

October 16, 2023

VIA ELECTRONIC MAIL ONLY

Sherri L. Golden, Secretary  
New Jersey Board of Public Utilities  
44 S. Clinton Ave  
Trenton, NJ 08625  
Board.secretary@bpu.nj.gov

**Re: Annual Progress Report of Jersey Central Power & Light Company –  
Program Year 2023  
DOCKET NOS. QO1901040, QO19060748 & QO17091004**

Dear Secretary Golden:

Pursuant to the Board’s current filing procedures, Jersey Central Power & Light Company (“JCP&L” or the “Company”) hereby files its Annual Progress Report for Program Year 2023<sup>1</sup> (“PY23”) with respect to its Clean Energy Act of 2018 Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

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

History and Portfolio Overview

In the months preceding the launch of the Company’s programs on July 1, 2021, JCP&L focused on establishing the infrastructure and program partners needed to smoothly transition certain offerings previously made by New Jersey’s Clean Energy Program (“NJCEP”), launching coordinated program offerings in conjunction with other New Jersey Utilities (“Joint Utilities”),<sup>2</sup> and providing new expanded EE opportunities for the Company’s customers. JCP&L developed its EnergySaveNJ website,<sup>3</sup> providing a comprehensive resource for home and business customers to view the Company’s EE opportunities and other educational materials for customers and trade allies. JCP&L 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 Order.<sup>4</sup>

<sup>1</sup> Program Year 2023 runs from July 1, 2022, through June 30, 2023. For the purposes of this and subsequent quarterly reports, the quarterly periods are defined as follows: Q1 (7/1-9/30); Q2 (10/1- 12/31); Q3 (1/1- 3/31); Q4 (4/1 - 6/30).

<sup>2</sup> The Joint Utilities include Atlantic City Electric, New Jersey Natural Gas, Public Service Electric & Gas Company, Rockland Electric Company, and SJI Utilities, Inc. (d.b.a. Elizabethtown Gas Company and South Jersey Natural Gas Company).

<sup>3</sup> <http://www.energysavenj.com/>

<sup>4</sup> 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.

JCP&L offered all program elements scheduled for launch through Plan Year 2023 of its 2021-2024 Triennial Energy Efficiency and Conservation Plan<sup>5</sup> (“EEC Plan” or “Plan”), as shown in the following table. JCP&L utilizes Third Party Implementation Contractors (“TPIC”) in the implementation of program offerings.

Targeted Sector	Program Type	Program Element	TPIC	Launch Date
Residential	Core	HVAC	CLEARresult	7/1/2021
Residential	Core	Appliance Rebates	CLEARresult	7/1/2021
Residential	Core	Appliance Recycling	ARCA	7/1/2021
Residential	Core	EE Kits	AM Conservation Group	12/1/2021
Residential	Core	Lighting	CLEARresult	7/1/2021
Residential	Core	Online Marketplace	AM Conservation Group	9/15/2021
Residential	Core	Home Performance with ENERGY STAR	CLEARresult	7/1/2021
Residential	Additional	Quick Home Energy Check-up	CLEARresult	9/1/2021
Residential	Additional	Moderate Income Weatherization	CLEARresult	9/1/2021
Residential	Additional	Online Audits	Oracle	7/1/2021
Residential	Additional	Behavioral	Oracle	7/1/2022
Commercial & Industrial	Core	C&I Direct Install	Willdan	7/1/2021
Commercial & Industrial	Core	C&I Prescriptive and Custom	TRC	7/1/2021
Commercial & Industrial	Additional	Energy Solutions for Business Energy Management	Willdan	10/1/2021
Commercial & Industrial	Additional	Energy Solutions for Business Engineered Solutions	Willdan	10/1/2021
Multifamily	Core	Multifamily Direct Install	CLEARresult	7/1/2021
Multifamily	Core	Multifamily Home Performance with ENERGY STAR	CLEARresult	7/1/2021
Multifamily	Core	Multifamily Prescriptive	CLEARresult	7/1/2021
Multifamily	Core	Multifamily Custom	CLEARresult	7/1/2021
Multifamily	Core	Multifamily Engineered Solutions	CLEARresult	10/1/2021
Other	Additional	Home Optimization and Peak Demand Reduction	Oracle	6/1/2023

The full suite of program offerings delivered in the fourth quarter produced over 44,881 MWh, or 27% of the PY23 annual target as filed in JCP&L’s EEC Plan. Combined with prior savings, year-to-date savings achieved over 261,277 MWh through Utility-Administered programs, or 159% of the PY23 annual target as filed in JCP&L’s EEC Plan. As JCP&L continues steady-state operations for all offerings, levels of energy savings are expected to grow significantly in future reporting periods across all programs. Details of specific offerings are shown throughout this report and in Appendix B.

As part of JCP&L offerings, the Company provides access to no-cost financing to address initial cost barriers and to promote participation of all customers for applicable equipment. Beginning on September 7, 2021, qualifying customers had access to financing for specific equipment in both the Efficient Products and Existing Homes programs using the Company’s third-party financing provider, National Energy Improvement Fund (“NEIF”). In the fourth quarter of PY23, customer financing expanded to include the remaining applicable programs including the Commercial & Industrial Direct Install program with Prescriptive and Custom segments of the Energy Solutions for Business program. Over the course of PY23, NEIF provided \$5,498,697 in loans to 489 residential customers and \$1,706,097 in loans to 43 commercial and industrial customers through JCP&L’s programs.

The Joint Utilities continue to work on the development of the Statewide Coordinator (“SWC”) system that will facilitate the exchange of both investments and energy savings between a Lead Utility<sup>6</sup> and a Partner Utility.<sup>7</sup> Through the period covered by this report, the SWC system had not yet been fully tested and operational, therefore the utilities had not yet transferred information for expenditures and energy savings. As discussed during Utility Working Group meetings, the Joint Utilities are supporting the incentives for comprehensive projects that address both fuels with the intention to transfer all information through the SWC when the system is operational and integrated with each utility’s program management software and tracking system. Accordingly, the information reflected within this report reflects all investments and financing made by JCP&L, including those as the Lead Utility on behalf of a Partner Utility. Energy savings shown within this report reflect savings for only JCP&L’s primary fuel.

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<sup>5</sup> See generally, In the Matter of the Verified Petition of Jersey Central Power & Light Company for Approval of JCP&L's Energy Efficiency and Conservation Plan Including Energy Efficiency and Peak Demand Reduction Programs (JCP&L EE&C), Docket No. EO20090620.

<sup>6</sup> Lead Utility – the utility that has the initial relationship with the customer for the EE savings measure or project (i.e., is responsible for customer in- take) and leads on the calculation of savings, disbursements of rebates, or incentives and customer financing options, as applicable.

<sup>7</sup> Partner Utility – the utility that works through a Lead Utility in providing coordinated program offerings.

## COVID-19 and Economic Impacts

On May 11, 2023, the federal government declared an end to the COVID-19 Public Health Emergency. However, the effects and long-lasting impacts of the COVID-19 pandemic are still being seen in program performance—for example, lower contractor participation, labor shortages, supply chain issues and return-to-work policies have impacted program performance. Programs that require customer interaction with third parties continue to be impacted due in large part to customer hesitancy about having people in their homes or businesses. In addition, many business owners are focused on reclaiming business lost as a result of the pandemic and are reluctant to invest in EE projects at this time due to capital budget constraints. Rising inflation has proved to be a barrier to program participation; with increasing labor and material costs, customers are hesitant to move forward with investment in EE.

## Residential Sector

The Company and its TPICs focused on delivering programs and educating customers, contractors, and retailers on the JCP&L suite of Residential programs. The Company worked diligently with the Joint Utilities to provide consistency between offerings and share best practices.

