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November 14, 2023

VIA ELECTRONIC MAIL ONLY

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

**Re: Annual Progress Report of Elizabethtown Gas Company – Program
Year 2022
DOCKET NOS. QO19010040 & GO20090619**

Dear Secretary Golden:

ETG is resubmitting the Program Year 1 Annual report that incorporates updated incentive expenditures related to financing. A portion of project incentive expenditures were captured with an incorrect completion date, causing an overstatement for Program Year 1 Annual Costs but had no impact on energy savings Table 6 and Appendices B and C have been updated to reflect the correct incentive expenditures for Low- or No- Interest Loans. Accordingly, we ask that you replace the previous report submitted on October 17, 2022.

Pursuant to the Board’s current filing procedures, herein is the Annual Progress Report for Program Year 2022¹ (“PY22”) of Elizabethtown Gas (“ETG” or “Company”) with respect to its Clean Energy Act of 2018 Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

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

¹ Program Year 2022 runs from July 1, 2021, through June 30, 2022.

Energy Efficiency Program Progress - Executive Summary:

Portfolio (Program Launch)

In the months preceding the launch of the Company’s programs on July 1, 2021, ETG focused on establishing the infrastructure and program partners needed to smoothly transition certain offerings previously made by New Jersey’s Clean Energy Program (“NJCEP”), preparing to launch coordinated program offerings in conjunction with other New Jersey Utilities¹ (“Joint Utilities”), and providing new expanded energy efficiency opportunities for the Company’s customers. ETG developed an energy efficiency program website², providing a comprehensive resource for customers to view the Company’s energy efficiency opportunities and other educational materials for customers and contractors. ETG also devoted significant time and resources working in conjunction with the Joint Utilities to develop coordinated Core and Additional program offerings as envisioned in the NJ Board of Public Utilities’ June 10, 2020 Order³.

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

ETG successfully began offering all programs scheduled for launch in the first quarter of its 2021-2024 Triennial Energy Efficiency. ETG utilizes Third Party Implementation Contractors (“TPIC”) in the implementation of program offerings as shown in the table below.

Program Element	Program Component	TPIC
Core	HVAC	Honeywell
Core	Appliance Rebates	Honeywell
Core	Online Marketplace	Uplight
Core	Home Performance with Energy Star	Honeywell
Core	Multi-Family – Residential	Honeywell
Core	Multi-Family – C&I	Applied Energy Group
Core	C&I - Prescriptive and Custom	Applied Energy Group
Core	Small Business Direct Install	Applied Energy Group
Additional	Residential Behavioral	Uplight
Additional	Quick Home Energy Check Up	Honeywell
Additional	Moderate Income Weatherization	Honeywell
Additional	C&I - Engineered Solutions	Applied Energy Group
Additional	C&I - Energy Management	Applied Energy Group

COVID-19 and Economic Impacts

ETG’s primary focus during the pandemic is the health and safety of our customers, employees, and contractors. The effects of the COVID-19 pandemic were seen in program performance. In

¹ The Joint Utilities include Atlantic City Electric, New Jersey Natural Gas, Public Service Electric & Gas Company, Rockland Electric Company, Elizabethtown Gas Company, and South Jersey Gas Company.

² <https://www.elizabethtowngas.com/saveenergy>

³ See generally, In the Matter of the Implementation of L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, Docket No. 19010040. Capitalized terms not otherwise defined herein have the same meaning as used in this Order.

the early stages of the program, program participation was impacted due to customer hesitation toward in-person visits. ETG is still experiencing some supply chain issues but expects program performance to improve as the pandemic impacts lessen.

Commercial & Industrial

ETG and its TPICs saw significant impacts of the pandemic affecting the C&I sector and the ability for certain businesses to participate in the Company's energy efficiency programs. Energy efficiency trade allies experienced staffing shortages and impacts to supply chain. In addition, the pandemic left many businesses uncertain of the future and there was hesitancy to make investments related to energy efficiency. ETG expects participation in the C&I sector to grow in PY2 as the impacts of the pandemic lessen.

