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October 16, 2023

**VIA ELECTRONIC MAIL**  
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[board.secretary@bpu.nj.gov](mailto:board.secretary@bpu.nj.gov)

**REPORT CORRECTED FOR RESUBMISSION  
NOVEMBER 14, 2023**

Sherri L. Golden, RMC  
Secretary of the Board  
Board of Public Utilities  
44 South Clinton Avenue, 1<sup>st</sup> Floor  
P.O. Box 350  
Trenton, New Jersey 08625-0350

**RE:** Atlantic City Electric Company Energy Efficiency Program Year Two – Quarter 4 Report

In the Matter of the Petition of Atlantic City Electric Company for Approval of an Energy Efficiency Program, Cost Recovery Mechanism, and Other Related Relief for Plan Years One Through Three  
BPU Docket No. EO20090621

In the Matter of the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs  
BPU Docket No. QO19010040

Dear Secretary Golden:

By way of follow up to, and in compliance with, the above referenced Decision and Order Approving Stipulation dated April 27, 2021, and the New Jersey Board of Public Utilities' ("BPU" or the "Board") Order issued in connection with *In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs*, BPU Docket Nos. QO19010040, QO19060748, and QO17091004, dated June 10, 2020, following for filing is the Annual Progress Report, which includes activity through Quarter Four ("Q4") of

Program Year (“PY”) 2023 (“PY23”)<sup>1</sup> of Atlantic City Electric Company (“ACE” or the “Company”) with respect to its Clean Energy Act of 2018 (“CEA”) Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

## Energy Efficiency Program Progress - Executive Summary

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ACE began offering its portfolio of EE programs on July 1, 2021. The portfolio includes distinct programs across the Residential, Multi-family, and Commercial and Industrial (“C&I”) sectors. These programs include a diverse array of sub-programs and participation pathways designed to engage each unique segment of customers and make it easy to reduce energy usage.

The Residential and Multi-family sectors are made up of the following offerings:

- Behavioral: This program includes behavioral initiatives and energy education. The Home Energy Report (“HER”) influences the utility customers, including low to moderate-income (“LMI”) customers, and provides a personalized education, including guidance on low and no-cost energy-saving strategies.
- Efficient Products: This program provides incentives and rebates for energy-efficient products, including those offered at retail and through the online marketplace, such as lighting, appliances, and heating, ventilation, and air conditioning (“HVAC”) equipment, as well as appliance recycling.
- Existing Homes: Home Performance with ENERGY STAR<sup>®</sup> (“HPwES”): This sub-program provides incentives to encourage customers to pursue comprehensive upgrades to their homes.
- Existing Homes: Quick Home Energy Check-Up (“QHEC”): This sub-program helps customers understand their best opportunities to save energy through an in-home consultation and ensures savings through the direct installation of energy-saving measures. It is designed to help renters as well as homeowners and promotes additional energy-saving programs and opportunities that are appropriate for the customer.

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<sup>1</sup>For purposes of these quarterly reports, the numbering of the quarters aligns to these dates: **Q1** (7/1/2022 - 9/30/2022); **Q2** (10/1/2022 - 12/31/2022); **Q3** (1/1/2023- 3/31/2023); and **Q4** (4/1/2023 - 6/30/2023).

- Existing Homes: Moderate Income Weatherization (“Home Weatherization”): This sub-program provides an opportunity for low to moderate-income customers to receive EE measures and upgrades at no cost.
- Multi-family: This program provides maximum customer flexibility to meet the specific needs of each customer. A structured screening review is used to determine the customer’s needs and develop a tailored EE solution.

The following table provides an overview of all programs that the Company currently offers to residential and multi-family customers and the date ACE launched these programs.

<b>Program</b>	<b>Sub-program</b>	<b>Date Launched</b>
Behavior <sup>1</sup>	Home Energy Reports	January 1, 2023
Efficient Products	HVAC	July 1, 2021
	Lighting	July 1, 2021
	Online Marketplace	October 14, 2021
	Appliance Rebates	July 1, 2021
	Appliance Recycling	July 1, 2021
Existing Homes	HPwES	July 1, 2021
	QHEC <sup>2</sup>	Existing program from merger commitment
	Moderate-Income Weatherization	September 1, 2021
Multi-family	Multi-family	September 1, 2021

<sup>1</sup> Rate Payer funded January – June 2023

<sup>2</sup> Merger/legacy commitment programs also defined as “Other Programs.”

The C&I EE and conservation programs included in the program portfolio consist of the following:

- Small Business Direct Install (“SBDI”): This sub-program provides a no-cost audit and direct-install measures and incentives for comprehensive retrofit projects. Non-residential customers can also receive financing for project costs.
- Energy Solutions for Business: Prescriptive and Custom: This sub-program provides prescriptive and custom measures for lighting, HVAC, controls, and other C&I equipment.
- Energy Solutions for Business: Engineered Solutions: This sub-program provides tailored EE savings for medium to large commercial customers, including municipalities, universities, schools, hospitals, and non-profit entities.

- Energy Solutions for Business: Energy Management: This sub-program provides incentives to C&I customers to allow customers to manage their energy consumption more efficiently at their facilities. The sub-program includes incentives for several approaches to energy management focused on optimizing equipment and processes at commercial facilities.

The following table provides an overview of all programs that the Company currently offers to C&I customers and the date ACE launched the programs.

<b>Program</b>	<b>Sub-program</b>	<b>Date Launched</b>
Energy Solutions for Business	Prescriptive / Custom	July 1, 2021
SBDI	N/A	August 1, 2021
Energy Solutions for Business	Energy Management	October 1, 2021
Energy Solutions for Business	Engineered Solutions	October 1, 2021

## Challenges and Program Observations

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### Commercial and Industrial

As previously reported, the ACE SBDI program has encountered a number of challenges in deployment through mid-PY23. As a result, a comprehensive program analysis was conducted leading to many recommended enhancements (detailed in the PY23 Q3 report). These enhancements helped to jumpstart program participation, producing positive results as we head into PY24. In PY23 the Company recorded 25 projects where participants earned \$211,864 in incentives resulting in 378 MWh of annual savings. This compares to no participants through PY23 Q2. The Company continues to closely monitor SBDI performance and will make adjustments as necessary heading into PY24. It should be noted, however, that, although SBDI program performance is improving, it is unlikely that the projected participant goal of 414 projects will be realized by the end of the Triennium.

As recent attention has shifted to planning for the second Triennium, ACE and its peer utilities have focused on proposed changes that, if successful, should open up SBDI participation to a broader customer base, including overburdened communities (“OBCs”) and public entities governed by New Jersey contracting and procurement requirements (among them, but not limited to, competitive bidding guidelines). ACE anticipates a removal or relaxation of the requirement for public entities to competitively bid SBDI projects will result in further increased SBDI program

participation if and when this change is adopted. In preparation for the second Triennium, the Company is in discussions with its peer utilities to consider transitioning to a closed SBDI Trade Ally network that may better support interactions with public entities, and additionally be more effective as compared to the current open Trade Ally network structure in building additional momentum and results into the future.

Additionally, the C&I joint utility working group has come to a consensus that the existing Energy Analysis Tools (“EATs”) have been challenging to update having been developed under common guidelines, but across multiple utilities in Triennial One (“T1”) and should be upgraded as the utilities position themselves for Triennial Two (“T2”). Utilities have agreed to the development of a single updated EAT platform and ongoing maintenance by a third party to be jointly funded by all utilities. The new EAT will instill consistency and data integrity across the utilities in how SBDI Trade Allies are delivering measures, savings, and incentives to customers across New Jersey. ACE has played a pivotal role in the joint utility working group in developing a scope of services for a third party to work against. This continues to be a work in progress and with an expectation that this new analytical tool can be funded for use in T2 or sooner if possible.

Finally, supply chain equipment delays associated with HVAC equipment continue to be a challenge for many related projects. Significant delays regarding lead times sometimes range from six months to a year causing estimated project completion dates to slip and accompanying challenges with forecasting accuracy primarily within the SBDI program.

The Engineered Solutions program has begun to see participation through a gas partner project nearing completion that will be recorded in PY24. Additionally, ACE has modified its delivery model for Engineered Solutions in an effort to increase participation through its qualified Trade Allies. Hence, additional Engineered Solutions projects are anticipated and awaiting participation agreements. ACE is anticipating further determination/guidance from the BPU on using Engineered Solutions as an adjunct to Energy Savings Improvement Projects, anticipating this will enhance participation results for Engineered Solutions going forward.

T2 planning and program design is nearing completion across several utility working groups. Significant resources and time continue to be expended to build consensus across the utilities for core programs to be offered in T2. A primary challenge associated with this is the varying markets across the utilities, hence, different needs associated with this to address program

changes. A market potential study is recommended to improve the understanding of the segment markets across the State and by utility that allows for more transparency and accuracy on future program assessments and design by unique utility service territories.

While a challenge across most programs/sub-programs in both the Residential and C&I sectors, the long-awaited commissioning of the Statewide Coordinator system will allow ACE to reimburse and invoice its partner utilities for shared customer measures (capturing associated savings accordingly).

## Residential

Significant challenges for ACE's Residential programs in meeting its goals included the enactment and implementation of State Law A5160 and the United States Department of Energy ("DOE") announcement of the Energy Independence and Security Act of 2007 ("EISA") backstop. The legislation known as A5160, enacted in January 2022, put minimum efficiency standards on several measures sold in New Jersey, chiefly State-regulated general service lamps which included reflectors and other specialty lamps. Other measures impacted by A5160 were air purifiers, faucet aerators, low-flow showerheads, computers, and monitors. The implementation of the EISA backstop established an efficiency requirement that all General Service Lamps must meet the minimum standard of 45 lumens per watt. The effect of these new requirements is that retail and wholesale selling of traditional and specialty incandescent or halogen incandescent bulbs will be phased out in 2023.