The following programs contributed savings in the reporting period:

### Efficient Product Program

- The HVAC offering processed rebates for over 3,200 units of HVAC equipment during PY23. The Company and its TPIC, in tandem with the Joint Utilities, worked closely together to convert SEER ratings to SEER2 ratings for the new HVAC eligibility requirements beginning in 2023. HVAC applications, the Trade Ally Portal, and the Company's website were updated to reflect the eligibility changes during PY23. The Company continues to market the rebate offerings to customers via email and bill inserts.
- The Appliance Rebates offering processed rebates for over 6,500 appliances during PY23. The offering was marketed via digital ads, bill inserts, e-mail, via the Online Audit offering, and in retail locations. The Company completed over 4,200 store visits throughout the second program year, placing promotional signage and educating retail employees on rebates available to customers.
- The Company responsibly picked up and recycled over 6,200 refrigerators and freezers and over 1,100 room air conditioners and dehumidifiers through the Appliance Recycling offering in PY23. This offering is marketed to customers through the Company website, bill inserts, paid search ads, social media posts, e-mails, in retailers, in the Company's Online Audit offering, and through inserts in the Company's EE kits.
- Customers purchased and received instant discounts on over 480,000 packages of high-efficient lighting in retail locations throughout the Company's service territory during the second program year. The Company visited 4,000 retail locations in our service territory and provided lighting demonstrations and education for customers. The lighting offering ended as of June 2023 due to the federal Energy Independence and Security Act (the "EISA") and implementation of State law A5160, which impacted residential baselines and claimable savings.

- The Company's Online Marketplace received over 9,600 orders resulting in the sale of over 18,000 products. Smart Thermostats accounted for 72% of the products sold during PY23. The Online Marketplace was marketed on the Company website, bill inserts, in the Company's Online Audit tool, through e-mails, and social media posts.
- Through the Company's EE Kits offering, over 208,000 EE Kits were delivered to new residents and customers upon request in the second program year. This program is a gateway to other EE Programs, providing customers easy-to-install EE measures, as well as educational and promotional materials on other EEC program offerings. The EE Kits offering ended in March 2023 due to the implementation of State Law A5160 and the EISA.

### Existing Homes Program

- The Home Performance with ENERGY STAR ("HPwES") subprogram completed 95 projects during PY23. The Company participates in periodic meetings with the other utilities across the state to work with contractors regarding the subprogram. This subprogram was marketed through bill inserts, direct mail, through display ads on the internet, in the Company's Online Audit tool, and in the Company's EE Kits.
- The Quick Home Energy Check-up ("QHEC") subprogram performed 1,586 audits during PY23. The program was marketed through bills inserts, direct mail and emails, display ads on internet searches, in the Company's Online Audit tool, and in EE Kits throughout the year. Through the QHEC, customers had items installed in their homes such as LED lighting, smart strips, low flow showerheads, and aerators. The contractor educated customers on steps to take to conserve energy in their homes, and about additional programs offered by JCP&L
- The Moderate-Income Weatherization subprogram completed 430 audits during program year 2, which included direct install items, such as LED lighting, smart strips, low flow showerheads, and aerators. During the initial audit, contractors identified comprehensive measures that would be beneficial for a customer's energy usage and fixed health and safety barriers that needed correction prior to additional work being completed in the home.

### Home Energy Education and Management Program

- Over 12,000 customers completed the Company's Online Audit tool, the Home Energy Analyzer, in the second program year. Customers taking the Online Audit enter specific information about their homes and receive information about where the home is using the most energy. Customers then receive tips for how to save energy in their home and education on available EE programs offered by JCP&L.
- Over 110,000 JCP&L customers began receiving print and e-mail Home Energy Reports during PY2. During the program year over 563,000 print reports and 1,000,000 e-mail Home Energy Reports were delivered to customers. These reports educated customers on energy usage in their homes and highlighted other JCP&L Programs such as QHEC, Appliance Rebates, EE Kits, and Appliance Recycling.

### Commercial & Industrial Sector

The Company and its TPICs focused on delivering programs and educating customers and contractors on the JCP&L suite of Commercial & Industrial ("C&I") programs. The Company worked diligently with the Joint Utilities to provide consistency between offerings and share best practices, where applicable.

- The C&I Direct Install Program focused on installation of efficiency measures for small businesses and other non-residential customers with an average annual demand of 200 kW or less. The program is designed to provide eligible customers with free energy assessments and direct installation of EE

projects. The program pays a percentage of up-front costs and participating customers contribute to the balance of project costs not covered by incentives. To help with capital funding of the costs not covered by incentives, customers have an option to finance eligible project costs through JCP&L with zero percent financing for up to five years. During PY23, to increase program awareness and participation, the TPIC, Willdan, continued its outreach and marketing campaigns through multiple channels, including attending local Chamber of Commerce events, by on-boarding about 40 participating program allies who have been trained to promote and sell this program to qualifying customers, by conducting an out-bound calling campaign targeting eligible customers and hosting three in-person roundtable events with participating program allies. As a courtesy service for our customers, Willdan created a list of participating program allies on the program website. Willdan also hosted multiple financial program trainings for these program allies. To increase participation by customers located in Overburdened Communities (“OBCs”), Opportunity Zones (“OZs”), and Urban Enterprise Zones (“UEZs”), Willdan created a Spanish language FAQs guide that is posted on the program website. Willdan also recruited a diverse group of trade allies that have experience in working with customers located in these communities/zones. In PY23, Willdan and its participating trade allies completed free facility assessments at about 60 customer sites located in these targeted communities/zones. The Company continues to leverage internal resources—through customer support representatives and regional external affairs consultants—to promote the program to assigned accounts (*i.e.*, selected customers with large and/or national commercial accounts).

- The C&I Energy Management subprogram targets energy savings for existing C&I facilities by providing a holistic approach to improving the overall operation and energy performance of buildings and building systems. This is achieved through an offering of the following five measures under this subprogram: (1) HVAC Tune-Up; (2) Building Tune-Up; (3) Retro-Commissioning; (4) Building Operation Training; and (5) Strategic Energy Management. JCP&L launched this subprogram on October 1, 2021, and hired Willdan as its TPIC. To launch this offering, Willdan developed a focused website and added FAQs and Program Ally Application. Willdan actively promotes this subprogram through multiple marketing channels to customers above 200 kW demand. Willdan also recruited participating program allies that have experience in delivering services such as Retro-Commissioning, Building Tune-Up and HVAC Tune-Up. In PY23, JCP&L partnered with overlapping GDCs to develop and deliver Building Operation Training through the Penn College of Technology to customers above 200 kW demand. The Company is actively exploring opportunities to partner with overlapping GDCs to host similar training in PY24. To promote availability of financing to eligible customers that are looking to participate in this program, Willdan worked with NEIF to host multiple financial training sessions for the participating program allies. The Company also leveraged internal resources—through customer support representatives and regional external affairs consultants—to promote the program to assigned accounts.
- Energy Solutions for Business-Engineered Solutions: This subprogram provides tailored EE assistance to public service entities, such as municipalities, universities, schools, hospitals, healthcare facilities, and non-profit entities. This subprogram provides a guided consultative service throughout the project delivery cycle, starting with an in-depth facility audit as well as detailed assessment and recommendations of EE measures that could be economically installed with no up-front funding from the customer. JCP&L launched this subprogram on October 1, 2021, and hired Willdan as its TPIC. To launch this offering, Willdan launched a focused website and added FAQs and a Program Ally Application. Willdan actively promotes this subprogram through multiple marketing

channels, including through its list of participating program allies, to customers above 200 kW demand. To promote availability of financing to above 200 KW customers that are looking to participate in this program, Willdan worked with NEIF to host multiple financial training sessions for the participating program allies. The Company also leveraged internal resources—through customer support representatives and regional external affairs consultants—to promote the program to assigned accounts.