Multi-Family

Multi-Family is a new sector ETG has worked with its TPICs and the other Joint Utilities to launch coordinated utility-run Multi-Family offerings in. There are multiple pathways for Multi-Family offerings. During PY 2022 Q1, the Company focused on creating a website and educational material for multi-family building owners to decide which pathway is best for their building. ETG and its TPICs have been focused on outreach to educate building owners on the available programs. ETG anticipated the limited participation given the longer lead times, required education and outreach to building owners, and a limited Multi-Family contractor network.

Contractor Engagement

During the first year, ETG focused on establishing a contractor network to support program implementation. This required significant time and coordination as most programs were new and there was not an existing contractor base. ETG worked to identify, engage, and onboard new contractors through trainings. ETG held trainings throughout the year educating contractors on Residential and Commercial program offerings and the on-bill repayment program, financing processes, and the income eligible weatherization program. ETG has onboarded 29 contractors and will continue its contractor outreach.

The utilities established a recurring Home Performance contractor meeting which is designed to educate contractors, listen to their feedback, gain input, and share best practices. Trainings were held throughout the year and topics discussed included heat pumps, blower door, thermostats, air conditioning rating changes, and SnuggPro. The utilities started a HVAC contractor meeting in the third quarter and energy efficiency program overviews were shared with the group.

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

On-Bill Repayment

ETG offers On-Bill Repayment for Energy Efficiency program financing. On-Bill Repayment is an easy way to facilitate repayment and offers an enhanced customer experience. The On-Bill Repayment offering has helped drive customer participation in the Residential sector and proven a useful tool for our contractors.

Statewide Coordinator System (SWC)

The Utilities are continuing to work on the development of the Statewide Coordinator (SWC) system that will facilitate the exchange of investments and energy savings between a Lead Utility and a Partner Utility. As of the date of this report, the SWC system is not yet fully tested and operational, therefore the utilities have not yet transferred information for expenditures and energy savings. As discussed during Utility Working Group discussions, Utilities are supporting the incentives for comprehensive projects that address both fuels with the intention to transfer all information through the SWC when the system is operational and integrated with each utility's program management software and tracking system. The Joint Utilities continue to hold weekly meetings to coordinate on program budgets. The utilities submitted a petition for consideration with a proposed solution for potential budget disparities and the BPU has approved. Accordingly, the information reflected within this annual report reflects all investments and financing made by Elizabethtown Gas including those as the Lead Utility on behalf of a Partner Utility. Energy savings shown within this report only reflects savings for Elizabethtown Gas's primary fuel.

ETG programs delivered 117,214 DTh of savings in the first Program Year, or approximately 65% of the annual target.

Residential Sector

- Elizabethtown Gas has contracted Honeywell as the implementation party for the residential programs, save for the Marketplace Program and the Behavioral Program which will be served by Uplight.
- The Existing Homes Home Performance with Energy Star program reported 311 DTh in energy savings or approximately 9% of the program's PY22 target. The Home Performance with ENERGY STAR Program saw 11 projects completed. The low participation is due to a slow start due to contractor ramp up.
- The Behavioral program reported 68,216 DTh in energy savings or approximately 75% of the program's PY22 target. The Behavioral Program had 146,302 customers in the PY22's treatment group.
- The Efficient Products program reported 40,156 DTh in energy savings or approximately 61% of the program's PY22 target.
 - The Marketplace Program saw 8,006 participants in PY22.
 - The Appliance Rebates Program saw 938 participants in PY22.
 - ETG offers appliance rebates at 78 retail outlets including large and independent stores.

- The HVAC Program saw 515 participants in PY22.
 - In PY22, 26 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.
- The Quick Home Energy Check Up Program had 300 completed projects.
- The Moderate-Income Weatherization Program had 73 completed projects.

Commercial Sector

- Elizabethtown Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- The Prescriptive and Custom Program had 9 participants in PY22, with savings of 3,166 DTh.
- While the Small Business Direct Install Program did not have any projects completed during the reporting period, 25 audits were completed.
- The Engineered Solutions, and Energy Management Programs did not deliver any savings during the reporting period but outreach efforts to larger customers are in progress, and we expect these programs to complete in the following program year.

Multi-Family Sector

- Elizabethtown Gas has contracted Honeywell as the implementation party for the Multi-Family Home Performance with Energy Star Program, and Multi-Family Direct Install Program.
- Elizabethtown Gas has contracted Applied Energy Group as the implementation party for Multi-Family Engineered Solutions and Multi-Family Prescriptive and Custom Programs.
- The Multi-Family: Direct Install program saw 292 participants in PY22, with savings of 568 DTh.