With the announcement of the new lighting rules, the DOE set up an enforcement mechanism that allowed companies to import non-compliant bulbs up until January 2023, and allowed retailers to sell non-compliant bulbs until June 30, 2023. Early to mid-2023, ACE anticipated program activity for residential lighting to significantly drop off and ceased offering discounted Light Emitting Diode ("LED") bulbs with sales remaining strong through the end of the fourth quarter. Lighting measures, along with low-flow showerheads and faucet aerators that are disbursed through a direct-install program, such as QHEC or Home Weatherization, will be allowed to continue to claim savings if ACE can verify that the replaced measure was of a lower efficiency.

This State law and legislation will also affect EE kits that are distributed by ACE through local food banks, pantries, and other non-profit organizations throughout the territory. EE kits previously consisting of four A19 bulbs and an advanced power strip will be revised beginning PY24 to include one 12oz spray foam with straw, 17' foam weatherstripping, one advanced power strip, five outlet gaskets, and five switch gaskets. With additional incentive dollars in play, the Company has also included spray foam in its appliance retail program, offering customers in-store discounts at the time of purchase.

The challenges once affecting the Appliance and HVAC programs faded as the year continued. Appliance sections on the Company's retail partners' sales floors have been filled with newer ENERGY STAR<sup>®</sup> rated models, and backorders are now a rarity. Like Appliances, HVAC has also caught up with backorders caused by supply chain issues as all orders have been fulfilled and contractors have been able to take on more work as a result. Trade Ally partners have been able to catch up as well. Parts for HVAC units being sold were previously on backorder due to the supply chain issues and have since been fulfilled with contractors being able to take on more work as a result.

The implementation of financing through the National Energy Improvement Fund ("NEIF") has also been a positive step forward, enabling the contractor to have more flexibility in driving customers to more EE HVAC units as payment options have expanded. Due to a lack of financing, customers waited longer before acquiring services and products or went with a less costly option based on what they could afford immediately rather than what could be financed, had NEIF been an option. This has resulted in an increase in submitted work and increased savings overall.

Driving participation in all Existing Homes programs remains a key challenge that ACE is actively addressing. Despite overall low participation, ACE's focus is centered on marketing and raising program awareness. Competition from partner utilities with convenient finance offerings (such as on-bill repayment) poses a challenge to ACE's offering. Additionally, HPwES projects resulted in relatively lower MWh savings compared to therm savings, which highlights the need for more diverse applications.

The QHEC program is also facing the challenge of actual savings falling short of modeled savings. As a result, the program is achieving less than half of the expected savings per participant. Meeting the T1 goals will require nearly double the planned number of participants.

Convincing potential participants of the legitimacy of both the QHEC and Multifamily programs is another shared challenge. To overcome misperceptions, ACE has taken steps such as providing branded apparel, developing informative handouts and flyers, issuing security badges, and increasing synergy with the ACE Call Center to validate field employees and program offerings. Connecting with property managers and owners, who have the authority to authorize and schedule installations, is a unique challenge within the Multifamily program.

Furthermore, raising awareness about Home Weatherization remains a concern. LMI targeted Direct Mail campaigns are expected to increase participation. Additionally, ACE will educate QHEC participants about additional energy-saving measures available, such as insulation, air sealing, and other measures that can yield more impactful results.

The Behavioral HER program's 2017 treatment wave has performed below expectations and the Company has implemented changes with that treatment group that should, over time, produce improved savings. ACE launched a newly re-randomized wave that has been in flight for about four months and has reported negative savings in those months. Low performance at the start of a new wave is due to several factors, such as time to receive reports in the mail, time for customers to familiarize themselves with the report, and for the behavioral nudges to kick in so that customers start to act. The program is exhibiting a slow ramping period as there has only been one print report sent to treatment customers when the new wave was launched, thus the program has not changed customer behavior in Q4. Behavioral programs typically experience a ramping up period of between six to 18 months before the wave starts to show consistent and statistically significant EE savings. In the first six months, ACE does not expect a wave to produce any significant results and it is common for waves to hover around minimal savings or to even dip into the negative, but it is important to note that the latest meter reads indicate positive savings going forward.

To address operational challenges, ACE is continually working to optimize the integration of ACE program activity with the eTRACK+ platform. During PY23, the program encountered some issues in processing applications, which led to reporting hurdles. However, the program

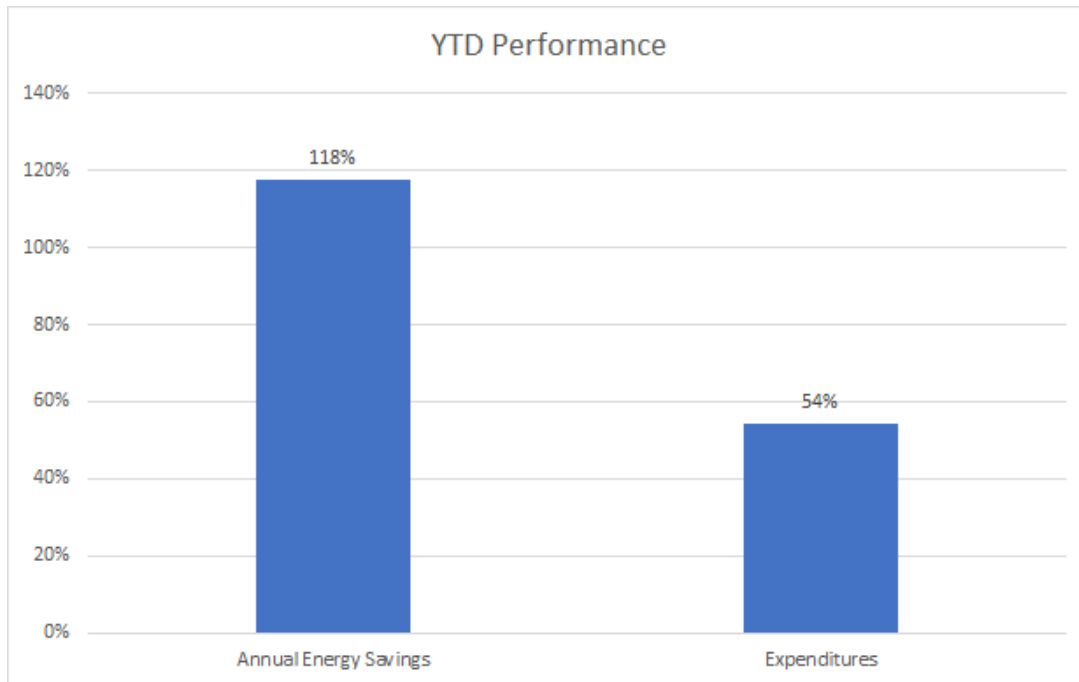


implementation team has been dedicated to resolving these problems and ensuring a smoother process.

## ACE EE Program Performance

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Figure 1 shows that the energy savings Year-to-Date (“YTD”) surpassed the PY23 annual savings goal, while spending less than budgeted.



*Figure 1: PY23 Performance of Annual Energy Savings and Budget*

Table 1 shows the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the Comfort Partners program. The Comfort Partners Program is the primary program serving low-income customers and is co-managed by the BPU’s Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies. As noted, “Other Programs” include merger/legacy commitment EE programs that were authorized or funded through a prior filing or authorization.

**Table 1 – Program Year-to-Date 2023 Program Results**

	Utility-Administered Programs ex-ante energy savings (MWh)	Comfort Partners ex-ante energy savings (MWh)	Other Programs ex-ante energy savings (MWh) <sup>1</sup>	Total ex-ante energy savings (MWh)	Compliance Baseline (MWh) <sup>2</sup>	Annual Target (%)	Annual Target (MWh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	16,217	95	522	16,834				
YTD	61,293	408	8,315	70,015	8,673,278	0.74%	64,182	109%

<sup>1</sup>Other Programs include merger/legacy-committed EE programs – QHEC and Behavior. Note: Behavioral was only merger funded through Q2 of PY23.

<sup>2</sup>Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year).

## Quantitative Performance Indicators (“QPIs”)

Quantitative Performance Indicators, as shown in Table 2, provides the results of the QPIs for all programs for which utilities are responsible, inclusive of the CEA-funded programs, Comfort Partners program, and any merger/legacy commitment EE programs administered by ACE that were authorized or funded by or through a prior filing or authorization.

**Table 2 – Quantitative Performance Indicators**

	Quarter				Year to Date				Annual Target <sup>1</sup>	Percent of Annual Target Achieved
	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results	Utility-Administered Plan Year Results YTD	Comfort Partners Plan Year Results YTD	Other Programs Plan Year Results YTD	Total Plan Year Results		
Annual Energy Savings (MWh)	16,217	95	522	16,834	61,293	408	8,315	70,015	59,556	28%
Lifetime Savings (MWh)	221,962	1,465	8,160	231,586	821,171	6,389	35,957	863,518		
Lifetime Persisting Demand Savings (MW-year)	20.997	0.295	1.892	23.184	87.096	1.359	4.188	92.643		
Annual Demand Savings (MW)	1.534	0.019	0.018	1.571	6.501	0.087	2.434	9.022		
Low/Moderate-Income Lifetime Savings (MWh)	2,286	1,465		3,751	3,649	6,389		10,039		
Small Commercial Lifetime Savings (MWh)	54,265			54,265	132,117			132,117		
Net Present Value of Utility Cost Test Net Benefits (\$)					\$ 23,809,361			\$ 23,809,361		

<sup>1</sup>Annual Targets reflect estimated impacts as filed by the Company's 2021-2024 Clean Energy Filing

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

### Efficient Products

The Efficient Products program continued to see consistent activity as Q4 PY23 closed. While the Lighting program reached its conclusion at the end of Q4, efforts were made by retail partners to ensure that the program ended successfully as visibility of products were improved to drive sales. Table events drove sales as field representatives continued to show the value of LED bulbs. The explanation to customers regarding the EISA decision increased the demand for lighting sales. Additionally, field representatives were able to cross-promote other EE subprograms such as Appliances, HVAC, and QHEC, that assist customers in becoming more

energy efficient and save money on their utility bills. This was done by presenting differences between phased out light bulbs and LED bulbs via the lighting box, discussing programs with customers, and distributing literature on the programs and rebates with QR codes directing customers to ACE's diverse offerings.