- The C&I Prescriptive and Custom Measure subprogram promotes the installation of high efficiency electric and/or natural gas equipment by the Company’s C&I customers. The subprogram provides prescriptive-based incentives to purchase and install EE products. The offering supports downstream approaches to capture scheduled replacement activities in the market. The subprogram also provides midstream incentives (aka instant discounts or buydowns) to capture the emergency replacement activities in the market. This program is also designed to support manufacturers, distributors, contractors, and retailers that sell select EE products and services. Measures supported by the subprogram include, without limitation, EE lighting, appliances, heating and cooling equipment, and food service equipment. JCP&L hired TRC to serve as the TPIC for this program. As a courtesy services for our customers, TRC created a list of participating program allies on the program website. Customers are able to search by program ally name or business type. To keep the market engaged and to continue to increase program awareness and participation, TRC continued its outreach and marketing campaigns through multiple channels, including through hosting webinars for customers and program allies, undertaking e-blasts, calling campaigns and digital ad campaigns, attending outreach events, and developing new marketing materials. To understand challenges faced by program allies, TRC hosted three in-person program ally roundtable events. At one of these events, TRC invited outside speakers to educate program allies on sources of additional funding that could be available to their clients. To help customers with capital funding of qualified projects, TRC added a link to the Company’s financing program and hosted a training session for the registered program allies on this financing program. To better meet the needs of non-English speaking customers, TRC translated program FAQs, the Incentive Guide, the Quick Reference Guide, and the program website into Spanish. In PY23, TRC continued its outreach efforts to reach customers in OBCs, OZs, and UEZs, as defined by the New Jersey Department of Environmental Protection. To that end, TRC implemented a GIS Mapping tool to identify and target customers in these communities and zones. In May 2023, TRC hosted a webinar focused on reaching customers in these communities and zones. In PY22, TRC launched mid-stream (instant discount) lighting, HVAC, and food services offerings and launched multiple campaigns to recruit lighting, HVAC, and food services distributors in these offerings. To promote this new delivery channel, TRC created e-blasts, point of purchase counter signs, and an instant discount incentive guide. TRC also enhanced the existing program website. Although TRC had good success in recruiting lighting and HVAC distributors, TRC had no success in signing up food services distributors. Consequently, in PY23, TRC withdrew the mid-stream food services offering. The Company continues to leverage internal resources—through customer support representatives and regional external affairs consultants—to promote the subprogram to assigned accounts. The Company picked up and responsibly recycled 39 refrigerators and freezers and 7 room air conditioners and dehumidifiers through the C&I Appliance Recycling offering during the first program year.

### Multifamily Sector

The Multifamily Direct Install program performed 1,053 audits during PY23. During the audit, the contractor educated customers on other program offerings and opportunities to save energy. The Company continues to build relationships with multifamily property managers to fill a pipeline of future projects. The Company participated in a number of community events, including some events in OBCs.

## Other Programs

The Company launched the Home Optimization & Peak Demand Reduction program, marketed to customers as Energy Savings Rewards, in June 2023. Customers choosing to participate in this program will receive a \$75 incentive for allowing JCP&L to make small, temporary adjustments to their smart thermostats during peak demand periods between June 1st – September 30th. Customers will receive an additional \$25 at the end of each program season in which they are enrolled. Over 8,300 customers enrolled in this program, with just over 12,000 smart thermostats, although no events were called in PY23.

**Table 1 – Program Year 2023 Retail Sales**

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. Comfort Partners is the primary program serving low-income customers and is co-managed by the Division of Clean Energy in conjunction with JCP&L and the other investor-owned electric and gas utility companies. For those utilities that have ‘other’ programs it should be noted.

The Board’s June 10, 2020 Clean Energy Act Order established specific utility energy use reduction requirements for PY23 at 0.74% of the Plan Year’s Compliance Baseline.

	Utility-Administered Retail Savings <sup>1,2</sup> (MWh)	Comfort Partners Retail Savings (MWh) <sup>1,2</sup>	Other Programs Retail savings (MWh) <sup>2,4</sup>	Total Portfolio Retail Savings (MWh) <sup>1,2,5</sup>	Compliance Baseline (MWh) <sup>3</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	44,881	272	-	45,153				
YTD	261,277	926	-	262,203	20,066,367	0.74%	148,491	176.58%

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

<sup>2</sup> Encompasses all ex-ante savings for the Plan Year, including prior period adjustments.

<sup>3</sup> Calculated as average annual electricity usage in the prior three plan years (i.e., July – June) per N.J.S.A. 48:3-87.9(a). Details are provided in Appendix E.

<sup>4</sup> Other Programs include Company-specific programs that are not part of the Clean Energy Act (“CEA”) EE programs and Comfort Partners, such as legacy programs and pilots. JCP&L does not have any approved Other Programs.

<sup>5</sup> Pursuant to paragraph 16(e)(i) of the July 7, 2022 Stipulation and Agreement among the Utilities, Staff, and Rate Counsel, “the Utilities may apply energy savings in excess of annual compliance goals (“Carryover Savings”) toward goals and QPIs for Program Years 2023, 2024, and 2025.” The Board adopted the Stipulation and Agreement in its Order Approving Stipulation entered on August 17, 2022, in BPU Docket Nos. QO19010040, EO20090621, GO20090619, EO20090620, GO20090622, GO18101112, EO18101113, EO20090623, and GO20090618.

Individual line items or totals as listed in Table 1 may slightly differ from values reported elsewhere due to rounding.

Figure 1 shows energy savings achievements compared against expenditures.

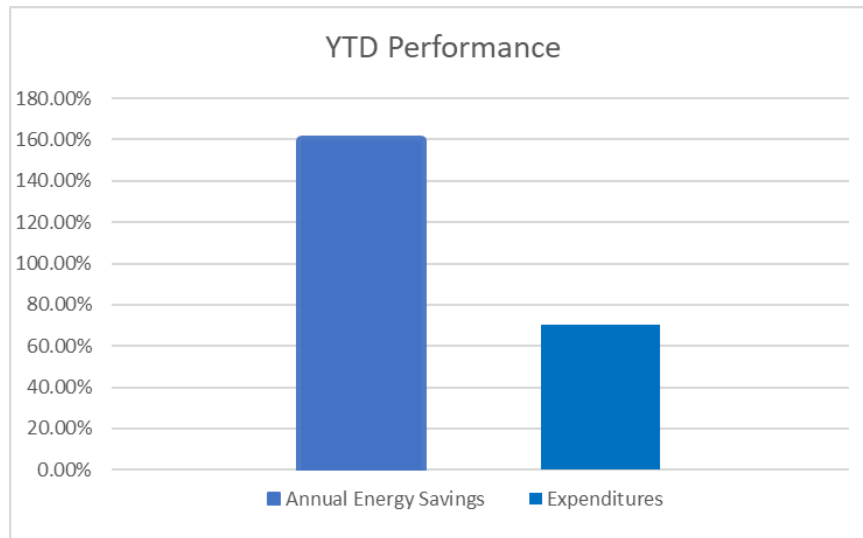


Figure 1: PY23 performance of Annual Energy Savings and Budget



## Table 2 – Quantitative Performance Indicators

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, if applicable, any legacy EE programs administered by JCP&L that were authorized or funded by or through a prior filing or authorization (“Other Programs”).<sup>8</sup>

As shown in the following table, JCP&L achieved 261,277 MWh of annual EE savings and 3,360,668 MWh of lifetime savings in this period.

	Quarter				Year to Date				Annual Target <sup>1</sup>	Percent of Annual Target Achieved
	Utility-Administered Quarter Retail Savings	Comfort Partners Quarter Retail Savings	Other Programs Quarter Retail Savings	Total Portfolio Quarter Retail Savings	Utility-Administered YTD Retail Savings	Comfort Partners YTD Retail Savings	Other Programs YTD Retail Savings	Total Portfolio YTD Retail Savings		
Annual Energy Savings (MWh)	44,881	272		45,153	261,277	926		262,203	164,722	159%
Lifetime Savings (MWh)	549,041	4,417		553,458	3,360,668	15,085		3,375,753	2,115,075	160%
Annual Demand Savings (MW)	6.64	0.04		6.68	28.34	0.19		28.53		
Low/Moderate-Income Lifetime Savings (MWh) <sup>2</sup>	2,012	4,417		6,429	269,172	15,085		284,257		
Small Commercial Lifetime Savings (MWh)	189,444			189,444	771,394			771,394		

<sup>1</sup>Annual Targets reflect estimated impacts as filed in the Company’s 2021-2024 EEC Plan.

