



May 31, 2022

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

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

**Submitted via e-mail**

Dear 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 2022<sup>1</sup> ("PY22") of New Jersey Natural Gas ("NJNG" or "Company") with respect to its Clean Energy Act of 2018 Energy Efficiency ("EE") and Peak Demand Reduction ("PDR") Programs.

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

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

#### Overall Portfolio

The SAVEGREEN project, the customer branded name for NJNG's energy efficiency programs, has been serving customers since 2009. This report addresses new efforts for the expansion of the SAVEGREEN Project that occurred on July 1, 2021<sup>2</sup> to meet the requirements of the Clean Energy Act, including the transition of many programs that were previously administered by New Jersey's Clean Energy Program. NJNG worked closely with the other New Jersey Utilities ("Utilities") to develop coordinated programs to offer comprehensive solutions for our customers.

<sup>1</sup> For the purposes of the quarterly reports for this Program Year, the numbering of the quarters aligns to these dates:

**Q1** (7/1/21-9/30/21); **Q2** (10/1/21 - 12/31/21); **Q3** (1/1/22 - 3/31/22); **Q4** (4/1/22 - 6/30/22).

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-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’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 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 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.

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

- 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 project. 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

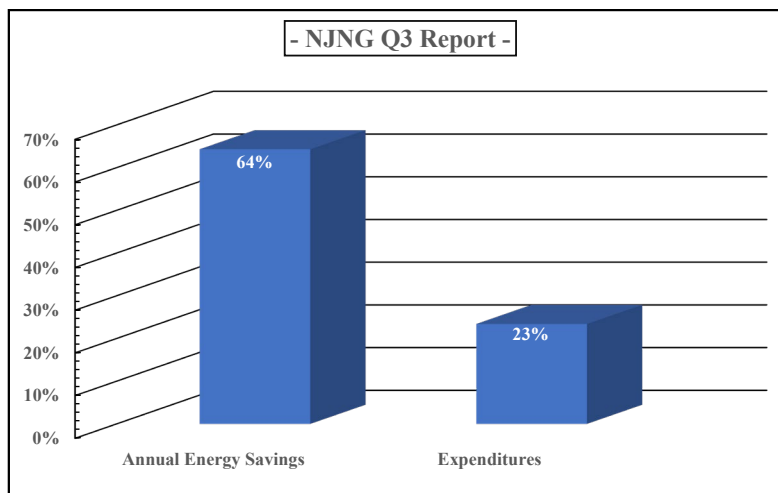


Table 1 - Quarterly Progress Table

	Current Quarter Annual Retail Energy Savings <sup>1</sup> (DTh)	Reported Retail Energy Savings YTD <sup>2</sup> (DTh)	Current Quarter Wholesale Savings <sup>3</sup> (DTh)	Energy Efficiency Baseline <sup>4</sup> (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) <sup>5</sup>	10,040	45,823	10,140				
Small Commercial Lifetime Savings (DTh) <sup>6</sup>	-	-	-				

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

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

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

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

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

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

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

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

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

<sup>2</sup> 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 <sup>1</sup>	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%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 9,051</b>	<b>\$ 18,097</b>	<b>\$ 77,354</b>	<b>23.4%</b>
Comfort Partners	\$ 1,422	\$ 3,981	\$ 5,741	69.3%
<b>Utility Total</b>	<b>\$ 10,473</b>	<b>\$ 22,078</b>	<b>\$ 83,095</b>	<b>26.6%</b>

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 <sup>1</sup>	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%
<b>Reported Totals for Utility Administered Programs</b>	<b>130,179</b>	<b>238,865</b>	<b>371,786</b>	<b>64.2%</b>
Comfort Partners	2,542	6,740	Note <sup>2</sup>	-
<b>Utility Total</b>	<b>132,721</b>	<b>245,605</b>	<b>371,786</b>	<b>66.1%</b>

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

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

### Portfolio Expenditures Breakdown

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 Category <sup>1</sup>**

<b>Total Utility EE/PDR</b>	<b>Quarter Reported (\$000)</b>	<b>YTD Reported <sup>2</sup> (\$000)</b>	<b>Full Year Budget (\$000)</b>	<b>Percent of Budget Spent</b>
<b>Capital Costs</b>	\$ 234	\$ 537	\$ 1,350	39.8%
<b>Utility Administration</b>	\$ 758	\$ 2,775	\$ 5,835	47.6%
<b>Marketing</b>	\$ 145	\$ 382	\$ 1,469	26.0%
<b>Outside Services</b>	\$ 651	\$ 760	\$ 2,215	34.3%
<b>Rebates</b>	\$ 2,283	\$ 4,167	\$ 34,546	12.1%
<b>No or Low-Interest Loans</b>	\$ 4,983	\$ 9,641	\$ 30,656	31.4%
<b>Evaluation, Measurement &amp; Verification (EM&amp;V)</b>	\$ 24	\$ 83	\$ 2,536	3.3%
<b>Inspections &amp; Quality Control</b>	\$ 22	\$ 71	\$ 159	44.7%
<b>Utility EE/PDR Total</b>	<b>\$ 9,100</b>	<b>\$ 18,416</b>	<b>\$ 78,766</b>	<b>23.4%</b>

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

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

Equity Metrics

NJNG’s team has been working on the foundational elements to report the Equity Metrics in the format requested by Board staff. While they are not available at the time of this submission, NJNG expects to have them available within the next few weeks. We will share this additional information when available and then will include as part of future reporting within this triennial.

