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May 31, 2022

VIA ELECTRONIC MAIL ONLY

Carmen Diaz, Acting Secretary
New Jersey Board of Public Utilities
44 S. Clinton Avenue
P.O. Box 350
Trenton, NJ 08625
Board.secretary@bpu.nj.gov

**Re: Quarterly Progress Report of South Jersey Gas Company – 3rd Quarter Program
Year 2022
DOCKET NOS. QO19010040 & GO20090618**

Dear Acting Secretary Diaz:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the third quarter ("Q3") of Program Year 2022¹ ("PY22") of South Jersey Gas ("SJG" or "Company") with respect to its Clean Energy Act of 2018 Energy Efficiency ("EE") and Peak Demand Reduction ("PDR") Programs.

In accordance with the New Jersey Board of Public Utilities ("BPU") March 19, 2020 and June 10, 2020 Orders issued in BPU Docket No. EO20030254, hard copies are not being submitted at this time, but can be provided at a later time, if needed.

Energy Efficiency Program Progress - Executive Summary:

As of the third quarterly report, SJG continues to focus on implementing residential, multi-family and commercial programs and educating customers, contractors, and retailers on the portfolio of programs.

¹ For the purposes of these quarterly reports, the numbering of the quarters align 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).

South Jersey Gas has been offering energy efficiency programs since 2009. SJG has a robust contractor network for HVAC and Home Performance with Energy Star programs. This enabled us to quickly transition to the new programs. SJG launched an Efficient Products marketplace in 2019 that provides low cost energy efficiency measures through an online platform. SJG has had a Behavioral program in place since 2015. This provides an opportunity to educate customers on their energy usage and share energy efficiency programs and tips to reduce consumption. SJG has previously offered a Moderate Income Weatherization program that provides an opportunity for income eligible customer to receive no-cost efficiency measures and upgrades.

SJG was approved to offer an On-Bill Repayment Program (OBRP) to make energy efficiency upgrades more accessible to residential, multi-family, and commercial customers. As part of the approval and to assist customers with the challenges of the ongoing pandemic and facilitate recovery, SJG offered deferred on-bill repayments for the first year of the program – July 1, 2021, through June 30, 2022. To date, 962 residential customers have participated in OBRP.

SJG continued outreach to contractors during this quarter. SJG added three new contractors and provided onboarding training. SJG offered multiple training sessions. SJG had two sessions in January which focused on financing processes and a training in March which focused on rebate offerings. In addition, multiple one on one training meetings were held with contractors. The utilities established a recurring Home Performance contractor meeting which is designed to educate contractors, listen to their feedback, gain input, and share best practices. Meetings were held on February 17, 2022, and March 10, 2022. Topics discussed included Snugg Pro updates and air conditioning rating changes. On March 21, 2022, a meeting was open to all contractors to provide an overview of utility programs. More meetings are planned for Q4.

On February 1, 2022, SJG launched a HVAC Advertising Co-Op program available to contractors participating in the utility's HVAC financing program. SJG partnered with NJNG, JCIPL and ETG to develop the Advertising Co-Op program guidelines to ensure program consistency. The program offers contractors funding support for promoting the HVAC program through some of the following tactics like radio, print advertising, direct mail, and social media. Through March, SJG has had four contractors participate in the program. The utility hopes to continue to expand contractor participation in the program.

The utilities continued to collaborate and participate on working calls to ensure consistent implementation, address joint budget needs, and support contractors.

The Utilities are continuing to work on the development of the Statewide Coordinator (SWC) system that will facilitate the exchange of 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. The joint utilities continue to hold weekly meetings to coordinate on program budgets. The utilities have submitted a petition for consideration with a proposed solution for potential budget disparities. Accordingly, the information reflected within this quarterly report reflects all investments and financing made by South Jersey Gas including those as the Lead Utility on behalf of a Partner Utility. Energy savings shown within this report only reflects savings for South Jersey Gas's primary fuel.

South Jersey Gas has contracted Applied Energy Group on the development of Equity Metrics with the metrics agreed upon by the joint utilities. The utilities have submitted a petition for consideration with a proposed solutions for the budget disparities. The utilities worked to respond in a timely manner to all discovery requests.

SJG programs delivered 77,772 DTh of savings in the third quarter, or approximately 40% of the annual target.