Comfort Partners Summary

ETG continues to partner with the BPU and our utility partners to implement Comfort Partners and support our low-income customers. Comfort Partners had 358 participants for PY22 resulting in 2,655 DTh annual savings.

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, which is the primary program serving low-income customers and is co-managed by the Division of Clean Energy in conjunction with Elizabethtown Gas and the other investor-owned electric and gas utility companies.

Recognizing the transition to utility programs, the Board's June 10, 2020 CEA Order did not establish specific energy use reduction requirements for PY22. Annual targets will become applicable in future years.

Table 1 – Program Year 2022 Program Results

Utility-Administered Programs ex-ante energy savings (Dth)	Comfort Partners ex-ante energy savings (Dth)	Other Programs ex-ante energy savings (Dth) ¹	Total ex-ante energy savings (Dth)	Compliance Baseline (Dth)	Annual Target (%) ²	Annual Target (Dth)	Percent of Annual Target (%)
(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
114,558	2,655	N/A	117,214	50,219,439	0	0	N/A

¹ Other Programs includes Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs and Comfort Partners, such as legacy programs and pilots.

² No formal targets established for PY22 in the June 2020 CEA Framework Order.

Figure 1 shows that year to date natural gas savings is 65% of the PY22 annual savings goal, and program year to date spending is 37% of the PY22 expenditure target.

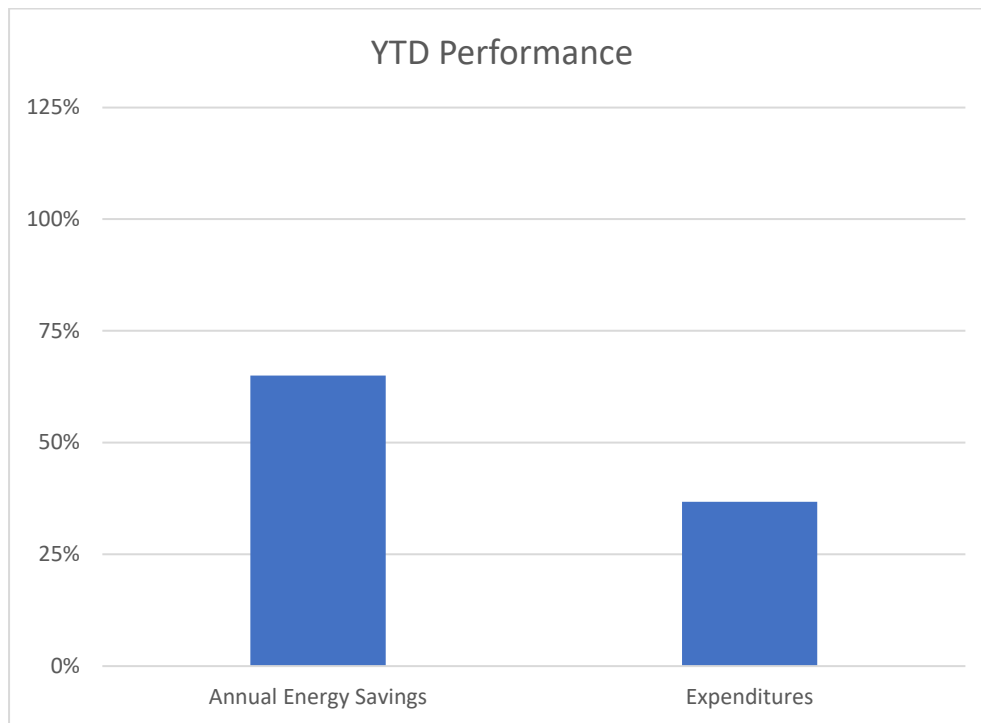


Figure 1: PY22 Performance of Annual Energy Savings and Budget

The QPI results reflect the effects of program ramp, the impacts of the Covid-19 pandemic, supply chain disruptions, inflation, and the need to establish a contractor network. Many of these issues, such as ramp, pandemic impacts, and a contractor network should be mitigated in future program years. ETG has laid the foundation to continue to improve the QPI results in program year two.

