$ 4,514	2,877	6,986	
Supportive Costs Outside Portfolio								

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

² - NJNG will report Behavioral savings related to LMI in the Q3 report.

Energy Efficiency and PDR Savings Summary							Appendix D	
For Period Ending PY22Q2								
		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	-	-	\$ -	\$ -		N/A	
Energy Solutions for Business	Prescriptive/Custom	-	-	\$ -	\$ -			
	Energy Management	-	-	\$ -	\$ -			
	Engineered Solutions	-	-	\$ -	\$ -			
Total Business		-	-	\$ -	\$ -			
Multifamily	Prescriptive/Custom	-	-	\$ -	\$ -			
	Engineered Solutions	-	-	\$ -	\$ -			
Other Programs								
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -			
Total Other		-	-	\$ -	\$ -			
Portfolio Total		-	-	\$ -	\$ -			
Supportive Costs Outside Portfolio								

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments	Adjusted Retail Sales	Compliance Baseline ²	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (therms)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (therms)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (therms)
			(A)	(B)	(C) = (A)-(B)	(D) = Average (C)	(E) ¹	(F) = (E) * (D)	(G) ¹	(H) = (G) * (D)	(I) ¹	(J) = (I) * (D)
NJNG	2019	7/1/18 - 6/30/19	706,996,325	5,085,681	701,910,644							
	2020	7/1/19 - 6/30/20	672,480,094	5,866,252	666,613,842							
	2021	7/1/20 - 6/30/21	713,001,603	6,315,735	706,685,869							
	Plan Year 2022					691,736,785	NA	NA	NA	NA	NA	NA
Notes:												
(A) Includes calendar sales for firm and interruptible service classifications.												
(B) Includes adjustments to remove Distributed Generation volumes.												
¹ - (E,G,I) No formal targets established for PY22 in the June 2020 CEA Framework Order.												
² - Calculated as average annual gas usage in the prior three plan years (i.e., July - June) per N.J.S.A. 48:3-87.9(a).												