Residential Sector

- The Residential Sector has seen the strongest performance relative to targets so far. This is due to the established interest in similar programs from previous cycles. South Jersey Gas continues to see interest in our residential programs. This is due to our established network of participating contractors.
- South Jersey Gas has contracted Honeywell as the implementation party for the residential programs, save for the Marketplace Program and the Behavioral Program which will be served by Uplight.
- The Existing Homes Home Performance with Energy Star program reported 809 DTh in energy savings or approximately 12% of program's the PY22 target. The Home Performance with ENERGY STAR Program saw 47 projects completed.
- The Behavioral program reported 58,544 DTh in energy savings or approximately 92% of the program's PY22 target. The Behavioral Program had 182,653 customers in the quarter's treatment group.
- The Efficient Products program reported 17,846 DTh in energy savings or approximately 17% of the program's PY22 target.
 - The Marketplace Program had 1,505 participants in this quarter.
 - The Appliance Rebates Program had 440 participants in this quarter.
 - SJG offers appliance rebates at 60 retail outlets including large and independent stores.
 - The HVAC Program had 1,512 participants in this quarter.
 - In this quarter, 29 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.
- The Quick Home Energy Check Up Program had 53 completed projects.
- The Moderate Income Weatherization Program had 45 completed projects.

Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- The Prescriptive and Customer Program had 1 participant in this quarter, with savings of 46 DTh.

- While the Small Business Direct Install Program did not have any projects completed during the reporting period, 18 audits were completed.
- The Engineered Solutions, and Energy Management Programs did not deliver any savings during the reporting period but outreach efforts to larger customers are in progress, and we expect these programs to start to ramp up.

Multi-Family Sector

- South Jersey Gas has contracted Honeywell as the implementation party for the Multi-Family Home Performance Program, and Multi-Family Direct Install Program.
- South Jersey Gas has contracted Applied Energy Group as the implementation party for Multi-Family Engineered Solutions and Multi-Family Prescriptive and Custom Programs
- No projects were completed during Q3.

Comfort Partners Summary

SJG continues to partner with the BPU and our utility partners to implement Comfort Partners and support our low-income customers. Comfort Partners had 115 participants for this quarter resulting in 1,304 DTh annual savings. Year to date, Comfort Partners have had 329 participants and 3,455 DTh annual savings.

Figure 1 shows that year to date natural gas savings is 88% of the PY22 annual savings goal, and program year to date spending is 48% of the PY22 expenditure target.

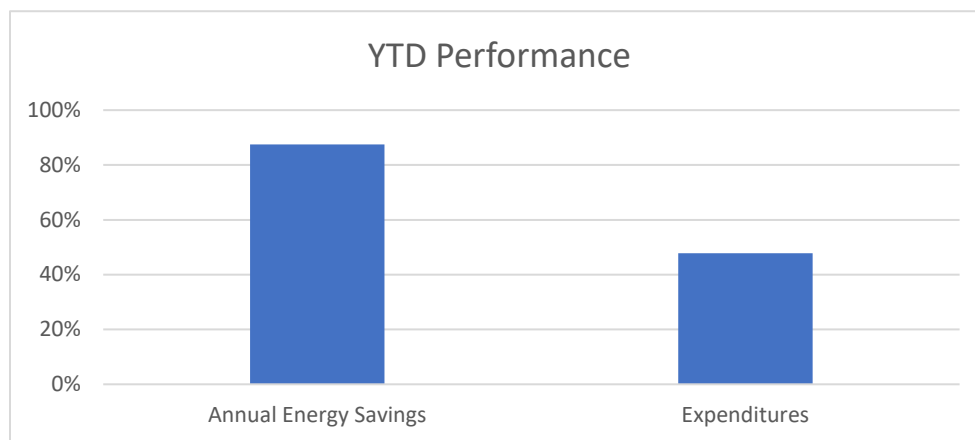


Figure 1: YTD performance of Annual Energy Savings and Budget

Table 1 – Quarterly Progress Table

	Current Quarter Retail Savings ¹	YTD Retail Savings ²	Current Quarter Wholesale Savings ³	Energy Efficiency Baseline	YTD Savings as Percent of Baseline	Annual Utility Retail Savings Target (DTh)	Percent of Annual Target Achieved
Annual Energy Savings (DTh)	77,772	168,005	78,901	50,984,969	0.33%	195,943	86%
Lifetime Savings (DTh)	393,869	1,097,923	399,583				
Low/Moderate-Income Lifetime Savings (DTh) ⁴	2,057	4,276	2,087				
Small Commercial Lifetime Savings (DTh) ⁵	0	0	0				

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, per the Avoided Cost Methodology in the NJ Cost Test.