<sup>2</sup>Reflects Annual Demand Savings multiplied by the Effective Useful Life of installed equipment.

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

There were no adjustments to budgets or incentives and no requests were made to Staff for adjustments during this period. Participation details are listed below for the various sectors.

### **Participation**

#### Residential Sector

Residential sector participation is being driven by customer activity in Lighting and EE Kits, though customers are participating in all other Residential program offerings. The Residential sector achieved 69% of its annual Plan forecast through the reporting period.

#### Commercial & Industrial

The Company saw an increased level of participation across all programs within the C&I sector in PY23. Participation in the C&I sector is mainly driven by customer activity in the Direct Install and Prescriptive/Custom program, plus the mid-stream lighting offering. The C&I sector achieved less than 1% of its annual Plan forecast through the reporting period, but this is due to the methodology for participation projections in the Company’s Plan filing being different from the reporting methodology. The Plan filing projection is at a measure level, while participant definitions used in this report and detailed in Appendix A reflect consensus definitions for the First Triennium as aligned with the Joint Utilities. The Company reported 1,451 participants in the program. At a measure level, the Company is at 7% of the target.

#### Multifamily Sector

The Multifamily sector achieved 40% of the PY23 Annual Plan forecast. The Company has completed audits in almost 2,000 units with over 900 units being in an OBC.

<sup>8</sup>JCP&L did not have any authorized Other Program

**Table 3 – Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants <sup>4</sup>	Percent of Annual Forecast
Residential	251,771	881,509	1,275,207	69.13%
Multifamily	455	1,053	2,644	39.83%
C&I	443	1,451	302,185	0.48%
Other	-	-	-	-
Reported Totals for Utility Administered Programs <sup>3</sup>	252,669	884,013	1,580,036	55.95%
Comfort Partners <sup>2</sup>	212	879	5,739	N/A
Utility Total <sup>3</sup>	252,881	884,892	1,585,775	N/A

<sup>1</sup> Please note that these numbers are totals across all programs within a sector. The appendix shows the participation numbers for individual programs.

<sup>2</sup> Comfort Partners, the primary program serving low-income customers, is co-managed by the Division of Clean Energy in conjunction with JCP&L and the other investor-owned electric and gas utility companies. Comfort Partners participation forecast is for the State in total and not available on an individual utility basis. Accordingly, the “Percent of Annual Forecast” is not calculable for each individual utility.

<sup>3</sup> Individual line items or totals as listed in this Table may slightly differ due to rounding.

<sup>4</sup> Annual targets reflect values as estimated in the Company’s EEC Plan.

Percent of Annual Forecast values as shown in Table 3 are largely influenced by differing participant definitions in the Company’s report versus definitions as filed in JCP&L’s EEC Plan. Participant definitions used in this report and detailed in Appendix A reflect consensus definitions for the First Triennium as aligned with the Joint Utilities.

## Expenditures

### Residential Sector

The Residential sector spent 67% of its annual Plan budget through the reporting period.

### Commercial & Industrial Sector

The C&I sector spent 79% of its annual Plan budget through the reporting period.

### Multifamily Sector

The Multifamily sector spent 26% of its annual Plan budget through the reporting period.

**Table 4 – Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures <sup>4</sup> (\$000)	Percent of Annual Budget
Residential	\$3,295	\$23,651	\$35,500	66.62%
Multifamily	\$202	\$566	\$2,206	25.64%
C&I	\$9,715	\$24,341	\$30,839	78.93%
Other	\$18	\$71	\$381	18.59%
Reported Totals for Utility Administered Programs <sup>3</sup>	\$13,230	\$48,629	\$68,926	70.55%
Comfort Partners <sup>2</sup>	\$1,345	\$4,573	\$5,511	N/A
Utility Total <sup>3</sup>	\$14,576	\$53,202	\$74,438	N/A

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

<sup>2</sup> Comfort Partners, the primary program serving low-income customers, is co-managed by the Division of Clean Energy in conjunction with JCP&L and the other investor-owned electric and gas utility companies. Comfort Partners participation forecast is for the State in total and not available on an individual utility basis. Accordingly, the "Percent of Annual Forecast" is not calculable for each individual utility.

<sup>3</sup> Individual line items or totals as listed in this Table may slightly differ due to rounding.

<sup>4</sup> Annual targets reflect values as estimated in the Company's EEC Plan.

## Annual Energy Savings

### Residential Sector

During PY23, JCP&L focused on working with its TPICs to deliver programs and educate customers, contractors, and retailers on the JCP&L suite of Residential programs. Through PY23, the residential sector achieved nearly 226% of its annual target.

### Commercial & Industrial

During PY23, JCP&L will continue focusing on working with its TPICs to increase program awareness and participation in all C&I programs, including the mid-stream lighting program. Through PY23, the C&I sector achieved nearly 88% of its annual target. JCP&L anticipates energy savings levels will grow across all programs within the C&I sector in PY24.

### Multifamily

During PY23, JCP&L focused on working with its TPICs and other Joint Utilities to implement the Multifamily program. The Company continues to educate building owners on the benefits of this program. The Multifamily sector achieved 28% of its annual target.

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

Annual Energy Savings <sup>1</sup>	Quarter Retail (MWh)	YTD Retail (MWh)	Annual Target Retail Savings <sup>4</sup> (MWh)	Percent of Annual Target
Residential	23,597	191,804	84,756	226.30%
Multifamily	141	393	1,391	28.29%
C&I	21,142	69,079	78,575	87.91%
Other	-	-	-	-
Reported Totals for Utility Administered Programs <sup>3</sup>	44,881	261,277	164,722	158.62%
Comfort Partners <sup>2</sup>	272	926	3,602	N/A
Utility Total <sup>3</sup>	45,153	262,203	168,324	N/A

<sup>1</sup>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.

<sup>2</sup>Comfort Partners participation forecast is for the State in total and not available on an individual utility basis. Accordingly, the “Percent of Annual Target” is not calculable for each individual utility.

<sup>3</sup>Individual line items or totals as listed in this Table may slightly differ due to rounding.

<sup>4</sup>Annual targets reflect values as estimated in the Company’s EEC Plan.

## **Portfolio Expenditures Breakdown**

The following table provides quarterly, and Year to Date (“YTD”) costs as compared to the full-year budget as filed in JCP&L’s EEC Plan. Company costs for the reporting period were 70.55% of the PY23 budget.

**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
Capital Costs	\$ -	\$ -	\$ -	0.00%
Utility Administration	\$ 525	\$ 2,296	\$ 3,833	59.89%
Marketing	\$ 139	\$ 891	\$ 1,842	48.37%
Outside Services <sup>4</sup>	\$ 3,042	\$ 8,464	\$ 11,551	73.28%
Rebates <sup>2</sup>	\$ 8,375	\$ 34,094	\$ 41,921	81.33%
No- or Low-Interest Loans	\$ 596	\$ 1,279	\$ 6,638	19.26%
Evaluation, Measurement & Verification (“EM&V”)	\$ 553	\$ 1,605	\$ 2,468	65.04%
Inspections & Quality Control	\$ -	\$ -	\$ 674	0.00%
Utility EE/PDR Total <sup>3</sup>	\$ 13,230	\$ 48,629	\$ 68,926	70.55%

<sup>1</sup> Categories herein align to JCP&L’s EEC plan as approved by the BPU.

<sup>2</sup> Rebates category includes rebates and other direct investments.

<sup>3</sup> Individual line items or totals as listed in the Table may slightly differ due to rounding.

<sup>4</sup> The cost category of Inspection and Quality Control was separately budgeted in JCP&L’s Plan Filing. However, actuals costs are included in the Outside Services category in line with TPIC.

