



October 6, 2022

Carmen D. Diaz
Acting Secretary of the Board
New Jersey Board of Public Utilities
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P.O. Box 350
Trenton, NJ 08625-0350

DOCKET NOS. QO19010040, QO19060748 & QO17091004

Submitted via e-mail

Dear Acting Secretary Diaz:

Pursuant to the Board's current filing procedures, herein is a Revised Quarterly Progress Report for the third quarter ("Q3") 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. This revised report includes a new section with expanded reporting on activity within the Overburdened Communities.

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).

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 ongoing 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’s program implementer has completed several audits for the Moderate-Income Weatherization program and one project closed as of the end of this quarter. We are currently recruiting customers to participate in both of these new programs.

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 systems. 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 238,800 DTh in savings or 64.2% of the PY22 annual target. More information on the composition of the savings is presented both within this report and in Appendices B through E.

Residential Sector

Year-to-date highlights include:

- Our Energy Efficient Products program was launched on July 1, 2021.
 - SAVEGREEN residential HVAC Program completed 1,845 units (1,189 natural gas, 287 electric, and 369 dual fuel).
 - There were 1,023 Community Conservation Kits delivered to NJNG customers.
 - The NJNG Marketplace sold 7,381 efficient products online to NJNG customers. NJNG completed our competitive solicitation process and will be retaining EFI as the vendor. The majority of sales are smart thermostats, but NJNG also offers discounted energy conservation kits and other energy saving products for the home.

² 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.

- NJNG processed 664 rebates for washer/dryer units.
- The Home Performance with ENERGY STAR (HPwES) Program completed 272 projects.
- Our Behavioral program had more than 265,000 customers in our treatment group as of the end of Q3. NJNG completed our competitive solicitation process and will be retaining Uplight, as the vendor that provided this service in our prior program, for this program but issued a RFP for a vendor to provide similar service as of July 2022. A decision regarding the RFP has been awarded to Uplight. 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 during the summer months.
- The Quick Home Energy Check-Up (QHEC) Program completed 706 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 is purchased on the NJNGMarketplace for a \$49 fee. All QHEC visits and QHEC+ audits are delivered by NJNG employees with full BPI certification.
- CLEAResult, NJNG's vendor Moderate-Income Weatherization Program has completed 1 audit. Marketing campaigns are underway.
- CLEAResult also serves as our Quality Control vendor. The contract is fully in place and procedures for all services provided have been finalized.

Commercial Sector

Year-to-date highlights include:

- Our outreach team is actively promoting the programs at events across our service territories. They are also engaged in one-on-one discussions with customers who are interested in learning more about the available programs.
- The Prescriptive Program completed 2 projects. In addition, there were 7 applications received (6 Prescriptive and 1 Custom).
- There were 46 applications received for the Direct Install program; however, due to the traditionally longer lead time for commercial programs, no incentives were processed during Q3.
- 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 applications were submitted during Q3.
- 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 team is engaged in one-on-one discussions with customers who are interested in learning more about the available program.
- NJNG was available to accept interested customers into the program for the initial screening and to process incentives for prescriptive measures 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 Q3.
- NJNG conducted a competitive solicitation and selected CLEAResult as a Third-Party Implementation Contractor to support the launch of Direct Install of energy savings measures for the Multi-family program. Program details have been put in place 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 during July to help contractors understand the program transition. Webinars were recorded and are posted on our contractor portal.
- 144 Contractors have been onboarded to participate in our OBRP program, this also includes 29 contractors for our HPwES program.
- There are 19 commercial contractors onboarded for our Direct Install program.
- There are 14 engineering firms (9 carried over from prior programs and 5 are new additions) for our Engineered Solutions 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 application status of their customer projects as part of our new PMSS.

As shown in Figure 1, NJNG has achieved over 238,800 DTh year-to-date savings or 64.2% of the PY22 annual target. Lifetime energy savings total 835,310 DTh.