⁴ Low/Moderate-Income lifetime savings are the total of Comfort Partners, or any income-qualified Residential or Multifamily program.

⁵ 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

Residential Programs had 186,255 participants and delivered 77,727 DTh of energy savings during the reporting period, amounting to 40% of the overall PY22 target. The savings were driven by the Efficient Products program and Home Performance with Energy Star program. The Efficient Products programs had 3,457 participants and delivered 17,846 DTh of energy savings. The Behavioral program had 182,653 participants and delivered 58,544 DTh of energy savings. The Commercial Programs had 1 participant and delivered 46 DTh of energy savings. To date, the utility administered programs delivered 168,005 DTh in savings or 86% of the PY22 annual target.

Expenditures during the quarter are approximately 18% of the budget for PY22 and were driven by Residential Programs. We expect expenditures to grow as Multi-Family, and more Commercial, projects begin to close. We are partnering with our implementation teams to develop marketing and outreach plans to connect customers with trade allies and present projects and establish a pipeline that will provide the participation needed to achieve our energy savings targets.

Table 2 – Quarterly Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	186,255	192,832	177,217	109%
Multi-Family	0	0	652	0%
C&I	1	3	858	0%
Reported Totals for Utility Administered Programs	186,256	192,835	178,727	108%
Comfort Partners ²	115	329	5,700	N/A
Utility Total	186,371	193,164	178,727	108%

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 South Jersey Gas and the other investor-owned electric and gas utility companies.

Quarterly Level Expenditures

The following table provides quarterly costs and budget variances by sector. South Jersey Gas's expenses for this quarter were 18% of the PY22 budget.

Table 3 – Quarterly Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$5,487	\$14,846	\$29,187	51%
Multi-Family	\$78	\$255	\$1,212	21%
C&I	\$173	\$500	\$2,238	22%
Reported Totals for Utility Administered Programs	\$5,738	\$15,601	\$32,637	48%
Comfort Partners	\$707	\$2,137	\$3,333	N/A
Utility Total	\$6,445	\$17,738	\$32,637	54%

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

Quarterly Level Energy Savings

The Residential Sector largely contributed to the energy savings in this quarter, reporting 77,727 DTh of energy savings, or 40% of the PY22 annual target. As outreach efforts continue, we expect a ramp up in activity, and energy savings, for the Commercial and Multi-Family Sectors.

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	77,727	167,186	184,301	91%
Multi-Family	0	0	1,801	0%
C&I	46	819	9,841	8%
Reported Totals for Utility Administered Programs	77,772	168,005	195,543	86%
Comfort Partners ²	1,304	3,455	33,830	N/A
Utility Total	79,076	171,460	195,943	88%

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

² Comfort Partners Annual Target Retail Savings is a statewide target.

Portfolio Expenditures Breakdown

Program expenditures reflect South Jersey Gas expenditures for the third quarter were 18% of the PY22 budget.

Table 5 – Quarterly Costs and Budget Variances by category ¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$0	\$109	\$610	18%
Utility Administration	\$144	\$503	\$1,079	47%
Marketing	\$99	\$212	\$738	29%
Outside Services	\$480	\$1,415	\$4,083	35%
Rebates ²	\$1,673	\$3,673	\$10,997	33%
No-or Low-Interest Loans	\$3,325	\$9,642	\$13,712	70%
Evaluation, Measurement & Verification (“EM&V”)	\$17	\$46	\$1,115	4%
Inspections & Quality Control	\$0	\$0	\$303	0%
Utility EE/PDR Total	\$5,738	\$15,601	\$32,637	48%

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

² Rebates include rebates and other direct investments.