## Equity Metrics

The equity metrics draw from the considerable work of the New Jersey Office of Environmental Justice’s OBC designations. Pursuant to 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 met,<sup>9</sup> and metrics reported herein reflect further direction from BPU Staff.<sup>10</sup> JCP&L utilized this framework to develop tools and methodologies mapping geocoordinates for all customers that indicate if the location is inside or outside of an OBC and screened all incoming EE program participation utilizing this same methodology. This data is compiled into Table 7 detailing PY23 Equity Performance. JCP&L will continue to monitor these metrics as programs and offerings mature throughout the Triennial period.

## Residential Sector

The Company held educational events during the second program year in OBC areas at The Home Depot in Old Bridge and East Hanover, New Jersey. The Company also held educational events at The Home Depot in Parsippany, New Jersey. During these events, representatives highlighted efficient lighting technologies and educated several customers on LEDs—effectively moving the customers from purchasing lower quality bulbs to ENERGY STAR certified LEDs. The Company also visited stores in OBC areas over 700 times during PY23 for various reasons, such as placing marketing on appliances and lighting. The Company also participated in 2 senior community events at Crestwood Village and 2 Salvation Army Farmer’s Market events to promote the Moderate Income Weatherization and QHEC programs.

## Commercial & Industrial Sector

During PY23, TRC continued its multi-channel outreach efforts to reach C&I customers in the OBCs, OZs, and UEZs. These customers received an e-blast invitation to a dedicated webinar held in May 2023. This webinar focused on program benefits and how to participate in the programs. In PY23, TRC closed out over 100 projects for customers located in these areas. To better meet the needs of non-English speaking customers, TRC has updated Spanish language FAQs, Incentive Guides and Quick Reference Guides that were developed and posted to the program website in PY22. TRC continues to update the Spanish language website as needed. Similar to the efforts undertaken by TRC, Willdan has continued to build upon its outreach efforts that were initiated in PY22 to reach customers located in OBCs, OZs, and UEZs. In PY23, Willdan and its participating trade allies completed free facility assessments at about 60 customer sites located in these targeted areas. To meet the needs of customers located in these areas, Willdan has updated Spanish language FAQs that are posted on the program website. Willdan continues to recruit a diverse group of trade allies that have experience in working with customers located in these communities.

## Multifamily

JCP&L has provided program information and presentations to multiple OBCs throughout PY23. The company has installed energy saving measures in 964 units within OBCs.

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<sup>9</sup> Pursuant to N.J.S.A. 13:1D-157, the criteria are: (a) at least 35% of the households qualify as low-income households; (b) at least 40% of the residents identify as a minority or as members of a State recognized tribal community; or (c) at least 40% of the households have limited English proficiency.

<sup>10</sup> Per guidance from BPU Staff, OBCs, as used in Table 7, reflect those communities where at least 35% of the households qualify as low-income households but exclude those communities that are solely designated as Minority, Limited English, or Minority and Limited English.

**Table 7 – Equity Performance**

Territory-Level Benchmarks	Over-burdened <sup>1</sup>	Non-Over-burdened	Overburdened (%) <sup>2</sup>
# of Household Accounts <sup>3</sup>	96,842	877,814	10%
# of Business Accounts <sup>3</sup>	12,582	113,035	10%
Total Annual Energy (MWh) <sup>4</sup>	1,674,125	18,440,944	8%

Programs	Sub Program or Offering	Type of Sub Program/Offering	Quarter Over-burdened <sup>1</sup>	Quarter Non-Over-burdened	Overburdened (%) <sup>2</sup>	Annual Over-burdened	Annual Non-Over-burdened	Overburdened (%)
<b>Participants</b>								
Residential - Efficient Products	HVAC	Core	50	817	6%	167	3,112	5%
	Appliance Rebates	Core	94	1,124	8%	400	6,162	6%
	Appliance Recycling	Core	60	924	6%	307	5,605	5%
	Energy Efficient Kits	Core	-	-	0%	22,904	185,109	11%
	Lighting <sup>5</sup>	Core	6,462	92,540	7%	27,607	455,895	6%
Residential - Existing Homes	Online Marketplace	Core	340	3,709	8%	1,231	16,886	7%
	Home Performance with Energy Star	Core	3	28	10%	25	70	26%
	Quick Home Energy Check-Up	Additional	22	255	8%	212	1,374	13%
	Moderate Income Weatherization	Additional	79	112	41%	147	283	34%
Home Energy Education & Management	Behavioral <sup>7</sup>	Additional	9,479	133,736	7%	9,383	132,546	7%
	Online Audits	Additional	153	1,784	8%	877	11,207	7%
C&I Direct Install	Direct Install	Core	21	132	14%	83	367	18%
Energy Solutions for Business	Energy Management	Core	-	28	0%	2	42	5%
	Prescriptive/Custom	Core	34	228	13%	112	845	12%
Multi-family	Direct Install	Core	291	164	64%	480	573	46%
Total Core Participation <sup>6</sup>			7,355	99,666	7%	53,316	674,624	7%
Total Additional Participation <sup>6</sup>			254	2,151	11%	1,236	12,864	9%
<b>Total Participation<sup>6</sup></b>			<b>17,088</b>	<b>235,581</b>	<b>7%</b>	<b>63,937</b>	<b>820,076</b>	<b>7%</b>
<b>Annual Energy Savings</b>								
Residential - Efficient Products	HVAC	Core	17	415	4%	55	1,374	4%
	Appliance Rebates	Core	11	164	6%	70	1,273	5%
	Appliance Recycling	Core	68	1,033	6%	338	6,249	5%
	Energy Efficient Kits	Core	-	-	0%	9,586	77,213	11%
	Lighting	Core	1,027	16,237	6%	4,061	77,911	5%
Residential - Existing Homes	Online Marketplace	Core	52	554	9%	175	2,398	7%
	Home Performance with Energy Star	Core	5	62	8%	97	211	31%
	Quick Home Energy Check-Up	Additional	16	200	7%	168	1,184	12%
Home Energy Education & Management	Moderate Income Weatherization	Additional	26	47	36%	55	95	37%
	Behavioral <sup>7</sup>	Additional	243	3,180	7%	552	7,241	7%
C&I Direct Install	Online Audits	Additional	19	221	8%	109	1,390	7%
	Direct Install	Core	936	5,507	15%	2,618	10,179	20%
Energy Solutions for Business	Energy Management	Core	-	4,208	0%	111	4,656	2%
	Prescriptive/Custom	Core	1,159	9,333	11%	4,264	47,251	8%
Multi-family	Direct Install	Core	94	47	67%	136	257	35%
Total Core Annual Energy Savings <sup>6</sup>			3,368	33,353	9%	21,400	224,316	9%
Total Additional Annual Energy Savings <sup>6</sup>			61	468	11%	332	2,669	11%
<b>Total Annual Energy Savings<sup>6</sup></b>			<b>3,672</b>	<b>41,209</b>	<b>8%</b>	<b>22,395</b>	<b>238,882</b>	<b>9%</b>
<b>Lifetime Energy Savings</b>								
Residential - Efficient Products	HVAC	Core	246	6,508	4%	801	21,258	4%
	Appliance Rebates	Core	128	1,891	6%	754	13,553	5%
	Appliance Recycling	Core	328	5,033	6%	1,633	30,323	5%
	Energy Efficient Kits	Core	-	-	0%	121,833	991,912	11%
	Lighting	Core	15,402	243,554	6%	60,918	1,167,956	5%
Residential - Existing Homes	Online Marketplace	Core	464	5,192	8%	1,590	21,866	7%
	Home Performance with Energy Star	Core	90	1,155	7%	1,640	3,798	30%
	Quick Home Energy Check-Up	Additional	208	2,863	7%	2,376	16,976	12%
Home Energy Education & Management	Moderate Income Weatherization	Additional	569	963	37%	987	1,667	37%
	Behavioral <sup>7</sup>	Additional	243	3,180	7%	552	7,241	7%
C&I Direct Install	Online Audits	Additional	19	221	8%	109	1,390	7%
	Direct Install	Core	10,118	47,438	18%	21,960	85,565	20%
Energy Solutions for Business	Energy Management	Core	-	50,150	0%	688	52,039	1%
	Prescriptive/Custom	Core	17,320	133,927	11%	60,012	664,398	8%
Multi-family	Direct Install	Core	1,193	640	65%	1,681	3,194	34%
Total Core Lifetime Energy Savings <sup>6</sup>			45,288	445,337	9%	272,822	3,003,822	8%
Total Additional Lifetime Energy Savings <sup>6</sup>			796	4,047	16%	3,472	20,032	15%
<b>Total Lifetime Energy Savings<sup>6</sup></b>			<b>46,327</b>	<b>502,714</b>	<b>8%</b>	<b>277,533</b>	<b>3,083,135</b>	<b>8%</b>