Figure 1: YTD Performance of Annual Energy Savings and Budget

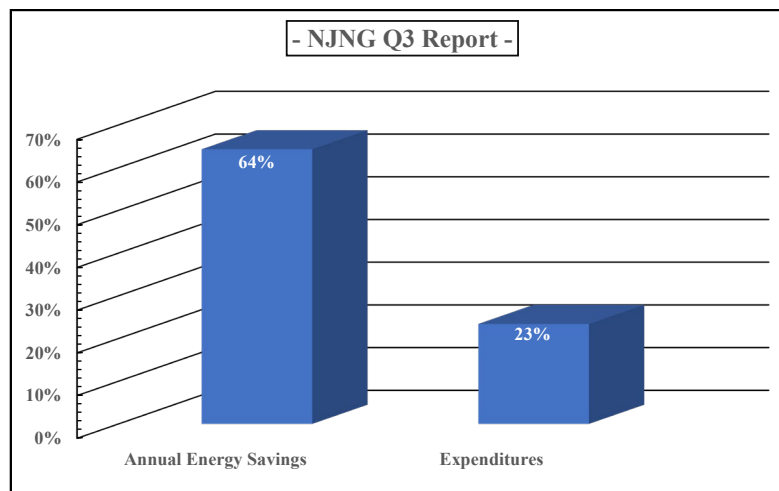


Table 1 - Quarterly Progress Table

	Current Quarter Annual Retail Energy Savings ¹ (DTh)	Reported Retail Energy Savings YTD ² (DTh)	Current Quarter Wholesale Savings ³ (DTh)	Energy Efficiency Baseline ⁴ (DTh)	YTD Savings as Percent of Baseline	Annual Forecasted Retail Energy Savings (DTh)	YTD % of Annual Energy Savings
Annual Energy Savings (DTh)	130,179	238,865	131,480	69,173,679	.35%	371,786	64.2 %
Lifetime Savings (DTh)	835,310	1,629,336	843,663				
Low/Moderate - Income Lifetime Savings (DTh) ⁵	10,040	45,823	10,140				
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 loss factor 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 has seen a strong start to the residential programs because we have been offering a range of residential energy-efficiency programs since 2009. We have a robust network of participating contractors, very active communication channels and marketing efforts.

NJNG is not surprised that there were only a few closed commercial projects during Q3. Based on experience supporting the commercial energy efficiency programs run by NJCEP, we recognize the longer lead times for those programs. NJNG has similar expectations for the multi-family program.

Table 2 - Sector-Level Participation

Sector ¹	Current Quarter	Reported Participation Number YTD	Annual Forecasted Participation Number	YTD % of Annual Participants
Residential	270,438	277,345	292,815	94.7%
Multi-Family	-	-	1,153	-
C&I	2	2	1,223	.2%
Reported Totals for Utility Administered Programs	270,440	277,347	295,191	94.0%
Comfort Partners ²	149	429	874	49.1%
Utility Total	270,589	277,776	296,065	93.8%

¹ Note that these numbers are totals across all programs within the sector. Appendix B shows participation counts for the individual sub-programs.

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

Expenditures

NJNG did not make or request any adjustments to budget or incentives during Q3. As reflected in Table 3 below, NJNG has spent approximately 50% of our Residential sector budget and less than 5% of the Commercial and Multi-family sector budgets. The smaller relative spend for the Commercial and Multi-family programs reflects that limited incentives were processed during the quarter; however, there is significant activity occurring on projects in process and regarding outreach to engage more customers.

Table 3 - Sector-Level Expenditures

Sector ¹	Current Quarter (\$000)	Reported Program Costs YTD (\$000)	Annual Forecasted Program Costs (\$000)	YTD % of Annual Budget
Residential	\$ 8,499	\$ 16,732	\$ 33,186	50.4%
Multi-Family	\$ 83	\$ 216	\$ 7,399	2.9%
C&I	\$ 469	\$ 1,149	\$ 36,769	3.1%
Reported Totals for Utility Administered Programs	\$ 9,051	\$ 18,097	\$ 77,354	23.4%
Comfort Partners	\$ 1,422	\$ 3,981	\$ 5,741	69.3%
Utility Total	\$ 10,473	\$ 22,078	\$ 83,095	26.6%

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

Annual Energy Savings

Given that this is the first 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, 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 - Sector-Level Annual Energy Savings

Sector ¹	Current Quarter Annual Retail Energy Savings (DTh)	Reported Retail Energy Savings YTD (DTh)	Annual Target Retail (DTh)	YTD % of Annual Energy Savings
Residential	130,125	238,811	256,378	93.1%
Multi-Family	-	-	9,248	-
C&I	54	54	106,160	0.1%
Reported Totals for Utility Administered Programs	130,179	238,865	371,786	64.2%
Comfort Partners	2,542	6,740	Note ²	-
Utility Total	132,721	245,605	371,786	66.1%