Equity Metrics

SJG devoted considerable time during PY22Q3 to the development of infrastructure and processes supporting equity metric reporting. These equity metrics draw from the considerable work of the New Jersey Office of Environmental Justice's Overburdened Community (“OBC”) designations. Per New Jersey’s Environmental Justice Law, N.J.S.A. 13:1D-157, census block groups are identified as being an “Overburdened Community” when certain census criteria are met¹, and metrics reported herein reflect further direction from BPU Staff². These data are compiled into Table 6 detailing Quarterly Equity Performance.

SJG will continue to monitor these metrics as programs and offerings mature throughout the Triennial period. Data gathered in the Q3 effort is expected to be used in future quarters to target these customers that fall within the OBC designated census tracks.

¹ Per N.J.S.A. 13:1D-157: (1) at least 35 percent of the households qualify as low-income households; (2) at least 40 percent of the residents identify as a minority or as members of a State recognized tribal community; or (3) at least 40 percent of the households have limited English proficiency.

² Per guidance from BPU Staff, Overburdened Communities as used in Table 6 reflect those communities where at least 35 percent of the households qualify as low-income households, but exclude those communities that are solely designated as Minority, Limited English, or Minority and Limited English.

Table 6 – Quarterly Equity Performance

Territory-Level Benchmarks	Over-burdened ¹	Non-Over-burdened	Ratio ²
# of Household Accounts ³	78,317	303,690	0.26
# of Business Accounts ³	7,934	18,993	0.42
Total Annual Energy (DTh) ⁴	19,030,288	68,650,202	0.28

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Over-burdened ¹	Quarter Non-Over-burdened	Ratio ²	YTD Over-burdened	YTD Non-Over-burdened	Ratio
Participation								
Residential - Efficient Products	HVAC	Core	154	1358	0.11	238	2196	0.11
	Appliance Rebates	Core	45	395	0.11	67	649	0.10
	Online Marketplace	Core	229	1276	0.18	1075	5610	0.19
	Energy Efficient Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	2	45	0.04	21	189	0.11
	Quick Home Energy Checkup	Utility-Led	9	44	0.20	16	73	0.22
	Moderate Income Weatherization	Utility-Led	13	32	0.41	13	32	0.41
Home Energy Reports	Behavioral	Utility-Led	N/A	N/A	N/A	N/A	N/A	N/A
Commercial & Industrial	Direct Install	Core	0	0	N/A	0	0	N/A
	Prescriptive/Custom	Core	0	1	0.00	0	3	0.00
	Energy Management	Utility-Led	0	0	N/A	0	0	N/A
	Engineered Solutions	Utility-Led	0	0	N/A	0	0	N/A
Multifamily	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	0	N/A	0	0	N/A
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Participation			430	3075	0.14	1401	8647	0.16
Total Utility-Led Participation			22	76	0.29	29	105	0.28
Total Participation			452	3151	0.14	1430	8752	0.16
Annual Energy Savings (Dth)								
Residential - Efficient Products	HVAC	Core	1,394	10,292	0.14	1,972	16,147	0.12
	Appliance Rebates	Core	33	280	0.12	48	460	0.11
	Online Marketplace	Core	900	4,946	0.18	4,280	22,355	0.19
	Energy Efficient Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	36	773	0.05	371	3,833	0.10
	Quick Home Energy Check-Up	Utility-Led	21	67	0.31	31	138	0.22
	Moderate Income Weatherization	Utility-Led	141	299	0.47	141	299	0.47
Home Energy Reports	Behavioral	Utility-Led	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	0	N/A	0	0	N/A
	Prescriptive/Custom	Core	0	46	0.00	0	819	0.00
Energy Solutions for Business	Energy Management	Utility-Led	0	0	N/A	0	0	N/A
	Engineered Solutions	Utility-Led	0	0	N/A	0	0	N/A
	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multifamily	Multi-Family Direct Install	Core	0	0	N/A	0	0	N/A
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Annual Energy Savings			2363	16337	0.14	6672	43614	0.15
Total Utility-Led Annual Energy Savings			162	366	0.44	172	436	0.39
Total Annual Energy Savings			2525	16703	0.15	6844	44051	0.16
Lifetime Energy Savings (Dth)								
Residential - Efficient Products	HVAC	Core	23,595	171,356	0.14	33,308	270,359	0.12
	Appliance Rebates	Core	378	3,240	0.12	561	5,313	0.11
	Online Marketplace	Core	7,377	40,014	0.18	33,092	172,028	0.19
	Energy Efficient Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	719	18,145	0.04	7,397	79,253	0.09
	Quick Home Energy Checkup	Utility-Led	213	676	0.32	310	1,386	0.22
	Moderate Income Weatherization	Utility-Led	3,517	6,689	0.53	3,517	6,689	0.53
Home Energy Reports	Behavioral	Utility-Led	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	0	N/A	0	0	N/A
	Prescriptive/Custom	Core	0	911	0.00	0	16,282	0.00
Energy Solutions for Business	Energy Management	Utility-Led	0	0	N/A	0	0	N/A
	Engineered Solutions	Utility-Led	0	0	N/A	0	0	N/A
	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multifamily	Multi-Family Direct Install	Core	0	0	N/A	0	0	N/A
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Lifetime Energy Savings			32,069	233,666	0.14	74,357	543,235	0.14
Total Utility-Led Participation			3,730	7,365	0.51	3,827	8,075	0.47
Total Lifetime Energy Savings			35,799	241,031	0.15	78,184	551,309	0.14