<sup>1</sup>Across all programs, subprograms, or offerings, participation/expenditures/savings are classified as either in an Environmental Justice OBC census block or not based on the program participant's address. OBC census blocks were developed and defined by the New Jersey Department of Environmental Protection ([www.nj.gov/dep/ej/communities.html](http://www.nj.gov/dep/ej/communities.html)). The EM&V WG agreed to include only OBC census blocks where at least 35% of households qualify as low-income. For example, a census block that satisfies only the limited English proficiency criteria is not included.

<sup>2</sup>The Ratio column shows the ratio of the overburdened metric over the total of overburdened plus non-overburdened. 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.

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

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

<sup>5</sup>Efficient Products Program, Lighting participants represent sales of products originating from stores located within an OBC. This metric is not intended to identify individual participants who reside in an OBC, but rather the proportion of retail lighting sales stemming from locations serving OBCs aligned to BPU Staff's modifications.

<sup>6</sup>Individual line items or totals as listed in this table may slightly differ from those results in the Appendix B table due to rounding.

<sup>7</sup>OBC results as listed for the Behavioral offering are estimated based on percentages of customers that reside in OBC designated areas within the behavioral treatment population.



## **Benefit-Cost Test Results**

Cost effectiveness analysis was performed for PY23 for all programs for which the Company served as the Lead Utility, consistent with the treatment of cost effectiveness by all the Joint Utilities. Table 8 below provides the benefit-cost ratios by Program. Cost effectiveness by sector is provided in Appendix H, which also contains details on the elements and underlying calculations associated with each cost test.

Initial benefit cost test ratios provided from the Plan are based on the entire Triennium, while the Final benefit cost-test ratios presented in Table 8 and Appendix H are for only PY23, the second year of the Triennium. The second-year results are in line with Company expectations.

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

	Initial <sup>1</sup>						Final					
	NJCT	PCT	PACT	RIMT	TRCT	SCT	NJCT	PCT <sup>3</sup>	PACT	RIMT	TRCT	SCT
Efficient Products	5.5	7.8	4.6	1.6	3.8	11.7	15.2	92.7	13.9	1.0	12.8	21.9
Existing Homes	1.6	3.6	0.8	0.6	1.0	3.3	1.2	5.2	1.1	0.5	1.0	1.7
Home Energy Education & Management	1.6	0.0	1.4	0.9	1.4	3.6	1.0	-	0.9	0.4	0.9	1.4
C&I Direct Install	6.4	9.1	3.4	1.4	4.5	13.8	2.7	40.4	2.3	0.6	2.1	3.6
Energy Solutions for Business	2.8	2.5	4.4	1.7	2.0	6.2	3.6	4.5	6.8	1.0	2.9	4.9
Multifamily	1.9	5.6	1.2	0.8	1.3	4.1	2.0	-	1.7	0.8	1.7	2.6
Home Optimization & Peak Demand Reduction <sup>2</sup>	1.0	2.1	0.9	0.8	0.9	2.3	-	-	-	-	-	-
Portfolio	3.5	4.1	3.4	1.5	2.4	7.6	6.6	14.1	8.1	1.0	5.5	9.3

<sup>1</sup>Initial values reflected in this table represent cost effectiveness scores as filed in JCP&L's EEC Plan.

<sup>2</sup>The Company launched the Home Optimization & Peak Demand Reduction program in 2023, as outlined in our filed Plan but no events were called in PY23. Therefore, there are no reported results.

<sup>3</sup>PCT values are heavily influenced by programs designed with low or no out of pocket expenses to participants.

## **Program Updates**

JCP&L will continue to incorporate best practices for offered programs, where possible. The Company anticipates the following activities have been or will be executing during PY24.

### **Residential Sector**

On July 1, 2023, the Company began offering instant discounts on the purchase of ENERGY STAR certified dehumidifiers, room air conditioners, and a limited number of air purifiers in The Home Depot and Lowe's stores across our territory. If these items are purchased at a retailer other than The Home Depot or Lowe's, customers can send in a downstream application for rebate processing.

After the completion of PY23, the Company suspended the Appliance Recycling program due to the vendor's inability to offer pickups.

There are no other projected program changes for residential programs at this time.

## Commercial and Industrial Sector

Based on the feedback from our implementation contractor plus participating Direct Install contractors, the Company has implemented four new measures under the Direct Install program. The expectation is that these new measures will generate additional savings and increase program participation.

There are no projected changes to the Prescriptive, Custom, Energy Management, or Engineered Solutions Programs.

## Multifamily Sector

There are no projected changes to Multifamily sector offerings.

## Conclusion

JCP&L's portfolio produced significant efficiency savings while spending well under anticipated budgets, with a portfolio NJCT cost-effectiveness score of 6.6 demonstrating the benefits of the Company's portfolio to New Jersey residents, businesses, and the environment. Residential programs significantly outperformed energy savings expectations in JCP&L's EEC Plan, and the Commercial & Industrial sector performed well in PY23 and has built a robust pipeline of projects leading to PY24. The Company expects annual energy savings to continue to grow through the First Triennium.

Please contact the undersigned should you have any questions or concerns regarding this report.

Sincerely,

A handwritten signature in black ink that reads "Eren Demiray". The signature is written in a cursive style with a large, stylized "D".

Eren G. Demiray  
Manager, Energy Efficiency Reporting

## 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	Online Audit	Number of unique customers that complete the Online Audit (Home Energy Analyzers).
	Behavioral	Count of treatment customers at end of reporting period
C&I Direct Install	Direct Install	Count based on number of applications/projects completed, not account number
Energy Solutions for Business	Prescriptive/Custom	Count based on number of applications/projects completed, not account number
	Energy Management	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number
Multifamily	HPwES	Count of completed HPwES projects
	Direct Install	Count based on number of projects completed (see approach)
	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 B – Energy Efficiency and PDR Savings Summary**  
**For Period Ending PY23Q4**