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

Table 5 provides quarterly and YTD costs in comparison to the full year budget. Company expenditures during the reporting period were approximately 23.4% 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 Reported² (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$ 234	\$ 537	\$ 1,350	39.8%
Utility Administration	\$ 758	\$ 2,775	\$ 5,835	47.6%
Marketing	\$ 145	\$ 382	\$ 1,469	26.0%
Outside Services	\$ 651	\$ 760	\$ 2,215	34.3%
Rebates	\$ 2,283	\$ 4,167	\$ 34,546	12.1%
No or Low-Interest Loans	\$ 4,983	\$ 9,641	\$ 30,656	31.4%
Evaluation, Measurement & Verification (EM&V)	\$ 24	\$ 83	\$ 2,536	3.3%
Inspections & Quality Control	\$ 22	\$ 71	\$ 159	44.7%
Utility EE/PDR Total	\$ 9,100	\$ 18,416	\$ 78,766	23.4%

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 - Section updated through the October 5, 2022, submission.

The tables shown below were prepared to support the additional information requested by BPU staff to assess current levels of performance in supporting the needs of customers in Overburdened Communities (OBC) as defined by the New Jersey Environmental Justice Law (N.J.S. A. 13:1D-157). NJNG devoted significant internal resources to developing the proper reports to extract the information used to populate this table from both our Customer Information System to calculate the system wide reference points and our Program Management Software System to develop the related participation metrics. NJNG intends to improve our understanding of the implications of these metrics and pursue additional focused strategies to improve the participation levels for customers in OBC as needed.

NJNG has pursued distinct outreach strategies to benefit our low-to-moderate income customers living in (and outside e.g., senior populations) OBCs. These strategies provide our customers with information about special programs and enhanced incentives the energy efficiency programs have to help lower their energy bills and potentially improve the comfort and safety of their homes. Activities include outreach events, customer bill inserts and newsletters, email campaigns, social media advertising, and direct mail. NJNG has begun to work with community partners to reach customers in OBC communities. We continue to develop new approaches and strategies to increase participation. Finally, NJNG is sponsoring a Montclair University Sustainable Institute Green Team that will focus on developing outreach programs for OBC communities. Together with NJNG, this team will work directly with Interfaith Neighbors, a nonprofit organization based in Asbury Park to brainstorm and develop strategies that can then be replicated in other OBCs in our territory.

Territory-Level Benchmarks	Over-Burdened	Non-Over-Burdened	Total	Ratio
# of Household Accounts	63,531	461,291	524,822	0.12
# of Large Commercial Accounts	1,021	4,630	5,651	0.18
# of Small Commercial Accounts	4,545	28,690	33,235	0.14
Totals	69,097	494,611	563,708	0.12

Territory-Level Benchmarks	Over-Burdened	Non-Over-Burdened	Total	Ratio
Household Accounts - Annual Energy	50,795,592.00	447,697,983.74	498,493,576	0.10
Large Commercial Accounts - Annual Energy	27,595,311.00	104,746,320.94	132,341,632	0.21
Small Commercial Accounts - Annual Energy	41,411,785.00	235,537,917.21	276,949,702	0.15
Totals	119,802,688.00	787,982,221.89	907,784,909.89	0.13

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Participation								
Residential - Efficient Products	HVAC	Core	65	1,091	0.06	103	1,742	0.06
	Community Kits	Core	151	302	0.33	325	698	0.32
	Online Marketplace	Core	184	2,014	0.08	673	6,705	0.09
	Appliance Rebates - Washers/Dryers	Core	73	507	0.13	82	585	0.12
Total Efficient Products Participation			473	3,914	0.11	1,183	9,730	0.11
Residential - Existing Homes	Home Performance with Energy Star	Core	59	150	0.28	68	204	0.25
	Quick Home Energy Check-Up	Additional	24	364	0.06	52	654	0.07
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	28,159	237,295	0.11	28,159	237,295	0.11
Total Residential Participation			28,715	241,723	0.11	29,462	247,883	0.11
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	1	1	0.50	1	1	0.50
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Participation			1	1	0.50	1	1	0.50
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Participation			-	-	-	-	-	-
Total Core Participation			533	4,065	0.12	1,252	9,935	0.11
Total Additional Participation			28,183	237,659	0.11	28,211	237,949	0.11
TOTAL PARTICIPATION			28,716	241,724	0.11	29,463	247,884	0.11