The Residential sector has represented the bulk of PY22 annual targets at 61%, primarily due to the nature of the programs and its growth. Low to Moderate-Income Savings was driven by the Moderate-Income Weatherization Program at 1,330 DTh in annual savings and 30,555 DTh in lifetime savings. The Small Business Direct Install Program represented the majority of the Small Commercial savings at 215 DTh in annual savings and 3,246 DTh in lifetime savings.

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 (only included in low/moderate income lifetime savings), and any legacy energy efficiency programs administered by ETG that were authorized or funded by or through a prior filing or authorization.

Table 2 – Quantitative Performance Indicators

Quantitative Performance Indicator	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results	Annual Target ¹	Percent of Annual Target Achieved
Annual Energy Savings (Dth) ¹	114,558	2,655	N/A	117,214	181,031	65%
Lifetime Savings (Dth)	604,772	52,411	N/A	657,184	1,064,762	62%
Annual Demand Savings (Dth-day) ²						
Lifetime of Persisting Demand Savings (Dth-day-year)						
Low/Moderate-Income Lifetime Savings (Dth) ³	35,603	52,411	N/A	88,015		
Small Commercial Lifetime Savings (Dth) ⁴	3,569		N/A	3,569		
Net Present Value of Utility Cost Test Net Benefits (\$000)	-\$759			-\$759		

¹ Calculated savings at the retail (customer meter) level. Savings are ex-ante.

² Calculation methodology for Annual Demand Savings and Lifetime of Persisting Demand Savings are in development.

³ Low/Moderate-Income lifetime savings are the total of any income-qualified Residential or Multi-Family program.

⁴ Small Commercial lifetime savings are Direct Install program savings and those from C&I small business customers (based on rate class) in other programs.

Sector-Level Participation, Expenditures, and Annual Energy Savings

Residential Programs had 156,147 participants and delivered 110,609 DTh of energy savings during the reporting period, amounting to 67% of the overall PY22 target. The savings were driven by the Efficient Products program. The Efficient Products programs had 9,461 participants and delivered 40,156 DTh of energy savings. The Behavioral program had 146,302 participants and delivered 68,216 DTh of energy savings. The Commercial Programs had 13 participants and delivered 3,381 DTh of energy savings. The Multi-Family Programs had 292 participants and

delivered 568 DTh of energy savings. To date, the utility administered programs delivered 114,558 DTh in savings or 63% of the forecasted PY22 annual target.

Expenditures during the year are approximately 37% of the budget for PY22 and were driven by Residential Programs. We expect expenditures to grow as more Multi-Family and Commercial projects begin to close. We are partnering with our implementation teams to develop marketing and outreach plans to connect customers with contractors and present projects and establish a pipeline that will provide the participation needed to achieve our energy savings targets.

Table 3 –Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	146,980	156,147	167,475	93%
Multi-Family	227	292	510	57%
C&I	10	13	1,065	1%
Reported Totals for Utility Administered Programs	147,217	156,452	169,050	93%
Comfort Partners ²	88	358	5,700	N/A
Utility Total	147,305	156,810	169,050	93%

¹ Please note that these numbers are totals across all programs within a sector. Appendix B shows the participation numbers for individual programs or offers.

² Comfort Partners, the primary program serving low-income customers, is co-managed by the Division of Clean Energy in conjunction with Elizabethtown Gas and the other investor-owned electric and gas utility companies. Comfort Partners participation forecast is on a state-level and not available on an individual utility basis. As such, the Percent of Annual Forecast cannot be calculated.

Sector-Level Expenditures

The following table provides annual level expenditures by sector. Elizabethtown Gas’s expenses for this year were 37% of the PY22 budget.

Table 4 –Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$1,716	\$4,669	\$13,372	35%
Multi-Family	\$112	\$371	\$853	44%
C&I	\$369	\$1,066	\$2,395	45%
Reported Totals for Utility Administered Programs	\$2,197	\$6,106	\$16,620	37%
Comfort Partners ²	\$481	\$2,018	\$3,372	60%
Utility Total	\$2,678	\$8,125	\$19,992	41%

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

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

Sector-Level Energy Savings

The Residential Sector largely contributed to the energy savings in this year, reporting 110,609 DTh of energy savings, or 61% of the PY22 annual target. As outreach efforts continue, we expect increased activity, and energy savings, for the Commercial and Multi-Family Sectors.