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

Respectfully submitted,



Anne-Marie Peracchio  
 Managing Director Marketing and Energy Efficiency

Cc:  
 Philip Chao  
 Carmen Diaz  
 Brian Lipman  
 Maura Caroselli  
 Stacy Richardson

## Appendix A – Participant Definitions

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



**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)
<b>Residential Programs</b>	<b>Sub-Program</b>														
	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
	<b>Total Efficient Products</b>	<b>4,387</b>	<b>34,545</b>	<b>10,913</b>	<b>31.6%</b>	<b>\$ 5,085</b>	<b>\$ 17,795</b>	<b>\$ 10,636</b>	<b>59.8%</b>	<b>16,993</b>	<b>121,911</b>	<b>45,376</b>	<b>37.2%</b>	<b>45,830</b>	<b>398,447</b>
	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
	<b>Total Residential</b>	<b>270,438</b>	<b>292,815</b>	<b>277,345</b>	<b>94.7%</b>	<b>\$ 8,499</b>	<b>\$ 33,186</b>	<b>\$ 16,732</b>	<b>50.4%</b>	<b>130,125</b>	<b>256,378</b>	<b>238,811</b>	<b>93.1%</b>	<b>241,199</b>	<b>834,575</b>
	<b>Business Programs</b>														
	<b>Sub-Program</b>														
	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%	-	-
	<b>Total Business</b>	<b>2</b>	<b>1,223</b>	<b>2</b>	<b>0.2%</b>	<b>\$ 469</b>	<b>\$ 36,769</b>	<b>\$ 1,149</b>	<b>3.1%</b>	<b>54</b>	<b>106,160</b>	<b>54</b>	<b>0.1%</b>	<b>54</b>	<b>735</b>
	Multi-Family *														
	HPwES	-	375	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Direct Install	-	750	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Prescriptive/Custom *	-	22	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	Engineered Solutions	-	6	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	<b>Total Multi-Family</b>	<b>-</b>	<b>1,153</b>	<b>-</b>	<b>0.0%</b>	<b>\$ 83</b>	<b>\$ 7,399</b>	<b>\$ 216</b>	<b>2.9%</b>	<b>-</b>	<b>9,248</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>
	<b>Other Programs</b>														
	Home Optimization & Peak Demand Reduction	-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-
	<b>Total Other</b>					<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.0%</b>						
	<b>Portfolio Total</b>	<b>270,440</b>	<b>295,191</b>	<b>277,347</b>	<b>94.0%</b>	<b>\$ 9,051</b>	<b>\$ 77,354</b>	<b>\$ 18,097</b>	<b>23.4%</b>	<b>130,179</b>	<b>371,786</b>	<b>238,865</b>	<b>64.2%</b>	<b>241,253</b>	<b>835,310</b>
	<b>Supportive Costs Outside Portfolio</b>					<b>\$ 246</b>	<b>\$ 1,413</b>	<b>\$ 504</b>	<b>35.7%</b>						

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

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

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

Energy Efficiency and PDR Savings Summary								Appendix C
For Period Ending 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 <sup>1</sup>	-	272	\$ -	\$ 3,061	-	5,459	
	Quick Home Energy Check-Up	-	706	\$ -	\$ 27	-	428	
	Moderate Income Weatherization	-	-	\$ -	\$ -	-	-	
Home Energy Education & Management	Behavioral <sup>2</sup>	6,155	259,299	\$ 29	\$ 1,180	5,905	181,642	
<b>Total Residential</b>		<b>7,479</b>	<b>269,866</b>	<b>\$ 1,982</b>	<b>\$12,398</b>	<b>10,040</b>	<b>228,771</b>	
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-	
	Direct Installation/MF QHEC	-	-	\$ -	\$ -	-	-	
<b>Other Programs</b>								
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-	
<b>Total Other</b>		-	-	\$ -	\$ -			
<b>Portfolio Total</b>		<b>7,479</b>	<b>269,866</b>	<b>\$ 1,982</b>	<b>\$ 12,398</b>	<b>10,040</b>	<b>228,771</b>	
<b>Supportive Costs Outside Portfolio</b>								

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

<sup>2</sup> - NJNG began reporting Behavioral savings related to LMI in Q3.

<b>Energy Efficiency and PDR Savings Summary</b>							<b>Appendix D</b>
<b>For Period Ending PY22Q3</b>							
		<b>Participation</b>		<b>Incentive Expenditures (Customer Rebates and Low/no-cost Financing)</b>		<b>Ex Ante Energy Savings</b>	
		<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
		<b>Reported Participation Number YTD</b>		<b>Reported Incentive Costs YTD (\$)</b>		<b>Reported Retail Energy Savings YTD (DTh)</b>	
<b>Business Programs</b>	<b>Sub-Program</b>	<b>Small Commercial</b>	<b>Large Commercial</b>	<b>Small Commercial</b>	<b>Large Commercial</b>	<b>Small Commercial</b>	<b>Large Commercial</b>
C&I Direct Install	Direct Install	-	-	\$ -	\$ -	-	-
Energy Solutions for Business	Prescriptive/Custom	2	-	\$ 171	\$ -	54	-
	Energy Management	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
<b>Total Business</b>		<b>2</b>	<b>-</b>	<b>\$ 171</b>	<b>\$ -</b>	<b>54</b>	<b>-</b>
Multifamily	Prescriptive/Custom	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>2</b>	<b>-</b>	<b>\$ 171</b>	<b>\$ -</b>	<b>54</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>							

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments	Adjusted Retail Sales	Compliance Baseline <sup>2</sup>	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) <sup>1</sup>	(F) = (E) * (D)	(G) <sup>1</sup>	(H) = (G) * (D)	(I) <sup>1</sup>	(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.

<sup>1</sup> - (E,G,I) No formal targets established for PY22 in the June 2020 CEA Framework Order.

<sup>2</sup> - 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).