	Sub Program or Offering <sup>1</sup>	Participation				Actual Expenditures				Ex Ante Energy Savings							
		A	B	C	D=C/B	E	F	G	H=G/F	I	J	K	L=K/J	M	N	O	P
		Current Quarter	Forecasted Annual Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Current Quarter (\$000)	Forecasted Annual Program Costs (\$000) <sup>2</sup>	YTD Reported Program Costs (\$000)	YTD % of Annual Budget	Current Quarter Annual Retail Energy Savings (MWh)	Forecasted Annual Retail Energy Savings (MWh)	YTD Annual Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Current Quarter Annual Wholesale Energy Savings (MWh) <sup>5</sup>	YTD Peak Demand Savings (MW) <sup>6</sup>	Current Quarter Lifetime Retail Energy Savings (MWh)	YTD Lifetime Retail Energy Savings (MWh)
<b>Residential Programs</b>																	
	HVAC*	867		3,279	N/A	\$ 1,085		\$ 2,962	N/A	432		1,429	N/A	509	0.64	6,753	22,059
	Appliance Rebates*	1,218		6,562	N/A	\$ 163		\$ 943	N/A	175		1,342	N/A	206	0.18	2,019	14,307
	Appliance Recycling*	984		5,912	N/A	\$ 267		\$ 1,496	N/A	1,101		6,586	N/A	1,296	1.08	5,361	31,956
	Energy Efficient Kits*	-		208,013	N/A	\$ 127		\$ 8,914	N/A	-		86,799	N/A	-	6.67	-	1,113,745
	Lighting*	99,002		483,502	N/A	\$ 713		\$ 3,312	N/A	17,264		81,972	N/A	20,319	6.15	258,956	1,228,874
	Online Marketplace*	4,049		18,117	N/A	\$ 376		\$ 1,671	N/A	606		2,574	N/A	713	0.05	5,656	23,456
	Subtotal Efficient Products <sup>4</sup>	106,120	1,129,607	725,385	64.22%	\$ 2,731	\$ 20,517	\$ 19,298	94.06%	19,578	67,353	180,702	268.29%	23,044	14.77	278,745	2,434,397
Existing Homes	Home Performance with Energy Star*	31	1,000	95	9.50%	\$ 496	\$ 6,982	\$ 1,398	20.02%	67	1,375	308	22.43%	79	0.12	1,245	5,438
	Quick Home Energy Check-Up	277	2,500	1,586	63.44%	\$ 202	\$ 1,861	\$ 947	50.87%	216	1,188	1,352	113.83%	254	0.10	3,071	19,352
	Moderate Income Weatherization	191	500	430	86.00%	\$ (447)	\$ 4,384	\$ 473	10.80%	73	625	151	24.13%	86	0.01	1,532	2,654
Home Energy Education & Management	Behavioral - HER	143,215		141,929	N/A	\$ 298		\$ 1,448		3,423		7,793		0.90	3,423	7,793	
	Online Audits	1,937		12,084	N/A	\$ 15		\$ 88	N/A	240		1,498	N/A	283	-	240	1,498
	Subtotal Home Energy Education & Management <sup>1</sup>	145,152	141,600	154,013	109%	\$ 313	\$ 1,756	\$ 1,536	87.46%	3,663	-	9,291	N/A	283	0.90	3,663	9,291
<b>Total Residential<sup>4</sup></b>		<b>251,771</b>	<b>1,275,207</b>	<b>881,509</b>	<b>69.13%</b>	<b>\$ 3,295</b>	<b>\$ 35,500</b>	<b>\$ 23,651</b>	<b>66.62%</b>	<b>23,597</b>	<b>84,756</b>	<b>191,804</b>	<b>226.30%</b>	<b>23,745</b>	<b>15.91</b>	<b>288,256</b>	<b>2,471,132</b>
<b>Business Programs</b>																	
C&I Direct Install	Direct Install*	153	550	450	81.82%	\$ 4,422	\$ 10,046	\$ 8,080	80.42%	6,443	18,290	12,797	69.97%	7,583	2.60	57,556	107,525
Energy Solutions for Business	Prescriptive/Custom*	262	301,492	957	0.32%	\$ 3,830	\$ 16,382	\$ 14,336	87.51%	10,492	54,908	51,515	93.82%	12,189	9.24	151,246	724,410
	Energy Management	28	137	44	32.12%	\$ 1,384	\$ 1,473	\$ 1,749	118.74%	4,208	2,637	4,767	180.79%	4,944	0.33	50,150	52,726
	Engineered Solutions <sup>3</sup>	-	6	-	0.00%	\$ 78	\$ 2,937	\$ 176	6.00%	-	2,740	-	0.00%	-	-	-	-
<b>Total Business<sup>4</sup></b>		<b>443</b>	<b>302,185</b>	<b>1,451</b>	<b>0.48%</b>	<b>\$ 9,715</b>	<b>\$ 30,839</b>	<b>\$ 24,341</b>	<b>78.93%</b>	<b>21,142</b>	<b>78,575</b>	<b>69,079</b>	<b>87.91%</b>	<b>24,716</b>	<b>12.18</b>	<b>258,952</b>	<b>884,661</b>
<b>Multifamily Programs</b>																	
Multifamily*	HPwES*	-		-	N/A	\$ 11		\$ 43	N/A	-		-	N/A	-	-	-	-
	Direct Install*	455		1,053	N/A	\$ 184		\$ 475	N/A	141		393	N/A	166	0.25	1,833	4,875
	Prescriptive/Custom <sup>3</sup>	-		-	N/A	\$ 2		\$ 9	N/A	-		-	N/A	-	-	-	-
	Engineered Solutions <sup>3a</sup>	-		-	N/A	\$ 5		\$ 39	N/A	-		-	N/A	-	-	-	-
	Subtotal Multi-Family <sup>4</sup>	455	2,644	1,053	39.83%	\$ 202	\$ 2,206	\$ 566	25.64%	141	1,391	393	28.29%	166	0.25	1,833	4,875
<b>Other Programs</b>																	
Home Optimization & Peak Demand Reduction <sup>3</sup>		-	-	-	N/A	\$ 18	\$ 381	\$ 71	18.59%	-	-	-	N/A	-	-	-	-
<b>Total Other<sup>4</sup></b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>\$ 18</b>	<b>\$ 381</b>	<b>\$ 71</b>	<b>18.59%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total<sup>1</sup></b>		<b>252,669</b>	<b>1,580,036</b>	<b>884,013</b>	<b>55.95%</b>	<b>\$ 13,230</b>	<b>\$ 68,926</b>	<b>\$ 48,629</b>	<b>70.55%</b>	<b>44,881</b>	<b>164,722</b>	<b>261,277</b>	<b>158.62%</b>	<b>48,627</b>	<b>28.34</b>	<b>549,041</b>	<b>3,360,668</b>
Supportive Costs Outside Portfolio <sup>3,4</sup>									N/A								

<sup>1</sup>Subprograms provide relevant forecasts as included in the Company’s approved EE/PDR Plans. Program delivery elements listed as offerings were not forecast in the Company’s EE/PDR Plan and are 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> Please note JCP&L’s EE/PDR filing did not include supportive costs outside of portfolio.

<sup>4</sup>Individual line items or totals as listed in Appendix B may slightly differ due to rounding.

<sup>5</sup>Wholesale savings at the gross wholesale level include retail savings plus marginal line losses, using approved line loss factor in utility’s tariff grossed up by 1.5, per the Avoided Cost Methodology in the NJ Cost Test

<sup>6</sup>Behavioral programs are often subject to a savings ramp-up where statistically significant savings may only be measurable 3-6 months after the program launch. Because the program launched on July 24, 2022, the savings measured in August 2022 may not be reflective of expected program savings going forward. JCP&L has opted to include these savings values for the sake of transparency.

\* Denotes a core EE offering.

**Appendix C – Energy Efficiency and PDR Savings Summary – LMI**  
For Period Ending PY23Q4

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Participation Number		YTD Incentive Costs (\$000) <sup>3</sup>		YTD Retail Energy Savings (MWh)	
Residential Programs	Sub Program or Offering	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	101	3,178	\$ 29	\$ 1,045	30	1,399
	Appliance Rebates	280	6,282	\$ 15	\$ 415	41	1,302
	Appliance Recycling	268	5,644	\$ 22	\$ 452	298	6,288
	Energy Efficient Kits	47,296	160,717	\$ 2,008	\$ 6,865	21,072	65,727
	Lighting	-	483,502	\$ -	\$ 2,196	-	81,972
	Online Marketplace	617	17,500	\$ 47	\$ 1,364	91	2,482
	Subtotal Efficient Products <sup>2</sup>	48,562	676,823	\$ 2,121	\$ 12,336	21,532	159,170
Existing Homes	Home Performance with Energy Star <sup>1</sup>	-	95	\$ -	\$ 442	-	308
	Quick Home Energy Check-Up	203	1,383	\$ 48	\$ 356	152	1,200
	Moderate Income Weatherization	315	115	\$ 96	\$ 594	98	53
Home Energy Education & Management	Behavioral - HER	31,828	110,101	\$ -	\$ -	381	7,412
	Online Audits	779	11,305	\$ -	\$ -	97	1,402
	Subtotal Home Energy Education & Management <sup>2</sup>	32,607	121,406	\$ -	\$ -	478	8,814
<b>Total Residential<sup>2</sup></b>		<b>81,687</b>	<b>799,822</b>	<b>\$ 2,265</b>	<b>\$ 13,727</b>	<b>22,259</b>	<b>169,545</b>
<b>Multifamily Programs</b>	<b>Sub Program or Offering<sup>1</sup></b>						
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-
	Direct Installation/MF QHEC	278	775	\$ 46	\$ 119	116	278
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
<b>Total Other<sup>2</sup></b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total<sup>2</sup></b>		<b>81,965</b>	<b>800,597</b>	<b>\$ 2,311</b>	<b>\$ 13,846</b>	<b>22,375</b>	<b>169,823</b>

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

<sup>2</sup> Individual line items or totals as listed in Appendix C may slightly differ due to rounding.