Table 5 – Sector-Level Annual Energy Savings

Annual Energy Savings ¹	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	26,279	110,609	164,338	67%
Multi-Family	394	568	2,022	28%
C&I	3,355	3,381	14,671	23%
Reported Totals for Utility Administered Programs	30,029	114,558	181,031	63%
Comfort Partners ²	683	2,655	33,830	N/A
Utility Total	30,712	117,214	181,031	65%

¹ Annual Energy Savings represent the total expected annual savings from all energy efficiency measures within each sector. Appendix B shows the Annual Energy Savings results for individual programs or offerings.

² Comfort Partners Annual Target Retail Savings is a statewide target. As such, the Percent of Annual Forecast cannot be calculated.

Portfolio Expenditures Breakdown

Program expenditures reflect Elizabethtown Gas expenditures for PY22 was 37% of the PY22 budget. Capital Costs in this quarter was driven by the development of the On-Bill Repayment system. Inspections & Quality Control has been implemented in the second program year.

Table 6 – Annual Costs and Budget Variances by Category¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$86	\$294	\$610	48%
Utility Administration	\$113	\$474	\$667	71%
Marketing	\$96	\$246	\$377	65%
Outside Services	\$555	\$1,803	\$2,607	69%
Rebates ²	\$1,085	\$2,870	\$6,862	42%
No-or Low-Interest Loans	\$214	\$334	\$4,929	7%
Evaluation, Measurement & Verification (“EM&V”)	\$47	\$86	\$377	23%
Inspections & Quality Control	\$0	\$0	\$190	0%
Utility EE/PDR Total	\$2,197	\$6,106	\$16,620	37%

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

² Rebates include rebates and other direct investments.

Equity Metrics

These equity metrics draw from the considerable work of the New Jersey Office of Environmental Justice's Overburdened Community (“OBC”) designations. Per New Jersey’s Environmental Justice Law, N.J.S.A. 13:1D-157, census block groups are identified as being an “Overburdened

Community” when certain census criteria are met¹, and metrics reported herein reflect further direction from BPU Staff². This data is compiled into Table 7 detailing Equity Performance.

Table 7 – Equity Performance

Territory-Level Benchmarks	Overburdened ¹	Non-Overburdened	%OBC ²
# of Household Accounts ³	49,873	204,090	20%
# of Business Accounts ³	5,270	16,502	24%
Total Annual Energy (DTh) ⁴	12,892,039	62,119,898	17%

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Overburdened ¹	Quarter Non-Overburdened	% OBC ²	YTD Overburdened	YTD Non-Overburdened	% OBC ²
Participation								
Residential - Efficient Products	HVAC	Core	17	246	6%	26	489	5%
	Appliance Rebates	Core	14	298	4%	47	891	5%
	Online Marketplace	Core	128	1,174	10%	715	7,291	9%
	Energy Efficient Kits	Core	0	2	0%	0	2	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	1	5	17%	1	10	9%
	Quick Home Energy Check-Up	Additional	12	127	9%	19	281	6%
	Moderate Income Weatherization	Additional	6	43	12%	12	61	16%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	1	0%	0	4	0%
Energy Solutions for Business	Prescriptive/Custom	Core	0	9	0%	0	9	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	227	0%	0	292	0%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Participation			160	1,962	8%	789	8,988
Total Additional Participation			18	170	10%	31	342	8%
Total Participation			178	2,132	8%	820	9,330	8%
Annual Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	238	3,313	7%	366	6,729	5%
	Appliance Rebates	Core	10	212	4%	34	643	5%
	Online Marketplace	Core	531	4,768	10%	2,921	29,454	9%
	Energy Efficient Kits	Core	0	8	0%	0	8	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	29	96	23%	29	282	9%
	Quick Home Energy Check-Up	Additional	23	184	11%	37	558	6%
	Moderate Income Weatherization	Additional	60	773	7%	167	1,163	13%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	189	0%	0	215	0%
Energy Solutions for Business	Prescriptive/Custom	Core	0	3,166	0%	0	3,166	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	394	0%	0	568	0%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Annual Energy Savings			808	12,147	6%	3,350	41,066
Total Additional Annual Energy Savings			83	957	8%	205	1,721	11%
Total Annual Energy Savings			891	13,103	6%	3,555	42,788	8%
Lifetime Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	4,506	61,595	7%	6,843	125,674	5%
	Appliance Rebates	Core	111	2,449	4%	398	7,423	5%
	Online Marketplace	Core	4,208	37,062	10%	22,798	226,198	9%
	Energy Efficient Kits	Core	0	81	0%	0	81	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	590	2,119	22%	590	6,589	8%
	Quick Home Energy Check-Up	Additional	234	1,852	11%	376	5,623	6%
	Moderate Income Weatherization	Additional	750	17,599	4%	3,268	27,287	11%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	2,983	0%	0	3,246	0%
Energy Solutions for Business	Prescriptive/Custom	Core	0	19,448	0%	0	19,448	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	3,940	0%	0	5,677	0%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Lifetime Energy Savings			9,415	129,678	7%	30,629	394,337
Total Additional Lifetime Energy Savings			983	19,451	5%	3,644	32,910	10%
Total Lifetime Energy Savings			10,398	149,129	7%	34,272	427,246	7%