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Annual Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	419	9,065	0.04	806	18,448	0.04
	Community Kits	Core	25	49	0.33	53	113	0.32
	Online Marketplace	Core	651	6,412	0.09	2,366	23,165	0.09
	Appliance Rebates - Washers/Dryers	Core	54	317	0.15	60	365	0.14
Total Efficient Products Annual Energy Savings (DTh)			1,148	15,845	0.07	3,285	42,091	0.07
Residential - Existing Homes	Home Performance with Energy Star	Core	623	3,182	0.16	802	4,657	0.15
	Quick Home Energy Check-Up	Additional	8	145	0.05	23	405	0.05
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	2,253	106,922	0.02	3,984	183,564	0.02
Total Residential Annual Energy Savings (DTh)			4,031	126,094	0.03	8,094	230,717	0.03
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	39	15	0.71	39	15	0.71
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Annual Energy Savings (DTh)			39	15	0.71	39	15	0.71
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Annual Energy Savings (DTh)			-	-	-	-	-	-
Total Core Annual Energy Savings			1,809	19,042	0.09	4,126	46,763	0.08
Total Additional Annual Energy Savings			2,261	107,067	0.02	4,007	183,969	0.02
TOTAL ANNUAL ENERGY SAVINGS			4,070	126,109	0.03	8,133	230,732	0.03

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Lifetime Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	8,016	164,989	0.05	15,242	291,232	0.05
	Community Kits	Core	369	739	0.33	795	1,707	0.32
	Online Marketplace	Core	4,885	48,100	0.09	17,754	173,793	0.09
	Appliance Rebates - Washers/Dryers	Core	648	3,809	0.15	725	4,372	0.14
Total Efficient Products Lifetime Energy Savings (DTh)			13,919	217,636	0.06	34,515	471,105	0.07
Residential - Existing Homes	Home Performance with Energy Star	Core	9,338	47,734	0.16	12,035	69,716	0.15
	Quick Home Energy Check-Up	Additional	77	1,447	0.05	225	3,251	0.06
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	6,758	318,390	0.02	11,952	650,395	0.02
Total Residential Lifetime Energy Savings (DTh)			30,092	585,208	0.05	58,727	1,194,467	0.05
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	525	210	0.71	525	210	0.71
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Lifetime Energy Savings (DTh)			525	210	0.71	525	210	0.71
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Lifetime Energy Savings (DTh)			-	-	-	-	-	-
Total Core Lifetime Energy Savings			23,781	265,580	0.08	47,074	541,031	0.08
Total Additional Lifetime Energy Savings			6,835	319,837	0.02	12,177	653,646	0.02
TOTAL LIFETIME ENERGY SAVINGS			30,616	585,418	0.05	59,252	1,194,677	0.05

Please do not hesitate to contact me via email at APeracchio@NJNG.com if you need any additional information.

Respectfully submitted,

A handwritten signature in blue ink that reads "Anne-Marie Peracchio". The signature is written in a cursive, flowing style.