The Appliance Rebates program continued to see participation growth through Q4 resulting in a strong PY23 closing. In effort to recoup low participation from previous program years due to COVID restrictions and manufacturing delays, retailers and manufacturers teamed up to give customers the opportunity of maximum sale incentives coupled with rebates during holiday seasons. This includes Memorial Day, Independence Day, and Spring Black Friday. Manufacturers continued to produce new models of appliances at pre-pandemic rates. Consumers were provided an array of options for upgrading from inefficient appliances to newer energy efficient ENERGY STAR<sup>®</sup> rated appliances, such as refrigerators, washers, and dryers.

In late Q3, window air conditioning units were introduced, which experienced a surge in Q4 as the weather began to change to higher temperatures and increased humidity. Wi-fi enabled window air units, which give the consumer the ability to remotely control their units, also saw a boost in sales, adding to the program's success. The program experienced a temporary setback with the loss of the air purifier measure in Q3. However, with the increase in both window air conditioners and dehumidifiers, the program was able to recover from the loss.

As previously mentioned, the program planned a full year of table events with the intention of improving the program's visibility, which was a success. Customers were provided brochures and point of purchase ("POP") materials to identify eligible EE appliances. Customers also benefitted from in-person engagement with a knowledgeable field representative that could provide relevant information on all of ACE's residential programs. EE kits giveaways also provided an added layer of program promotion and awareness through community visibility and engagement.

The Online Marketplace program had a slower Q3 given the limited number of promotional opportunities. However, Q4 saw the highest level of customer participation in the program. Numbers were driven by a successful Earth Day campaign highlighting one dollar thermostat options. During the last three months of PY23, the program recorded over 1,800 participants. The program expects consistent sales going into the holiday season.

The HVAC program in Q4 continued to exceed projected numbers as funding options provided by NEIF gave customers the ability to finance more costly HVAC projects. The HVAC program saw consistent growth over the last two quarters with 451 units sold in the fourth quarter. The implementation of the NEIF finance program, which included zero percent financing offerings and tax incentives from the Inflation Reduction Act, provided additional monetary savings driving a substantial increase in demand from ACE customers. Overall, it has been a highly successful fiscal year for HVAC, a trend that should continue in PY24.

The Appliance Recycling program continues to see growth in customer participation. With the close of Q4, 675 units were collected, bringing the PY23 total to 2,209 units removed from the grid and contributing to the 3,051 EE units collected cycle-to-date. With email and direct mail postcards deployed early in Q4, marketing campaigns are still in place to encourage customers to continue recycling their outdated energy inefficient equipment. Q4 also saw the success of the inaugural Recycling Event held June 24<sup>th</sup> at the Lowes in Millville, New Jersey. A total of 180 dehumidifiers and room air conditioning units were collected.

Throughout Q4, the program team partnered with 17 non-profit organizations to distribute 19,428 EE kits, landing at the PY23 goal of distributing 40,000 kits. In addition to kits provided to payment centers for in-person assistance days and the recycling event, partnering non-profit organizations and events included the annual ACUA Earth Day Festival, Medford Lions Club, Winslow Township Juneteenth Festival, and the Rio Grande Family Success Center. Through the various customer interactions, the program team educated customers on the importance of EE, while reviewing other ACE programs including Appliance Recycling, Appliance Rebates, HVAC, and Home Weatherization.

## Existing Homes

The Existing Homes programs experienced increased participation in PY23, but overall participation levels remain lower than planned. Each sub-program faces unique challenges when it comes to driving participation. Therefore, it has become apparent that additional marketing efforts are needed to raise general awareness. The programs benefited from participating in community outreach events and appearing on local talk radio to promote ACE's EE programs.

The introduction of NEIF financing brought about an initial increase in participation for the HPwES program. However, this impact was not sustained as expected. There was a surge in activity when financing options became available and contractors completed pending projects. Participation levels returned to their previous state in the subsequent quarter. To ensure contractor engagement, the program has been focusing on expediting application processes, incentive payments, and overall communication improvements.

Participation in the QHEC program remained consistent throughout PY23. However, other post-pandemic impacts have slowed the return to volume, despite consistent participation. Overcoming challenges in maintaining a local canvassing team and restarting outreach activities during the spring has been a primary focus for this program.

Recruitment efforts have successfully brought in new canvassers, and increased demand to follow. The integration of the smart thermostat measure in Q3 has positively influenced participation and increased the overall savings generated by the program. Additionally, the addition of three new Building Performance Institute-certified efficiency auditors has effectively managed the growing volume. Emphasizing marketing strategies and enhancing the customer experience are key elements anticipated to have a positive impact on the program going forward.

Home Weatherization participation has remained low. In the absence of PY23 direct marketing or canvassing, the program has relied on web ads, “word of mouth,” and promotion at community events to drive participation. There is also the impression that many qualified customers may be participating through the Comfort Partners program. The program has compiled a backlog of “phase 2” retrofit work that is being assigned as the Company moves into PY24. These projects will result in exponentially more savings per participant when completed. Current applications are entirely “phase 1” direct install measures.

## Multi-family

ACE’s Multi-family program experienced an increase in PY23 activity and expected kWh savings per participant. The program gained momentum through the year, and the addition of a new account manager responsible for direct outreach has also yielded more property management interest and projects in Q4 and into PY24. Connecting with property managers and owners

continues to be a challenge and the program is considering data subscription services and collaboration with Multi-family C&I programs to continue bolstering participation.

## Behavioral

In March 2023, the Behavioral program re-randomized its largest wave (launched in August 2017) due to historically low performance. The new wave launched with plans for it to be fully ramped up by Fall 2023. In Q4, the program had 223,011 participants and saved -94 MWh. The reasons for negative energy savings are explained in the *Challenges and Observations* section of this report. However, the Behavioral program reported 8,623 MWhs in energy savings YTD. ACE will reflect the reallocation of budgets from Home Performance to Behavior in the amount of \$719,500 in PY24. This reallocation is consistent with what is reflected in the ACE Notification of Reallocation of Sub-Program Budgets letter to the BPU, dated May 16, 2023.

Over the past two quarters, ACE implemented changes to the Behavior program. Customers in the program experienced added language to weekly reports persuading customers to be mindful of their energy use despite being enrolled in a Budget Billing Program.

In May 2023, the Behavioral program launched many new insights for customers with the new addition of interval data for those residential accounts with Advanced Metering Infrastructure (“AMI”) meters:

### WAMIs (Weekly Advanced Metering Infrastructure) Communications

- Weekly Energy Updates are email reports sent to customers every week to inform them of their energy usage patterns, trends, and projected energy costs. With these emails, customers can better understand how their actions correspond to their utility bills, get a preview of their bills, and get helpful insights on how to adjust their energy usage.

### High Usage Alerts

- High Usage Alerts are digital messages sent to inform customers when they are on track for a high bill or high use for the current period. These communications can be sent via email, SMS text, phone voice recording or PUSH notification in the ACE mobile app.

#### ACE Web insights

- ACE launched a new web widget with enhanced data functionality called Bill Forecast. The Bill or Usage Forecast shows residential AMI customers their energy use or cost so far in the billing period, projected total energy use or cost for the period, and typical energy use or cost for the period based on their past energy use. The forecast informs customers before the end of the billing cycle if they are likely to have high energy use or costs compared to the same time the previous year.

### Commercial and Industrial

ACE has noted an increase in participation each quarter with PY23 having a total of 317 participants or a 248% increase over PY22. Prescriptive and Custom continues to be a strength with the majority of the participation increase. Opportunity for continued improvement with the Prescriptive and Custom subprogram has been recognized by the utility working group with a comprehensive review and updating as warranted of all incentives as part of the T2 planning.

The Energy Management sub-program has experienced participation in PY23 Q4 with both the Building Operator Certification and applications for Full Building Tune-Up measures. This is in comparison to no activity in PY22 within the Energy Management sub-program pathways. Fourteen Trade Allies are currently registered to support the program. Going forward, focus will be placed on the Trade Allies to support program participation. For example, a standard retro-commissioning measures calculator was developed, introduced, and training provided to Energy Management Trade Allies for the use in projects.

ACE has reflected the reallocation of budgets from SBDI to Prescriptive/Custom in the amount of \$3,721,031. This reallocation is consistent with what is reflected in the ACE Notification of Reallocation of Sub-Program Budgets letter to the BPU, dated May 16, 2023.