¹ Across all programs, subprograms, or offerings, participation/ expenditures/ savings are classified as either in an Environmental Justice Overburdened Community census block or not based on the program participant's address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection (www.nj.gov/dep/ej/communities.html).

² The Ratio column shows the ratio of the overburdened metric over the non-overburdened metric. Comparing the territory-level benchmark ratios versus the program ratios shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program ratio is greater than the benchmark ratio, then the overburdened population is better represented in the program.

³ Estimation of accounts with overburdened designation determined to be active immediately preceding the current Plan Year.

⁴ Estimation of usage with overburdened designation for the 12-month period immediately preceding the current Plan Year.

If you have any questions, please feel free to contact me directly.

Respectfully,



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F109

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Appendix 1 – Participant Definitions

NJ Program		Participants (as lead utility)
Efficient Products	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Lighting - Upstream	Quantity of packages sold (based on SKU) - net of returns (negative in current period)
	Rebated Products	Quantity of units rebated (based on SKU)
	Mid-Stream Products	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	Appliance Recycling	Count of visits to premise not units
	Online Marketplace	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	EE Kits - Giveaway	Per kit delivered
	Consumer Electronics	For rebated programs, count of rebate applications For Midstream, every measure is considered a participant - net of returns (negative in current period)
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
Multifamily	HPwES	Count of completed HPwES projects
	Direct Install	Count based on number of projects completed
	Prescriptive/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

SGJ Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix 2A

For Period Ending PY22Q3

		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	N	O
		Current Quarter	Annual Forecasted Participation Number	Reported Participation Number YTD	YTD % of Annual Participants	Current Quarter (\$000)	Annual Forecasted Program Costs (\$000) ²	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)	Peak Demand Savings YTD (DT) ⁴	Current Quarter Lifetime Retail Savings (DTh)
Residential Programs	Sub Program or Category¹															
	HVAC	1,512		2,434		\$4,217		\$9,618		11,687		18,119		11,856		194,951
	Appliance Rebates	440		716		\$105		\$212		313		508		318		3,617
	Marketplace Efficient Products	1,505		6,685		\$148		\$720		5,846		26,632		5,931		47,391
	EE Giveaway Kits	0		0		\$0		\$0		0		0		0		0
	Subtotal Efficient Products	3,457	25,817	9,834	38%	\$4,470	\$20,073	\$10,550	53%	17,846	106,126	45,259	43%	18,105	0	245,960
	Home Performance with Energy Star*	47	200	210	105%	\$690	\$3,142	\$3,669	117%	809	6,598	4,205	64%	820		18,864
	Quick Home Energy Check-Up	53	850	89	10%	\$24	\$660	\$87	13%	88	2,403	169	7%	90		890
	Moderate Income Weatherization	45	350	45	13%	\$295	\$4,209	\$510	12%	440	5,754	440	8%	446		10,205
	Behavioral	182,653	150,000	182,653	122%	\$8	\$1,103	\$30	3%	58,544	63,420	117,113	185%	59,394		117,039
	Total Residential	186,255	177,217	192,832	109%	\$5,487	\$29,187	\$14,846	51%	77,727	184,301	167,186	91%	78,854	0	392,958
Business Programs	Sub-Program															
	C&I Direct Install	0	15	0	0%	\$94	\$1,357	\$235	17%	0	2,071	0	0%	0		0
	Prescriptive/Custom ³	1	843	3	0%	\$39	\$881	\$134	15%	46	7,770	819	11%	46		911
	Energy Management	0	0	0	N/A	\$13	\$0	\$47	N/A	0	0	0	N/A	0		0
	Engineered Solutions	0	0	0	N/A	\$27	\$0	\$84	N/A	0	0	0	N/A	0		0
	Total Business	1	858	3	0%	\$173	\$2,238	\$500	22%	46	9,841	819	8%	46	0	911
Multifamily Programs	Sub-Program															
	HPWES	0		0		\$4		\$19		0		0		0		0
	Direct Install	0		0		\$8		\$38		0		0		0		0
	Prescriptive/Custom*	0		0		\$0		\$0		0		0		0		0
	Engineered Solutions	0		0		\$66		\$197		0		0		0		0
	Subtotal Multifamily	0	652	0	0%	\$78	\$1,212	\$255	21%	0	1,801	0	0%	0	0	0
Other Programs																
	Home Optimization & Peak Demand Reduction															
	Total Other															
	Portfolio Total	186,256	178,727	192,835	108%	\$5,738	\$32,637	\$15,601	48%	77,772	195,943	168,005	86%	78,901	0	393,869
	Supportive Costs Outside Portfolio															