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)
Efficient Products	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 in current period)
	EE Kits - Giveaway	Per kit delivered
Existing Homes	Home Performance with 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
Multi-family	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 For Period Ending PY22Q3															Appendix B
NJNG		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
		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	Current Quarter Reported Wholesale Energy Savings (DTh)	Current Quarter Lifetime Retail Savings (DTh)
Residential Programs	Sub-Program														
Efficient Products *	HVAC	1,156	6,385	1,845	28.9%	\$ 4,659	\$ -	\$ 10,021	0.0%	9,484	57,524	19,254	33.5%	19,446	173,005
	Community Kits	453	10,000	1,023	10.2%	\$ 38	\$ -	\$ 62	0.0%	74	11,200	166	1.5%	168	168,000
	Others (Online Marketplace & Washers/Dryers)	2,778	18,160	8,045	44.3%	\$ 388	\$ -	\$ 553	0.0%	7,435	53,187	25,956	48.8%	26,216	57,442
	Total Efficient Products	4,387	34,545	10,913	31.6%	\$ 5,085	\$ 17,795	\$ 10,636	59.8%	16,993	121,911	45,376	37.2%	45,830	398,447
Existing Homes	Home Performance with Energy Star *	209	670	272	40.6%	\$ 2,643	\$ 9,455	\$ 3,862	40.8%	3,805	20,694	5,459	26.4%	5,514	57,072
	Quick Home Energy Check-Up	388	1,500	706	47.1%	\$ 245	\$ 1,807	\$ 737	40.8%	152	1,964	428	21.8%	432	19,636
	Moderate-Income Weatherization	-	100	-	0.0%	\$ 126	\$ 2,283	\$ 288	12.6%	-	3,427	-	0.0%	-	34,272
Home Energy Education & Management	Behavioral	265,454	256,000	265,454	103.7%	\$ 400	\$ 1,846	\$ 1,209	65.5%	109,175	108,383	187,548	173.0%	189,423	325,148
Total Residential		270,438	292,815	277,345	94.7%	\$ 8,499	\$ 33,186	\$ 16,732	50.4%	130,125	256,378	238,811	93.1%	241,199	834,575
Business Programs	Sub-Program														
C&I Direct Install	Direct Install *	-	225	-	0.0%	\$ 147	\$ 15,219	\$ 412	2.7%	-	30,935	-	0.0%	-	-
Energy Solutions for Business	Prescriptive/Custom *	2	981	2	0.2%	\$ 171	\$ 6,983	\$ 339	4.9%	54	42,208	54	0.1%	54	735
	Energy Management	-	10	-	0.0%	\$ 42	\$ 1,032	\$ 84	8.1%	-	2,408	-	0.0%	-	-
	Engineered Solutions	-	7	-	0.0%	\$ 109	\$ 13,535	\$ 314	2.3%	-	30,609	-	0.0%	-	-
Total Business		2	1,223	2	0.2%	\$ 469	\$ 36,769	\$ 1,149	3.1%	54	106,160	54	0.1%	54	735
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%	\$ 83	\$ 7,399	\$ 216	2.9%	-	9,248	-	0.0%	-	-
Other Programs															
Home Optimization & Peak Demand Reduction		-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
Total Other						\$ -	\$ -	\$ -	0.0%						
Portfolio Total		270,440	295,191	277,347	94.0%	\$ 9,051	\$ 77,354	\$ 18,097	23.4%	130,179	371,786	238,865	64.2%	241,253	835,310
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 PY22Q3							
		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	301	1,544	\$ 1,891	\$8,130	3,968	15,286
	Community Kits	1,023	-	\$ 62	\$ -	166	-
	Others (Online Marketplace - Washers/Dryers)	-	8,045	\$ -	\$ -	-	25,956
Existing Homes	Home Performance with Energy Star ¹	-	272	\$ -	\$ 3,061	-	5,459
	Quick Home Energy Check-Up	-	706	\$ -	\$ 27	-	428
	Moderate Income Weatherization	-	-	\$ -	\$ -	-	-
Home Energy Education & Management	Behavioral ²	6,155	259,299	\$ 29	\$ 1,180	5,905	181,642
Total Residential		7,479	269,866	\$ 1,982	\$12,398	10,040	228,771
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-
	Direct Installation/MF QHEC	-	-	\$ -	\$ -	-	-
Other Programs							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
Total Other		-	-	\$ -	\$ -		
Portfolio Total		7,479	269,866	\$ 1,982	\$ 12,398	10,040	228,771
Supportive Costs Outside Portfolio							
¹ - Income-qualified customers are directed to participate through the Comfort Partners or Moderate Income Weatherization programs.							
² - NJNG began reporting Behavioral savings related to LMI in Q3.							

Energy Efficiency and PDR Savings Summary							Appendix D
For Period Ending PY22Q3							
		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	-	-	\$ -	\$ -	-	-
Energy Solutions for Business	Prescriptive/Custom	2	-	\$ 171	\$ -	54	-
	Energy Management	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
Total Business		2	-	\$ 171	\$ -	54	-
Multifamily	Prescriptive/Custom	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
Other Programs							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
Total Other		-	-	\$ -	\$ -	-	-
Portfolio Total		2	-	\$ 171	\$ -	54	-
Supportive Costs Outside Portfolio							

												Appendix E
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).												

New Jersey Natural Gas Over-Burdened Report - period 7/1/2020 through 6/31/2021								Appendix F
Territory-Level Benchmarks	Over-Burdened	Non-Over-Burdened	Total	Ratio				
# of Household Accounts	63,531	461,291	524,822	0.12				
# of Large Commercial Accounts	1,021	4,630	5,651	0.18				
# of Small Commercial Accounts	4,545	28,690	33,235	0.14				
Totals	69,097	494,611	563,708	0.12				
Territory-Level Benchmarks	Over-Burdened	Non-Over-Burdened	Total	Ratio				
Household Accounts - Annual Energy	50,795,592.00	447,697,983.74	498,493,576	0.10				
Large Commercial Accounts - Annual Energy	27,595,311.00	104,746,320.94	132,341,632	0.21				
Small Commercial Accounts - Annual Energy	41,411,785.00	235,537,917.21	276,949,702	0.15				
Totals	119,802,688.00	787,982,221.89	907,784,909.89	0.13				