**Table 3 –Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	270,267	429,748	88,435	486%
Multifamily	140	1,377	2,088	66%
C&I <sup>2</sup>	93	317	126,748	0%
<b>Reported Totals for Utility Administered Programs</b>	<b>270,500</b>	<b>431,442</b>	<b>217,271</b>	<b>199%</b>
Comfort Partners <sup>3</sup>	120	507	619	82%
<b>Utility Total</b>	<b>270,620</b>	<b>431,949</b>	<b>217,890</b>	<b>198%</b>

<sup>1</sup>Note that these numbers are totals across all programs within a sector. The appendix shows the participation numbers for individual programs. Participation from merger-funded programming is not omitted from these values.

<sup>2</sup>The participant definition for the Prescriptive/Custom component of the Energy Solutions for Business program as agreed upon by the joint utilities represents the count of projects while the forecast established in ACE's filed plan represents the count of measures.

<sup>3</sup>Comfort Partners, the primary program serving low-income customers, is co-managed by the BPU's Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies.

## ACE Portfolio Expenditures

ACE's Residential and C&I programs spent approximately \$3.0 million ("M") and \$2.2 M, respectively, across all cost categories during Q4 of PY23. Also, ACE's Multi-family and Comfort Partners programs spent \$294,000 and \$593,000 in Q4, respectively.

**Table 4 –Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 2,955	\$ 9,325	\$ 15,852	59%
Multifamily	\$ 294	\$ 756	\$ 1,365	55%
C&I	\$ 2,235	\$ 8,871	\$ 17,858	50%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 5,484</b>	<b>\$ 18,952</b>	<b>\$ 35,074</b>	<b>54%</b>
Comfort Partners	\$ 593	\$ 2,040	\$ 2,375	86%
<b>Utility Total</b>	<b>\$ 6,077</b>	<b>\$ 20,992</b>	<b>\$ 37,449</b>	<b>56%</b>

<sup>1</sup>Expenditures include rebates, incentives, and loans, as well as program administration costs allocated across programs. Expenditures from merger-funded programming and Supportive Costs Outside Portfolio are omitted from these values.

## ACE Portfolio Annual Energy Savings

During Q4 of PY23, the utility administered programs generated 69,608 MWh of energy savings YTD. Comfort Partners also reached 408 MWh YTD. Regarding Residential and C&I's YTD performance, the Company recorded 47,326 MWh and 21,546 MWh of energy savings, respectively.



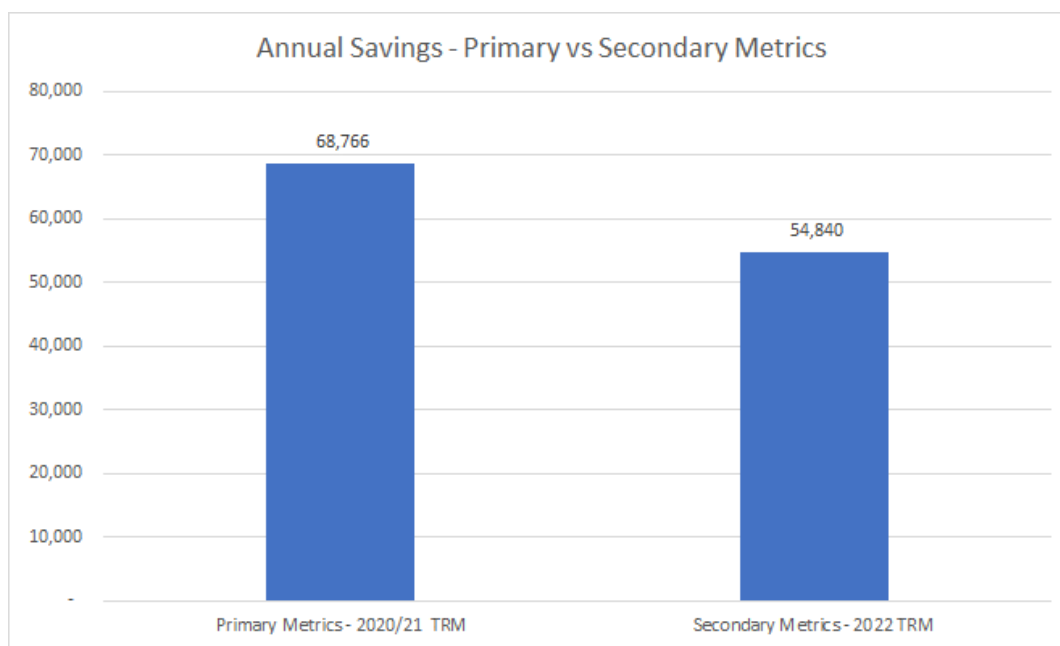
**Table 5 –Sector-Level Energy Savings**

Annual Energy Savings <sup>1</sup>	Quarter Retail (MWh)	YTD Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	9,723	47,326	19,882	238%
Multifamily	49	736	2,298	32%
C&I	6,967	21,546	37,376	58%
<b>Reported Totals for Utility Administered Programs</b>	<b>16,739</b>	<b>69,608</b>	<b>59,556</b>	<b>117%</b>
Comfort Partners	95	408	N/A	N/A
<b>Utility Total</b>	<b>16,834</b>	<b>70,015</b>	<b>59,556</b>	<b>118%</b>

<sup>1</sup> Annual energy savings represent the total expected annual savings from all energy efficiency measures within each sector and includes savings from merger-funded programs.

## Secondary Metrics

The June 2020 Board Order states that EE programs are evaluated with the Board approved 2020 Protocols to Measure Resource Savings (“2020 TRM”) or 2021 TRM Addendum throughout the first triennial. The Evaluation, Measurement and Verification (“EM&V”) Working Group agreed that the 2020 TRM and 2021 TRM Addendum have dated assumptions and models that lead to overestimation of savings. The EM&V Working Group created a 2022 TRM Addendum to address these issues. The annual energy savings using the 2020 TRM vs. the 2022 TRM Addendum are shown in Figure 2. The utilities’ performance is officially assessed based on values using the 2020 TRM, while the values using the 2022 TRM are provided for information and planning purposes.



## Portfolio Expenditures Breakdown

During Q4 of PY23, ACE continued spending in the cost categories that support planning, development, coordination, contracting, and systems development. These include Capital Costs, Utility Administration, and Outside Services. As new programs mature, ACE anticipates that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Loans, Evaluation, Measurement and Verification, and Inspections and Quality Control.

**Table 6 –Annual Costs and Budget Variances by Category**

Total Utility EE/PDR <sup>1</sup>	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent <sup>2</sup>
Capital Costs	\$ 1,058	\$ 1,340	\$ 500	268%
Utility Administration	\$ 467	\$ 1,507	\$ 1,371	110%
Marketing	\$ 318	\$ 1,432	\$ 1,499	96%
Outside Services	\$ 1,408	\$ 5,087	\$ 6,555	78%
Rebates	\$ 2,116	\$ 7,467	\$ 22,218	34%
No- or Low-Interest Loans	\$ 605	\$ 1,828	\$ 2,058	89%
Evaluation, Measurement & Verification ("EM&V")	\$ 308	\$ 971	\$ 904	107%
Inspections & Quality Control	\$ 64	\$ 210	\$ 220	96%
<b>Utility Total</b>	<b>\$ 6,342</b>	<b>\$ 19,843</b>	<b>\$ 35,324</b>	<b>56%</b>

<sup>1</sup> Categories herein align to ACE's EE plan as approved by the Board.

<sup>2</sup> While annual budgets are used for informational purposes, the portfolio is managed to a total not-to-exceed amount established by cost category for the full triennial program cycle.

## Equity Metrics

### Residential

The Efficient Products programs continued to coordinate with Dollar Tree and Habitat for Humanity ReStore partners to allow ACE access to additional customers within OBCs and provide education on EE programs along with the Lighting program. With the Lighting program concluding at the end of Q4, ACE lost the aforementioned retailers as well as other lighting-based stores. ACE replaced lighting with Home Weatherization taking its place in big box retailers such as Home Depot and Lowe's. As a result, ACE will continue participation with community outreach events using EE kits.

ACE continued to serve OBC communities with EE kit efforts by canvassing local food pantries, churches, senior communities, and LMI events such as the Pitman Senior Expo and the Gloucester County Senior Picnic. OBC and LMI residents often lack the monetary means to convert to EE solutions. These events continue to be important to the growth of the program. ACE, through these events, is provided additional opportunities to reach certain demographics that are not always attainable. Other outlets of note include Family Success Centers in Salem, Glassboro, Clementon, Egg Harbor Township, and the Juneteenth events in Bridgeton and Winslow Township. These venues allowed ACE to interact with underserved communities to educate attendees as well as give them a kick start in becoming energy efficient with EE kits. The events gave ACE the ability to speak with individuals and families on EE and bill assistance.

The Existing Homes programs participated in community events in partnership with other ACE EE program implementors to cross promote all program offerings and assistance available to underserved communities. Eleven events were attended in PY23, interacting with over 1,200 potential participants.

The programs also implemented targeted outreach strategies; notably, a direct mail campaign, specifically tailored for customers in LMI communities. In addition, dedicated canvassing efforts were coordinated in the same zip codes, enabling direct engagement with residents.

The Behavioral program estimated the portion of OBC savings based on the ratio of OBC customers in ACE territory divided by the ACE treatment customers in the Behavior program. Using this approach, the Company estimates OBC PY23 YTD retail savings of 2,682 MWh.