¹ Across all programs, participation/expenditures/savings are classified as either in an Environmental Justice Overburdened Community census block or not based on the program participant’s address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection (www.nj.gov/dep/ej/communities.html). The Overburdened Community (OBC) census blocks are defined with three criteria: at least 35% of households qualify as low-income, at least 40% of residents identify as minority, and at least 40% of households have limited English proficiency. If any of the three criteria is satisfied, the census block is defined as OBC. Staff directed to only include OBC census blocks where at

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

² Per guidance from BPU Staff, Overburdened Communities as used in Table 7 reflect those communities where at least 35 percent of the households qualify as low-income households but exclude those communities that are solely designated as Minority, Limited English, or Minority and Limited English.

least 35% of households qualify as low-income. For example, a census block that only satisfies the limited English proficiency criteria is not included.

² The %OBC column shows the ratio of the overburdened metric over the total of overburdened plus non-overburdened. Comparing the territory-level benchmark %OBC (upper table) versus the program %OBC (lower table) shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program %OBC is greater than the benchmark %OBC, then the overburdened population is better represented in the program relative to the percentage of overburdened households or business in the utility territory.

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

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

Benefit-Cost Test Results

The transition from the program offerings by NJCEP to the coordinated programs of Joint Utilities involved upfront costs that will be defrayed in future program years as more projects are completed. The PY22 results reflect cost ratios associated with these upfront costs but only include the benefits from the projects completed during this initial ramp up period during PY22, whereas the initial values presented in Table 8 are based on a three-year model where initial startup costs have been offset by the benefits of the fully operational programs of future program years.

Table 8 – Benefit-Cost Test Results

	Initial						Final					
	NJCT	PCT	PACT	RIMT	TRCT	SCT	NJCT	PCT	PACT	RIMT	TRCT	SCT
Behavioral	1.8	2.7	1.3	0.7	1.3	2.1	2.3	3.0	1.7	0.5	1.7	2.1
Efficient Products	2	3	1.5	0.8	1.3	6.7	1.6	2.0	1.5	0.4	1.0	2.5
Existing Homes	1.1	2.2	0.7	0.5	0.7	2.2	0.7	2.1	0.3	0.2	0.4	1.2
Multi-Family	2.6	3.9	1.9	1	1.7	5.8	0.1	1.8	0.1	0.1	0.1	0.3
Energy Solutions for Business	2.7	3.5	2.2	1.4	1.8	5.3	0.7	0.5	0.4	0.4	0.3	0.8
C&I Direct Install	2.5	3.9	1.4	0.9	1.7	6.1	0.0	9.6	0.0	0.0	0.0	-0.1
Portfolio	1.7	2.8	1.2	0.7	1.1	4.6	1.2	2.2	0.9	0.3	0.7	1.7

Conclusion

As discussed in the report, ETG initially focused on establishing the infrastructure and program partners needed to smoothly transition certain offerings previously made by NJCEP, preparing to launch coordinated program offerings in conjunction with other the Joint Utilities, and providing new expanded energy efficiency opportunities for the Company's customers. ETG focused on establishing a contractor network which required significant time and coordination as most programs were new and there was not an existing contractor base. On-Bill Repayment was launched and has helped drive customer participation in the Residential sector and proven a useful tool for our contractors.