¹ Subprograms provide relevant forecasts as included in the Company's approved EE/PDR Plans. Program delivery elements are generally listed as categories for informational purposes only.

² 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.

³ Prescriptive/Custom Participation Number is reported on a Measure Level

⁴ 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.

* 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.

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix 2B

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	36	2,398	\$35	\$1,638	381	17,738
	Appliance Rebates	0	0	\$0	\$0	0	0
	Marketplace Efficient Products	0	6,685	\$0	\$612	0	26,635
	Efficient Products Kits	0	716	\$0	\$98	0	508
	Subtotal Efficient Products	36	9,799	\$35	\$2,348	381	44,881
Existing Homes	Home Performance with Energy Star ¹	0	210	\$0	\$1,026	0	4,205
	Quick Home Energy Check-Up	0	89	\$0	\$26	0	169
	Moderate Income Weatherization	45	0	\$210	\$0	440	0
Home Energy Education & Management	Behavioral	0	182,653	\$0	\$31	0	117,113
Total Residential		81	192,751	\$245	\$3,431	821	166,367
Multifamily	HPwES	0	0	\$0	\$0	0	0
	Direct Installation/MF QHEC	0	0	\$0	\$0	0	0
Total Multifamily		0	0	\$0	\$0	0	0
Home Optimization & Peak Demand Reduction							
Total Other		0	0	\$0	\$0	0	0
Portfolio Total		81	192,751	\$245	\$3,431	821	166,367
Supportive Costs Outside Portfolio							

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

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix 2C

For Period Ending PY22Q3 PYTD

		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	\$0	N/A	0	N/A
Energy Solutions for Business	Prescriptive/Custom	0	3	\$0	\$25	0	819
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Business		0	3	\$0	\$25	0	819
Multifamily	Prescriptive/Custom	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Multifamily		0	0	\$0	\$0	0	0
Home Optimization & Peak Demand Reduction							
Total Other		0	0	\$0	\$0	0	0
Portfolio Total		0	3	\$0	\$25	0	819
Supportive Costs Outside Portfolio							

Appendix 2D - South Jersey Gas Energy Efficiency Compliance Baselines and Benchmarks

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments (therms)	Adjusted Retail Sales (therms)	Compliance Baseline	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)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
South Jersey Gas	2019	7/1/18 - 6/30/19	574,069,243	45,731,813	528,337,431							
	2020	7/1/19 - 6/30/20	529,105,554	42,406,214	486,699,341							
	2021	7/1/20 - 6/30/21	551,325,543	36,813,250	514,512,294							
	Plan Year 2022					509,849,688	0.00%	-	0.00%	-	0.00%	0

Notes:

(A) Includes sales as reported on FERC Form-2, as adjusted for the given sales period (planning year)

(B) Includes adjustments to reflect [Electric Generation, etc.]

(E,G,I) No formal targets established for PY22 in the June 2020 CEA Framework Order. Using PY23 values as there are no PY22 goals.