## Commercial and Industrial

During Q4 PY23, outreach to OBCs focused on increasing awareness of the ACE Energy Solutions for Business Programs among customers and contractors. In-person canvassing within targeted OBCs, in-person events, virtual and in-person meetings, along with phone and email campaigns, were part of an equitable focus on customers and contractors located in OBCs. Of the 13 new Trade Allies in Q4 PY23, eight or 62% are in a New Jersey OBC municipality, of which two or 15% of total new Trade Allies or 25% of new Trade Allies in New Jersey are located within the ACE territory. Six of the new Trade Allies are located outside the State. Sixty percent or 56

of the 93 completed projects in Q4 PY23 were in an OBC with a good pipeline of projects located in OBCs carrying forward into Q1 PY24.

Outreach to market sectors in April included calling campaign that targeted funeral homes located in OBCs. The outreach team conducted in-person canvassing campaigns of small businesses and contractors in the OBCs of Bridgeton, Deptford, Hammonton, Pittsgrove, and Ventnor. These canvassing campaigns enabled outreach to share program marketing assets with a total of 105 small businesses and contractors.

Also in April, the outreach team conducted campaigns for customer and Trade Ally recruitment and engagement with partner organizations covering OBCs. Engagement with partner organizations included the Outreach Team interacting with customers and contractors while exhibiting at the Lower Township Chamber of Commerce’s Business to Community Night and the Cape May County Chamber of Commerce’s Business at the Beach Expo in Wildwood, both within an OBC. Further engagement with partner organizations includes discussions regarding how the programs benefit the organizations’ member businesses, sharing of marketing assets, and identifying events and other opportunities to share program information with the organization’s members.

Trade Ally recruitment resulted in adding three new SBDI Trade Allies, one in an OBC in ACE territory and two in OBCs outside ACE. The one new Prescriptive/Custom Trade Ally added in April is located in an OBC municipality within ACE territory.

**Table 7 – Equity Performance**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	%OBC <sup>2</sup>
Population			
# of Household Accounts	109,691	377,690	22.5%
# of Business Accounts	17,167	44,320	27.9%
Total Annual Energy (MWh)	915,963	2,449,103	27.2%

ProgramsB9J76	Sub Program or Offering	Type of Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	%OBC <sup>2</sup>	Annual Overburdened <sup>1</sup>	Annual Non-Overburdened	%OBC <sup>2</sup>
<b>Participants</b>								
Residential - Efficient Products	HVAC	Core	35	510	6.4%	129	1,506	7.9%
	Appliance Rebates	Core	60	735	7.5%	364	3,006	10.8%
	Appliance Recycling	Core	49	363	11.9%	226	1,589	12.5%
	Online Marketplace	Core	208	1,623	11.4%	439	3,318	11.7%
	Food Banks	Core	2,800	6,914	28.8%	2,800	23,702	10.6%
Residential - Existing Homes	Others - Lighting	Core	10,236	22,443	31.3%	47,035	118,204	28.5%
	Home Performance with Energy Star	Core	1	56	1.8%	5	94	5.1%
	Quick Home Energy Check-Up	Additional	349	769	31.2%	1,610	2,498	39.2%
Res - Home Energy Education & Management	Moderate Income Weatherization	Additional	9	96	8.6%	35	177	16.5%
	Behavioral	Additional	69,356	153,655	31.1%	69,356	153,655	31.10%
C&I Direct Install	Direct Install	Core	23	1	95.8%	24	1	96.0%
	Prescriptive/Custom	Core	32	36	47.1%	142	148	49.0%
Energy Solutions for Business	Energy Management	Additional	1	-	100.0%	2	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
	Home Performance with Energy Star	Core	3	-	100.0%	3	-	100.0%
Multi-Family	Direct Install	Core	2	135	1.5%	837	537	60.9%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Participation			13,449	32,816	29.1%	52,004	152,105	25.5%
Total Additional Participation			69,715	154,520	31.1%	71,003	156,330	31.2%
Total Participation			83,164	187,336	30.7%	123,007	308,435	28.5%
<b>Annual Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	25	218	10.2%	88	691	11.2%
	Appliance Rebates	Core	5	71	6.7%	48	350	12.0%
	Appliance Recycling	Core	54	406	11.7%	253	1,758	12.6%
	Online Marketplace	Core	35	242	12.5%	68	486	12.3%
	Food Banks	Core	757	1,870	28.8%	757	6,443	10.5%
Existing Homes	Others - Lighting	Core	1,619	3,694	30.5%	6,950	18,424	27.4%
	Home Performance with Energy Star	Core	0	34	0.4%	4	68	5.6%
	Quick Home Energy Check-Up	Additional	177	438	28.8%	697	1,339	34.2%
Home Energy Education & Management	Moderate Income Weatherization	Additional	15	156	8.9%	45	236	16.2%
	Behavioral	Additional	(29)	(65)	31.1%	2,682	5,941	31.1%
C&I Direct Install	Direct Install	Core	297	61	83.0%	318	60	84.1%
	Prescriptive/Custom	Core	3,055	3,313	48.0%	7,755	12,931	37.5%
Energy Solutions for Business	Energy Management	Additional	241	-	100.0%	482	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
	Home Performance with Energy Star	Core	-	-	-	-	-	-
Multi-Family	Direct Install	Core	0	49	0.1%	428	308	58.2%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Annual Energy Savings			5,846	9,958	37.0%	16,669	41,518	28.6%
Total Additional Annual Energy Savings			404	530	43.3%	3,906	7,516	34.2%
Total Annual Energy Savings			6,251	10,488	37.3%	20,575	49,033	29.6%
<b>Lifetime Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	409	3,429	10.6%	1,435	10,876	11.7%
	Appliance Rebates	Core	62	834	6.9%	530	3,934	11.9%
	Appliance Recycling	Core	266	1,988	11.8%	1,233	8,550	12.6%
	Online Marketplace	Core	274	1,886	12.7%	564	4,018	12.3%
	Food Banks	Core	9,344	23,073	28.8%	9,344	79,584	10.5%
Existing Homes	Others - Lighting	Core	24,278	55,405	30.5%	104,251	276,367	27.4%
	Home Performance with Energy Star	Core	4	816	0.5%	103	1,715	5.7%
	Quick Home Energy Check-Up	Additional	2,358	5,896	28.6%	9,150	18,184	33.5%
Home Energy Education & Management	Moderate Income Weatherization	Additional	184	2,102	8.0%	523	3,126	14.3%
	Behavioral	Additional	(29)	(65)	31.1%	2,682	5,941	31.1%
C&I Direct Install	Direct Install	Core	4,458	860	83.8%	4,755	860	84.7%
	Prescriptive/Custom	Core	43,613	45,839	48.8%	111,134	185,311	37.5%
Energy Solutions for Business	Energy Management	Additional	2,217	-	100.0%	4,434	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
	Home Performance with Energy Star	Core	-	-	-	-	-	-
Multi-Family	Direct Install	Core	1	619	0.1%	5,081	3,440	59.6%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Lifetime Energy Savings			82,708	134,750	38.0%	238,431	574,654	29.3%
Total Additional Lifetime Energy Savings			4,729	7,934	37.3%	16,789	27,251	38.1%
Total Lifetime Energy Savings			87,437	142,684	38.0%	255,220	601,905	29.8%

<sup>1</sup>Across all programs, subprograms, or offerings, participation/savings are classified as either in a low-income 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](http://www.nj.gov/dep/ej/communities.html)).

<sup>2</sup>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.

## Benefit Cost Test Results

ACE’s PY2 EE portfolio is cost effective under the New Jersey Cost Test (“NJCT”) framework with a ratio of 2.84. Overall, the EE portfolio realized nearly \$62.2 M of total benefits compared to the portfolio costs of \$21.9 M according to the NJCT. That is, ACE customers realized \$40.3 M in net benefits from the EE programs in PY2. The C&I and Residential portfolios are cost effective with NJCT ratios of 2.80 and 2.98, respectively. Additionally, all individual programs, with the exception of Existing Homes and C&I Direct Install, achieved cost effectiveness under the NJCT.

The Company continues to have a high administration cost to incentive cost ratio leading to a lower NJCT result. As ACE continues to ramp up participation, this ratio should adjust. In PY2, ACE’s incentive spending was \$6.866 M and administrative spending was \$11.629 M.

The primary driver of NJCT costs was administrative costs (\$11.629 M), followed by customer incremental costs (\$10.266 M). The C&I Direct Install and Existing Homes programs contributed a small amount of savings and administrative costs to the portfolio in PY2 but did not achieve cost effectiveness.

Lighting measures are a primary driver of portfolio savings and NJCT benefits. Due to lighting interactive effects, there is a therm consumption increase contributing to a small negative benefit to the portfolio. Home energy reports contribute the largest single measure savings, followed by community kits; however, lamps and kits provide the greatest net benefits to the portfolio. All programs offered in PY2 -- except Other Programs and Multi-Family – result in a Participant Cost Test greater than one.

**Table 8 – Benefit-Cost Test Results**

	Initial						Final					
	NJCT	PCT	PACT	RIMT	TRCT	SCT	NJCT	PCT	PACT	RIMT	TRCT	SCT
Portfolio Total	3.8	5.5	3.2	1.5	2.9	7.4	2.84	10.81	1.29	0.28	1.09	1.36
C&I	5.2	6.5	4.8	2.0	3.9	11.0	2.80	4.98	1.69	0.33	1.17	1.46
Residential	3.1	5.5	2.7	1.1	2.4	5.2	2.98	22.08	0.96	0.23	1.02	1.25
C&I Direct Install	2.6	4.7	1.7	1.0	1.9	4.8	0.39	23.94	0.15	0.11	0.17	0.21
Efficient Products	4.6	10.2	3.7	1.2	3.5	7.5	4.24	25.88	1.25	0.24	1.42	1.79
Energy Solutions for Business	7.4	7.7	10.4	2.8	5.7	16.3	3.20	4.89	2.12	0.35	1.33	1.67
Existing Homes	1.6	2.7	1.3	0.8	1.2	2.7	0.82	4.99	0.30	0.15	0.27	0.33
Other Programs	2.9	4.8	2.6	1.1	2.6	3.9	3.92	-	1.84	0.31	1.84	1.84
Multi-Family	4.2	6.0	3.1	1.2	3.1	6.9	1.94	-	0.54	0.18	0.54	0.81

## Legacy Program Totals

The QHEC program used merger funds throughout all PY23. The Behavioral program was merger funded through Q2 of PY23. The table below provides the combined performance of these programs during their respective merger funded time periods in PY23.