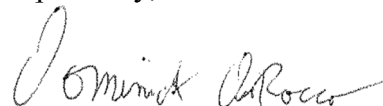
The impacts of the COVID-19 pandemic were seen in program performance. In the early stages of the program, program participation was impacted due to customer hesitation toward in-person visits. ETG is still experiencing some supply chain issues but expects program performance to improve as the pandemic impacts lessen. ETG and its TPICs saw significant impacts of the pandemic affecting the C&I sector and the ability for certain businesses to participate in the Company's energy efficiency programs. Energy efficiency trade allies experienced staffing shortages and impacts to supply chain. In addition, the pandemic left many businesses uncertain of the future and there was hesitancy to make investments related to energy efficiency. The Multi-Family sector had limited participation due to longer lead times, required outreach and education to building owners and limited multifamily network. Due to the nature of the first year start-up activities, ETG did not identify any seasonal or cyclical program performance variances.

As of the time of filing, evaluation reports are still ongoing. Upon completion of the program evaluation process, we expect that the findings will provide guidance and suggestions for program improvements.

ETG has laid solid foundation in the first year that will allow continued improvement, increased program participation and energy savings for the coming years.

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

Respectfully,



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DD/caj

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List of Appendices

The bolded appendices in this list also appear in the accompanying Annual Report Appendix Spreadsheet.

- Appendix A – Participant Definitions
- **Appendix B – Energy Efficiency and PDR Savings Summary**
- **Appendix C - Energy Efficiency and PDR Savings Summary, LMI Customers**
- **Appendix D - Energy Efficiency and PDR Savings Summary, Business Customers**
- **Appendix E - Annual Baseline Calculation**
- **Appendix F –Energy Savings with 2022 TRM Addendum**
- **Appendix G - Ex-Ante Energy Savings Held for Transfer**
- **Appendix H – Cost Effectiveness Test Details**
- Appendix I – Program Changes

Appendix A – Participant Definitions

NJ Program		Participants (as lead utility)
Efficient Products	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Lighting - Upstream	Quantity of packages sold (based on SKU) - net of returns (negative in current period)
	Rebated Products	Quantity of units rebated (based on SKU)
	Mid-Stream Products	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	Appliance Recycling	Count of visits to premise not units
	Online Marketplace	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	EE Kits - Giveaway	Per kit delivered
	Consumer Electronics	For rebated programs, count of rebate applications For Midstream, every measure is considered a participant - net of returns (negative in current period)
Existing Homes	Home Performance with Energy Star	Count of completed HPwES projects
	Quick Home Energy Checkup	Count of completed visits
	Moderate Income Weatherization	Same as HPwES - (distinction would be paying for audit in this program)
Home Energy Education & Management	Behavioral	Count of treatment customers at end of reporting period
C&I Direct Install	Direct Install	Count based on number of applications/projects completed, not account number
Energy Solutions for Business	Prescriptive/Custom	Count based on number of applications/projects completed, not account number
	Energy Management	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number
Multi-Family	HPwES	Count of completed HPwES projects
	Direct Install	Count based on number of projects completed
	Prescriptive/Custom	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number

Appendix I – Program Changes

Program	Summary of Program Changes
Efficient Products	In the first quarter, the Energy Efficiency program website and applications were made available in Spanish to allow for greater customer participation. No additional changes were made in subsequent quarters.
Existing Homes	In the first quarter, the Energy Efficiency program website and applications were made available in Spanish to allow for greater customer participation. No additional changes were made in subsequent quarters.
Multi-Family	In the first quarter, the Energy Efficiency program website and applications were made available in Spanish to allow for greater customer participation. No additional changes were made in subsequent quarters.
C&I Direct Install	In the first quarter, the Energy Efficiency program website and applications were made available in Spanish to allow for greater customer participation. No additional changes were made in subsequent quarters.
Energy Solutions for Business	In the first quarter, the Energy Efficiency program website and applications were made available in Spanish to allow for greater customer participation. No additional changes were made in subsequent quarters.
Behavioral	N/A