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Participation								
Residential - Efficient Products	HVAC	Core	65	1,091	0.06	103	1,742	0.06
	Community Kits	Core	151	302	0.33	325	698	0.32
	Online Marketplace	Core	184	2,014	0.08	673	6,705	0.09
	Appliance Rebates - Washers/Dryers	Core	73	507	0.13	82	585	0.12
Total Efficient Products Participation			473	3,914	0.11	1,183	9,730	0.11
Residential - Existing Homes	Home Performance with Energy Star	Core	59	150	0.28	68	204	0.25
	Quick Home Energy Check-Up	Additional	24	364	0.06	52	654	0.07
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	28,159	237,295	0.11	28,159	237,295	0.11
Total Residential Participation			28,715	241,723	0.11	29,462	247,883	0.11
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	1	1	0.50	1	1	0.50
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Participation			1	1	0.50	1	1	0.50
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Participation			-	-	-	-	-	-
Total Core Participation			533	4,065	0.12	1,252	9,935	0.11
Total Additional Participation			28,183	237,659	0.11	28,211	237,949	0.11
TOTAL PARTICIPATION			28,716	241,724	0.11	29,463	247,884	0.11

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Annual Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	419	9,065	0.04	806	18,448	0.04
	Community Kits	Core	25	49	0.33	53	113	0.32
	Online Marketplace	Core	651	6,412	0.09	2,366	23,165	0.09
	Appliance Rebates - Washers/Dryers	Core	54	317	0.15	60	365	0.14
Total Efficient Products Annual Energy Savings (DTh)			1,148	15,845	0.07	3,285	42,091	0.07
Residential - Existing Homes	Home Performance with Energy Star	Core	623	3,182	0.16	802	4,657	0.15
	Quick Home Energy Check-Up	Additional	8	145	0.05	23	405	0.05
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	2,253	106,922	0.02	3,984	183,564	0.02
Total Residential Annual Energy Savings (DTh)			4,031	126,094	0.03	8,094	230,717	0.03
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	39	15	0.71	39	15	0.71
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Annual Energy Savings (DTh)			39	15	0.71	39	15	0.71
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Annual Energy Savings (DTh)			-	-	-	-	-	-
Total Core Annual Energy Savings			1,809	19,042	0.09	4,126	46,763	0.08
Total Additional Annual Energy Savings			2,261	107,067	0.02	4,007	183,969	0.02
TOTAL ANNUAL ENERGY SAVINGS			4,070	126,109	0.03	8,133	230,732	0.03

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Over-burdened	Quarter Non-Over-burdened	Quarter Ratio	YTD Over-burdened	YTD Non-Over-burdened	YTD Ratio
Lifetime Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	8,016	164,989	0.05	15,242	291,232	0.05
	Community Kits	Core	369	739	0.33	795	1,707	0.32
	Online Marketplace	Core	4,885	48,100	0.09	17,754	173,793	0.09
	Appliance Rebates - Washers/Dryers	Core	648	3,809	0.15	725	4,372	0.14
Total Efficient Products Lifetime Energy Savings (DTh)			13,919	217,636	0.06	34,515	471,105	0.07
Residential - Existing Homes	Home Performance with Energy Star	Core	9,338	47,734	0.16	12,035	69,716	0.15
	Quick Home Energy Check-Up	Additional	77	1,447	0.05	225	3,251	0.06
	Moderate-Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	6,758	318,390	0.02	11,952	650,395	0.02
Total Residential Lifetime Energy Savings (DTh)			30,092	585,208	0.05	58,727	1,194,467	0.05
C&I Direct Install	Direct Install	Core	-	-	-	-	-	-
Energy Solutions for Business	Prescriptive/Custom	Core	525	210	0.71	525	210	0.71
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Lifetime Energy Savings (DTh)			525	210	0.71	525	210	0.71
Multi-Family	HPwES	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multi-Family Lifetime Energy Savings (DTh)			-	-	-	-	-	-
Total Core Lifetime Energy Savings			23,781	265,580	0.08	47,074	541,031	0.08
Total Additional Lifetime Energy Savings			6,835	319,837	0.02	12,177	653,646	0.02
TOTAL LIFETIME ENERGY SAVINGS			30,616	585,418	0.05	59,252	1,194,677	0.05