**Table 9 - Legacy Program Totals**

Utility	(\$000's)		ELECTRIC SAVINGS - Installed			GAS & OTHER FUEL SAVINGS - Installed	
	Total Budget	Total Expenses	Peak Demand Electric Savings (MW)	Annual Electric Savings (MWh)	Lifetime Electric Savings (MWh)	Annual Gas Savings (MMBtu)	Lifetime Gas Savings (MMBtu)
ACE	\$ 1,418	\$ 1,418	3.059	8,315	33,614	3,797	35,372

## Conclusion

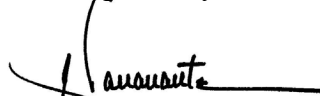
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ACE is pleased to provide the above information regarding the performance of the Company's portfolio of EE programs. ACE looks forward to continued collaboration with Board Staff, the New Jersey Division of Rate Counsel ("Rate Counsel"), and other parties to continue to address the challenges noted above and enhance the performance of these programs.

Pursuant to the Order issued by the Board in connection within *the Matter of 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 Annual Progress Report is being electronically filed with the Secretary of the Board, the Division of Law, and Rate Counsel. No paper copies will follow.

Feel free to contact the undersigned should you have any questions or concerns regarding this report.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Passanante", written over a horizontal line.

Philip J. Passanante  
An Attorney at Law of the  
State of New Jersey

Enclosures

cc: Service List



# Appendices

## Appendix A – Participation 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 - Projects are based on the building or could be several buildings (not units within a building) participation is the number of projects completed. A MF site with multiple buildings (e.g. garden apartment) will have multiple projects. Account numbers will need to be collected if measures are done associated with that account.
	Direct Install	Count based on number of projects completed - One to one - Project = participant and based on individual occupant/unit, participation as well as common areas. Account numbers will need to be collected if measures are done associated with that account and to tie to that location.
	Prescriptive/Custom	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Engineered Solutions	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Reporting Template Total	Count based on number of applications/projects completed, not account number

# Appendix B – Energy Efficiency and PDR Savings Summary

	Participation				Actual Expenditures				Ex Ante Energy Savings							**Supplement for Annual Report			
	A	B	C	D=C/B	E	F	G	H=G/F	I	J	K	L=K/I	M	N	O	P	Q	R	S
	Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) <sup>1,2</sup>	YTD Reported Program Costs (\$000)	YTD % of Annual Budget	Quarter Annual Retail Energy Savings (MWh)	Annual Forecasted Retail Energy Savings (MWh)	YTD Reported Annual Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Quarter Annual Wholesale Energy Savings (MWh)	YTD Retail Peak Demand Savings (MW)	Quarter Lifetime Retail Energy Savings (MWh)	YTD Lifetime Retail Energy Savings (MWh)	Current Quarter Retail Peak Demand Savings (MW)	Current Quarter Lifetime Wholesale Energy Savings (MWh)	Current Quarter Wholesale Peak Demand Savings (MW)
<b>Residential Programs</b>	<b>Sub Program or Category<sup>1</sup></b>																		
	545	N/A	1,635	N/A	\$ 947	N/A	\$ 2,209	N/A	243	N/A	778	N/A	271	0.325	3,838	12,311	0.104	4,279	0.118
	795	N/A	3,370	N/A	\$ 332	N/A	\$ 1,667	N/A	76	N/A	397	N/A	84	0.047	896	4,464	0.009	999	0.010
	412	N/A	1,815	N/A	\$ 191	N/A	\$ 766	N/A	461	N/A	2,011	N/A	513	0.322	2,254	9,783	0.073	2,513	0.083
	1,831	N/A	3,757	N/A	\$ 199	N/A	\$ 450	N/A	277	N/A	554	N/A	309	0.007	2,161	4,582	0.002	2,409	0.002
	9,714	N/A	26,502	N/A	\$ -	N/A	\$ -	N/A	2,627	N/A	7,200	N/A	2,929	0.655	32,417	88,928	0.241	36,145	0.273
	32,679	N/A	165,239	N/A	\$ 200	N/A	\$ 897	N/A	5,312	N/A	25,375	N/A	5,923	1.902	79,683	380,618	0.398	88,847	0.452
	<b>45,976</b>	<b>81,204</b>	<b>202,318</b>	<b>249.1%</b>	<b>\$ 1,871</b>	<b>\$ 5,013</b>	<b>\$ 5,990</b>	<b>119.5%</b>	<b>8,995</b>	<b>11,595</b>	<b>36,315</b>	<b>313.2%</b>	<b>10,030</b>	<b>3.258</b>	<b>121,248</b>	<b>500,686</b>	<b>0.827</b>	<b>135,192</b>	<b>0.937</b>
	<b>Home Performance with Energy Star*</b>																		
	57	281	99	35.2%	\$ 463	\$ 2,943	\$ 1,413	48.0%	34	627	72	11.5%	38	-	820	1,820	-	914	-
	1,118	6,500	4,108	63.2%	\$ 193	\$ 3,681	\$ 712	19.3%	616	6,835	2,035	29.8%	686	0.141	8,254	27,334	0.041	9,204	0.046
	<b>Moderate Income Weatherization</b>																		
	105	450	212	47.1%	\$ 283	\$ 4,215	\$ 925	21.9%	172	824	281	34.1%	192	0.017	2,286	3,649	0.009	2,549	0.045
	<b>Home Energy Education &amp; Management Behavioral<sup>3</sup></b>																		
	223,011	-	223,011	N/A	\$ 146	\$ -	\$ 286	N/A	(94)	-	8,623	N/A	(105)	2.293	(94)	8,623	(0.023)	(105)	(0.026)
<b>Total Residential</b>	<b>270,267</b>	<b>88,435</b>	<b>429,748</b>	<b>485.9%</b>	<b>\$ 2,955</b>	<b>\$ 15,852</b>	<b>\$ 9,325</b>	<b>58.8%</b>	<b>9,723</b>	<b>19,882</b>	<b>47,326</b>	<b>238.0%</b>	<b>10,841</b>	<b>5.709</b>	<b>132,514</b>	<b>542,112</b>	<b>0.854</b>	<b>147,754</b>	<b>1.003</b>
<b>Business Programs</b>	<b>Sub-Program</b>																		
	<b>C&amp;I Direct Install</b>																		
	24	180	25	13.9%	\$ 649	\$ 8,648	\$ 2,014	23.3%	358	8,363	378	4.5%	393	0.043	5,318	5,615	0.040	5,845	0.045
	<b>Energy Solutions for Business</b>																		
	68	126,542	290	0.2%	\$ 1,178	\$ 7,783	\$ 5,408	69.5%	6,368	27,604	20,686	74.9%	6,948	3.117	89,452	296,445	0.637	97,592	0.709
	1	25	2	8.0%	\$ 156	\$ 280	\$ 560	200.3%	241	801	482	60.2%	260	0.033	2,217	4,434	0.017	2,388	0.018
	-	1	-	N/A	\$ 253	\$ 1,146	\$ 890	77.6%	-	608	-	0.0%	-	-	-	-	-	-	-
<b>Total Business</b>	<b>93</b>	<b>126,748</b>	<b>317</b>	<b>0.3%</b>	<b>\$ 2,235</b>	<b>\$ 17,858</b>	<b>\$ 8,871</b>	<b>49.7%</b>	<b>6,967</b>	<b>37,376</b>	<b>21,546</b>	<b>57.6%</b>	<b>7,601</b>	<b>3.193</b>	<b>96,987</b>	<b>306,495</b>	<b>0.694</b>	<b>105,825</b>	<b>0.772</b>
	<b>Multi-Family*</b>																		
	3	N/A	3	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-	-	-	-
	137	N/A	1,374	N/A	\$ -	N/A	\$ -	N/A	49	N/A	736	N/A	54	0.033	620	8,522	0.004	691	0.005
	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-	-	-	-
	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-	-	-	-
	<b>140</b>	<b>2,088</b>	<b>1,377</b>	<b>65.9%</b>	<b>\$ 294</b>	<b>\$ 1,365</b>	<b>\$ 756</b>	<b>55.4%</b>	<b>49</b>	<b>2,298</b>	<b>736</b>	<b>32.0%</b>	<b>54</b>	<b>0.033</b>	<b>620</b>	<b>8,522</b>	<b>0.004</b>	<b>691</b>	<b>0.005</b>
	<b>Supportive Costs Outside Portfolio</b>																		
					\$ 858	\$ 950	\$ 890	93.7%											
<b>Portfolio Total</b>	<b>270,500</b>	<b>217,271</b>	<b>431,442</b>	<b>198.6%</b>	<b>\$ 6,342</b>	<b>\$ 36,024</b>	<b>\$ 19,843</b>	<b>55.1%</b>	<b>16,739</b>	<b>59,556</b>	<b>69,608</b>	<b>116.9%</b>	<b>18,496</b>	<b>8.935</b>	<b>230,122</b>	<b>857,129</b>	<b>1.552</b>	<b>254,270</b>	<b>1.780</b>

<sup>1</sup> 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.

<sup>2</sup> Annual Forecasted Program Costs reflect values anticipated in Board-approved Utility EE/PDR proposals and may incorporate budget adjustments as provided for in the June 10, 2020 Board Order.

<sup>3</sup> Quick Home Energy Check-Up and Behavioral Program costs in PY23 are supported by merger funding. For consistency with the Company's approved plan, the costs and participation counts for projects funded this way are excluded from the table above. Savings from these programs is included in this report as permitted by the June 10th Board Order.

<sup>4</sup> The participant definition for the Prescriptive/Custom component of the Energy Solutions for Business program as agreed upon by the joint utilities represents the count of projects while the forecast established in ACE's filed plan represents the count of measures.

<sup>5</sup> A budget shift from Home Performance with Energy Star to Behavioral & QHEC to HVAC were initiated in PY23. Updated contracts did not finish processing until after PY23 close; therefore these budget shifts will be reflected in PY24 Q1 reporting.

\* 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.

## Appendix C - Energy Efficiency and PDR Savings Summary, Electric LMI Customers

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Retail Energy Savings (MWh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	16	1,619	\$ 10	\$ 400	13	765
	Food Banks	26,502	-	\$ 734	\$ -	7,200	-
	Others	106	174,075	\$ 13	\$ 848	102	28,234
Existing Homes	Home Performance with Energy Star <sup>1</sup>	14	85	\$ 50	\$ 340	15	58
	Quick Home Energy Check-Up	2,715	1,393	\$ 591	\$ 351	1,214	822
	Moderate Income Weatherization	212	N/A	\$ 128	N/A	281	N/A
Home Energy Education & Management	Behavioral	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Residential</b>		<b>29,565</b>	<b>177,172</b>	<b>\$ 1,525</b>	<b>\$ 1,939</b>	<b>8,824</b>	<b>29,879</b>
Multi-Family	HPwES	3	-	\$ 156	\$ -	-	-
	Direct Installation/MF QHEC <sup>2</sup>	1,250	124	\$ 188	\$ 16	711	25
<b>Total Multi-Family</b>		<b>1,253</b>	<b>124</b>	<b>\$ 344</b>	<b>\$ 16</b>	<b>711</b>	<b>25</b>
<b>Other Programs</b>							
NONE		N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>30,818</b>	<b>177,296</b>	<b>\$ 1,869</b>	<b>\$ 1,955</b>	<b>9,535</b>	<b>29,904</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.

## Appendix D - Energy Efficiency and PDR Savings Summary, Electric Business Customers

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings		G	H	I	J	K	L
		A	B	C	D	E	F						
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Annual Retail Energy Savings (MWh)							
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	25	N/A	\$ 212	N/A	378	N/A	5,318	N/A	5,615	N/A	5,845	N/A
Energy Solutions for Business	Prescriptive/Custom	203	87	\$ 1,584	\$ 2,282	8,249	12,437	46,730	42,722	122,068	174,378	50,982	46,610
	Energy Management	2	-	\$ 2	\$ -	482	-	2,217	-	4,434	-	2,388	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Total Business</b>		<b>230</b>	<b>87</b>	<b>\$ 1,798</b>	<b>\$ 2,282</b>	<b>9,109</b>	<b>12,437</b>	<b>54,265</b>	<b>42,722</b>	<b>132,117</b>	<b>174,378</b>	<b>59,215</b>	<b>46,610</b>
Multi-Family	Prescriptive/Custom	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Other Programs</b>													
Home Optimization & Peak Demand Reduction		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Supportive Costs Outside Portfolio				\$ -	\$ -			54,265	42,722	132,117	174,378	59,215	46,610
<b>Portfolio Total</b>		<b>230</b>	<b>87</b>	<b>\$ 1,798</b>	<b>\$ 2,282</b>	<b>9,109</b>	<b>12,437</b>						

## Appendix E - Annual Baseline Calculation

Energy Efficiency Compliance Baselines and Benchmarks (MWh)												
Electric Utility	Plan Year	Sales Period	Sales (MWh)	Adjustments (MWh)	Adjusted Retail Sales (MWh)	Compliance Baseline (MWh)	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (MWh)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (MWh)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (MWh)
			(A)	(B)	(C) = (A)-(B)	(D) = Average (C)	(E)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
ACE	2020	7/1/19 - 6/30/20	9,434,779	979,076	8,455,703							
	2021	7/1/20 - 6/30/21	9,725,505	954,628	8,770,877							
	2022	7/1/21 - 6/30/22	10,200,284	1,407,029	8,793,255							
	Plan Year 2023	7/1/22 - 6/30/23		-	-	8,673,278	1.10%	95,406	0.36%	31,224	0.74%	64,182

### Notes:

(A) Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year)

(B) ACE totals for resale

(E,G,I) No formal targets were established for PY22 in the June 2020 CEA Framework Order

## Appendix F – Secondary Metrics

**Table F-1 – Sector-Level Energy Savings: Primary Metrics**

Annual Energy Savings <sup>1, 2</sup>	Annual Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	46,474	19,882	234%
Multifamily	745	2,298	32%
C&I	21,547	37,376	58%
Reported Totals for Utility Administered Programs	68,766	59,556	115%

**Table F-2 – Sector-Level Energy Savings: Secondary Metrics**

Annual Energy Savings <sup>1, 2</sup>	Annual Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	32,681	19,882	164%
Multifamily	619	2,298	27%
C&I	21,539	37,376	58%
Reported Totals for Utility Administered Programs	54,840	59,556	92%

<sup>1</sup> Annual energy savings represent the total expected annual savings from all energy efficiency measures within each sector, and not only those measures affected by the FY2022 TRM Addendum.

<sup>2</sup> Residential sector includes savings from ACE merger commitment programs.

**Appendix G – Ex-Ante Energy Savings Held for Transfer**

<b>Estimated Annual Energy Savings Held by ACE</b>	
<b>Program</b>	<b>Dth held for transfer</b>
Res Efficient Products	9,648
Home Performance with Energy Star	1,683
Quick Home Energy Check-Up	3,797
Moderate Income Weatherization	1,459
Multi-Family	4,333
C&I Prescriptive/Custom	2,078
C&I Small Business Direct Install	-
C&I Energy Management	1,440
C&I Engineered Solutions	-
<b>TOTAL</b>	<b>24,437</b>



# Appendix H – Cost Effectiveness Test Details

	Residential	Business	MF	Other	Total Portfolio	Energy Solutions for					Other	
						Efficient Products	C&I Direct Install	Business	Existing Homes	Programs	Multi-Family	
<b>Total Resource Cost Test (TRC)</b>						Quarter Retail Savings	YTD Retail Savings	Quarter Whole Savings	Energy Efficiency Baseline			
1 Lost Revenue from Energy Savings (kWh)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
2 Lost Revenue from Peak Demand Savings (kW)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
3 Lost Revenue from Gas Savings (Therms)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
4 Avoided Costs from Energy Savings (kWh)	\$ 7,410,028	\$ 12,532,717	\$ 300,268	\$ -	\$ 20,243,013	\$ 6,200,024	\$ 238,355	\$ 12,294,362	\$ 818,648	\$ 391,356	\$ 300,268	
5 Avoided Costs from Demand Savings (kW)	\$ 1,210,980	\$ 2,367,460	\$ 18,163	\$ -	\$ 3,596,603	\$ 937,798	\$ 64,343	\$ 2,303,117	\$ 68,219	\$ 204,962	\$ 18,163	
6 Avoided Costs from Gas Savings (Therms)	\$ 52,217	\$ (178,097)	\$ 95,626	\$ -	\$ (30,254)	\$ 81,433	\$ (7,201)	\$ (170,896)	\$ (29,217)	\$ -	\$ 95,626	
7 Environmental Adder	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
8 DRIPE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Benefit = 1+2+3+4+5+6+7+8</b>	<b>\$ 8,673,224</b>	<b>\$ 14,722,080</b>	<b>\$ 414,057</b>	<b>\$ -</b>	<b>\$ 23,809,361</b>	<b>\$ 7,219,255</b>	<b>\$ 295,498</b>	<b>\$ 14,426,582</b>	<b>\$ 857,651</b>	<b>\$ 596,318</b>	<b>\$ 414,057</b>	
9 Administrative Costs	\$ 6,202,775	\$ 4,657,427	\$ 768,464	\$ -	\$ 11,628,665	\$ 3,342,414	\$ 1,727,611	\$ 2,929,816	\$ 2,535,624	\$ 324,737	\$ 768,464	
10 Participant Incremental Costs	\$ 2,316,296	\$ 7,950,061	\$ -	\$ -	\$ 10,266,357	\$ 1,724,829	\$ 36,718	\$ 7,913,343	\$ 591,467	\$ -	\$ -	
11 Incentives	\$ 2,789,128	\$ 4,077,130	\$ -	\$ -	\$ 6,866,258	\$ 2,435,071	\$ 211,548	\$ 3,865,582	\$ 354,057	\$ -	\$ -	
<b>Total Costs (9+10+11)</b>	<b>\$ 8,519,071</b>	<b>\$ 12,607,487</b>	<b>\$ 768,464</b>	<b>\$ -</b>	<b>\$ 21,895,022</b>	<b>\$ 5,067,243</b>	<b>\$ 1,764,329</b>	<b>\$ 10,843,159</b>	<b>\$ 3,127,091</b>	<b>\$ 324,737</b>	<b>\$ 768,464</b>	
<b>Benefit Cost Ratio = (1+2+3+4+5+6+7+8)/(9+10+11)</b>	<b>1.02</b>	<b>1.17</b>	<b>0.54</b>	<b>-</b>	<b>1.09</b>	<b>1.42</b>	<b>0.17</b>	<b>1.33</b>	<b>0.27</b>	<b>1.84</b>	<b>0.54</b>	
<b>Participant Cost Test (PCT)</b>												
12 Lifetime Participant Benefits	\$ 88,919,372	\$ 40,404,457	\$ 1,918,657	\$ -	\$ 131,242,485	\$ 83,304,346	\$ 878,949	\$ 39,525,508	\$ 4,034,583	\$ 1,580,443	\$ 1,918,657	
13 Lifetime Repayment Benefits	\$ 4,027,226	\$ 8,111,558	\$ -	\$ -	\$ 12,138,784	\$ 3,218,863	\$ 36,718	\$ 8,074,839	\$ 808,363	\$ -	\$ -	
<b>Benefit Cost Ratio = (11+12+13)/9</b>	<b>22.08</b>	<b>4.98</b>	<b>-</b>	<b>-</b>	<b>10.81</b>	<b>25.88</b>	<b>23.94</b>	<b>4.89</b>	<b>4.99</b>	<b>-</b>	<b>-</b>	
<b>Program Administrator Cost Test (PAC)</b>												
<b>Benefit Cost ratio = (1+2+3+4+5+6+7+8)/(10+11+13)</b>	<b>0.96</b>	<b>1.69</b>	<b>0.54</b>	<b>-</b>	<b>1.29</b>	<b>1.25</b>	<b>0.15</b>	<b>2.12</b>	<b>0.30</b>	<b>1.84</b>	<b>0.54</b>	
<b>Ratepayer Impact Measure Test (RIM)</b>												
14 Lifetime utility Revenue Gained	\$ 8,673,224	\$ 14,722,080	\$ 414,057	\$ -	\$ 23,809,361	\$ 7,219,255	\$ 295,498	\$ 14,426,582	\$ 857,651	\$ 596,318	\$ 414,057	
15 Lifetime Utility Cost	\$ 37,566,189	\$ 44,348,685	\$ 2,295,354	\$ -	\$ 84,210,228	\$ 29,754,525	\$ 2,606,559	\$ 41,742,125	\$ 5,906,484	\$ 1,905,180	\$ 2,295,354	
<b>Benefit Cost ratio = (1+2+3+4+5+6+7+8+14)/(10+11+13+15)</b>	<b>0.23</b>	<b>0.33</b>	<b>0.18</b>	<b>-</b>	<b>0.28</b>	<b>0.24</b>	<b>0.11</b>	<b>0.35</b>	<b>0.15</b>	<b>0.31</b>	<b>0.18</b>	
<b>Societal Cost Test (SCT)</b>												
16 Avoided Costs from Energy Savings (kWh)	\$ 9,044,245	\$ 15,885,679	\$ 367,446	\$ -	\$ 25,297,370	\$ 7,635,836	\$ 302,621	\$ 15,583,058	\$ 1,017,054	\$ 391,356	\$ 367,446	
17 Avoided Costs from Demand Savings (kW)	\$ 1,455,835	\$ 2,990,074	\$ 22,620	\$ -	\$ 4,468,530	\$ 1,166,027	\$ 81,411	\$ 2,908,663	\$ 84,846	\$ 204,962	\$ 22,620	
18 Avoided Costs from Gas Savings (Therms)	\$ 49,701	\$ (230,588)	\$ 112,773	\$ -	\$ (68,114)	\$ 90,725	\$ (9,208)	\$ (221,380)	\$ (41,024)	\$ -	\$ 112,773	
19 Environmental Adder	\$ 137,543	\$ (213,009)	\$ 122,452	\$ -	\$ 46,986	\$ 175,102	\$ (9,079)	\$ (203,930)	\$ (38,115)	\$ 557	\$ 122,452	
<b>Total Benefit = (16+17+18+19)</b>	<b>\$ 10,687,325</b>	<b>\$ 18,432,155</b>	<b>\$ 625,291</b>	<b>\$ -</b>	<b>\$ 29,744,772</b>	<b>\$ 9,067,689</b>	<b>\$ 365,745</b>	<b>\$ 18,066,411</b>	<b>\$ 1,022,761</b>	<b>\$ 596,875</b>	<b>\$ 625,291</b>	
20 Participant Incremental Costs	\$ 2,316,296	\$ 7,950,061	\$ -	\$ -	\$ 10,266,357	\$ 1,724,829	\$ 36,718	\$ 7,913,343	\$ 591,467	\$ -	\$ -	
21 Administrative Costs	\$ 6,202,775	\$ 4,657,427	\$ 768,464	\$ -	\$ 11,628,665	\$ 3,342,414	\$ 1,727,611	\$ 2,929,816	\$ 2,535,624	\$ 324,737	\$ 768,464	
22 Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Costs = (20+21+22)</b>	<b>\$ 8,519,071</b>	<b>\$ 12,607,487</b>	<b>\$ 768,464</b>	<b>\$ -</b>	<b>\$ 21,895,022</b>	<b>\$ 5,067,243</b>	<b>\$ 1,764,329</b>	<b>\$ 10,843,159</b>	<b>\$ 3,127,091</b>	<b>\$ 324,737</b>	<b>\$ 768,464</b>	
<b>Benefit Cost Ratio = (16+17+18+19)/(20+21+22)</b>	<b>1.25</b>	<b>1.46</b>	<b>0.81</b>	<b>-</b>	<b>1.36</b>	<b>1.79</b>	<b>0.21</b>	<b>1.67</b>	<b>0.33</b>	<b>1.84</b>	<b>0.81</b>	
<b>New Jersey Cost Test (NJCT)</b>												
23 Lost Revenue from Energy Savings (kWh)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
24 Lost Revenue from Peak Demand Savings (kW)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
25 Lost Revenue from Gas Savings (Therms)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
26 Avoided Costs from Energy Savings (kWh)	\$ 21,265,242	\$ 29,216,338	\$ 866,416	\$ -	\$ 51,347,996	\$ 17,917,536	\$ 555,806	\$ 28,660,532	\$ 2,383,566	\$ 964,141	\$ 866,416	
27 Avoided Costs from Demand Savings (kW)	\$ 1,276,790	\$ 2,885,224	\$ 19,838	\$ -	\$ 4,181,851	\$ 1,022,623	\$ 78,560	\$ 2,806,664	\$ 74,411	\$ 179,755	\$ 19,838	
28 Avoided Costs from Gas Savings (Therms)	\$ 175,422	\$ (521,497)	\$ 364,610	\$ -	\$ 18,534	\$ 300,805	\$ (21,029)	\$ (500,467)	\$ (125,384)	\$ -	\$ 364,610	
29 Environmental Adder	\$ 134,580	\$ (211,265)	\$ 120,660	\$ -	\$ 43,976	\$ 171,764	\$ (8,974)	\$ (37,680)	\$ (37,680)	\$ 497	\$ 120,660	
30 DRIPE	\$ 1,345,398	\$ 2,371,366	\$ 54,267	\$ -	\$ 3,771,030	\$ 1,127,106	\$ 45,528	\$ 2,325,838	\$ 147,674	\$ 70,617	\$ 54,267	
31 NEB Adder	\$ 1,150,779	\$ 1,613,821	\$ 62,543	\$ -	\$ 2,827,143	\$ 966,191	\$ 31,718	\$ 1,582,102	\$ 127,393	\$ 57,195	\$ 62,543	
32 Lifetime Avoided Ancillary Services Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Benefit = (23+24+25+26+27+28+29+30+31+32)</b>	<b>\$ 25,348,210</b>	<b>\$ 35,353,986</b>	<b>\$ 1,488,334</b>	<b>\$ -</b>	<b>\$ 62,190,530</b>	<b>\$ 21,506,025</b>	<b>\$ 681,608</b>	<b>\$ 34,672,378</b>	<b>\$ 2,569,981</b>	<b>\$ 1,272,204</b>	<b>\$ 1,488,334</b>	
33 Administrative Costs	\$ 6,202,775	\$ 4,657,427	\$ 768,464	\$ -	\$ 11,628,665	\$ 3,342,414	\$ 1,727,611	\$ 2,929,816	\$ 2,535,624	\$ 324,737	\$ 768,464	
34 Participant Incremental Costs	\$ 2,316,296	\$ 7,950,061	\$ -	\$ -	\$ 10,266,357	\$ 1,724,829	\$ 36,718	\$ 7,913,343	\$ 591,467	\$ -	\$ -	
35 Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Costs = (33+34+35)</b>	<b>\$ 8,519,071</b>	<b>\$ 12,607,487</b>	<b>\$ 768,464</b>	<b>\$ -</b>	<b>\$ 21,895,022</b>	<b>\$ 5,067,243</b>	<b>\$ 1,764,329</b>	<b>\$ 10,843,159</b>	<b>\$ 3,127,091</b>	<b>\$ 324,737</b>	<b>\$ 768,464</b>	
<b>Benefit Cost Ratio = (23+24+25+26+27+28+29+30+31+32)/(33+34+35)</b>	<b>2.98</b>	<b>2.80</b>	<b>1.94</b>	<b>-</b>	<b>2.84</b>	<b>4.24</b>	<b>0.39</b>	<b>3.20</b>	<b>0.82</b>	<b>3.92</b>	<b>1.94</b>	

In the Matter of the Petition of Atlantic City Electric Company for Approval of an Energy Efficiency Program,  
Cost Recovery Mechanism and Other Related Relief for Plan Years One Through Three  
BPU Docket No. EO20090621

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