<sup>3</sup> LMI v. Non LMI incentive costs in certain instances may be estimated or may differ slightly from portfolio results as listed in table 6 due to the recognition of accrued financials at the time of reporting.

**Appendix D – Energy Efficiency and PDR Savings Summary – Business Class**  
 For Period Ending PY23Q4

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Participation Number		YTD Incentive Costs (\$000) <sup>2</sup>		YTD Retail Energy Savings (MWh)	
Business Programs	Sub Program or Offering	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	450	-	\$ 6,292	-	12,797	-
Energy Solutions for Business	Prescriptive/Custom	800	157	\$ 10,187	\$ 1,566	47,321	4,194
	Energy Management	-	44	\$ -	\$ 1,188	-	4,767
	Engineered Solutions	-	-	\$ -	\$ -	-	-
<b>Total Business<sup>1</sup></b>		<b>1,250</b>	<b>201</b>	<b>\$ 16,479</b>	<b>\$ 2,754</b>	<b>60,118</b>	<b>8,961</b>
<b>Multifamily</b>	<b>Sub Program or Offering</b>						
Multifamily	Prescriptive/Custom	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
<b>Total Other<sup>1</sup></b>							
<b>Portfolio Total<sup>1</sup></b>		<b>1,250</b>	<b>201</b>	<b>\$ 16,479</b>	<b>\$ 2,754</b>	<b>60,118</b>	<b>8,961</b>

<sup>1</sup>Individual line items or totals as listed in Appendix D may slightly differ due to rounding.

<sup>2</sup>LMI v. Non LMI incentive costs in certain instances may be estimated or may differ slightly from portfolio results as listed in table 6 due to the recognition of accrued financials at the time of reporting.

## Appendix E – Annual Report Baseline Calculation

For Period Ending PY23Q4

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)
JCP&L	2020	7/1/19 - 6/30/20	19,957,324	-	19,957,324							
	2021	7/1/20 - 6/30/21	20,231,668	-	20,231,668							
	2022	7/1/21-6/30/22	20,010,108	-	20,010,108							
	Plan year 2023					20,066,366	1.10%	220,730.03	0.36%	72,238.92	0.74%	148,491.11

Notes:

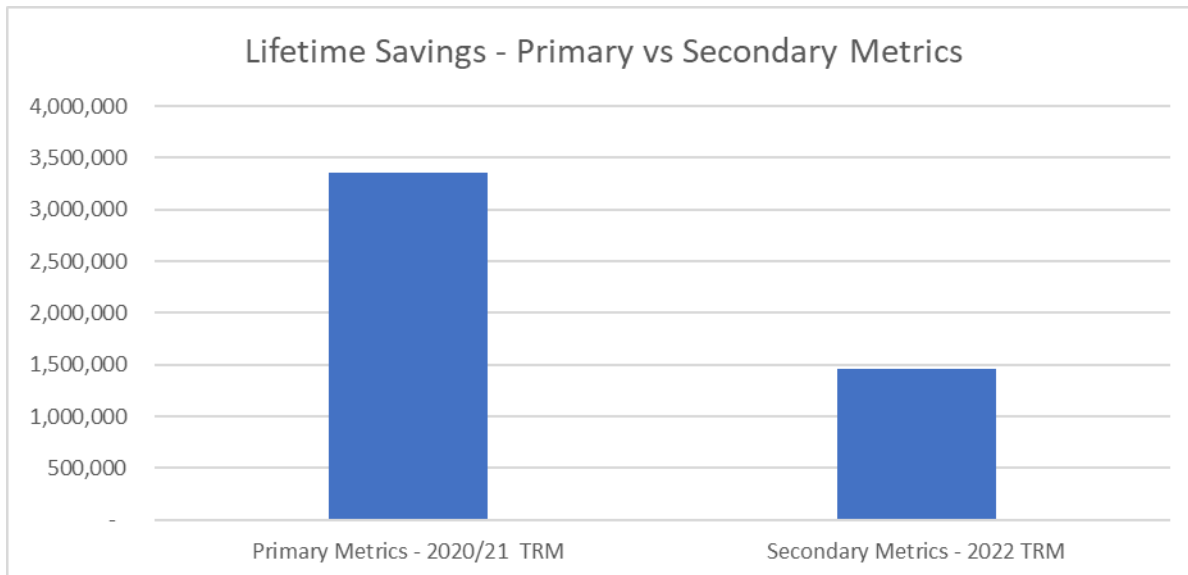
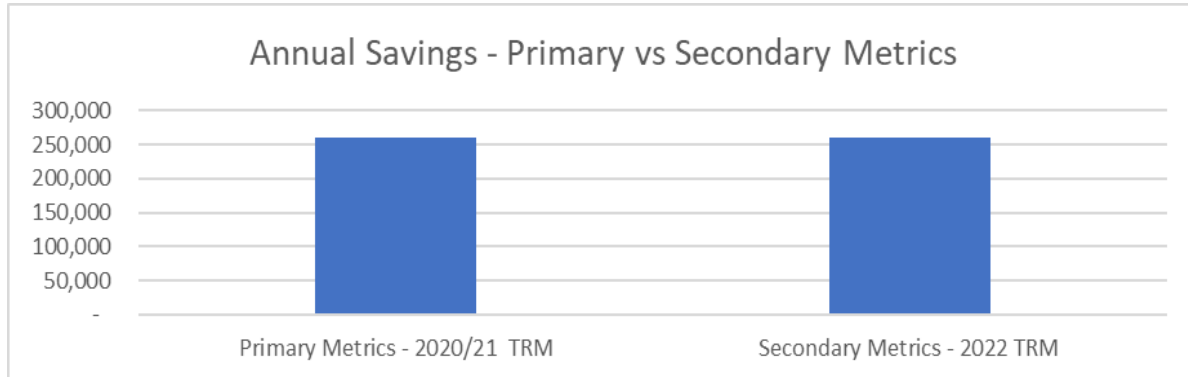
(A) Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year)

(B) No included adjustments

(E,G,I) Targets are established in the June 10, 2020 Board Order.

## Appendix F – Energy Savings with PY2023 TRM Addendum

For compliance purposes, throughout the First Triennium, the utilities calculate program savings (collectively, “Primary Metrics”) based on a mix of protocols from the FY20 NJCEP Protocols, FY21 NJCEP Protocols Addendum, and TRMs from other states when no applicable NJ-specific measure calculation is available. This mix of protocols is cataloged in the Joint Utility Coordinated Measures List. The EM&V Working Group created the 2022 TRM Addendum to address key non-NJ specific and dated assumptions in the Coordinated Measures List. Program Energy Savings Metrics calculated with the 2022 TRM Addendum are called the “Secondary Metrics.” The Secondary Metric values are informational for stakeholders to assess program performance under a more current and NJ-specific measure calculation approach and to inform future program design.





**Table F-1 – Sector-Level Energy Savings: Primary Metrics from 2020/21 TRM**

Annual Energy Savings <sup>1</sup>	Annual Retail (MWh)	Annual Target Retail Savings (MWh) <sup>3</sup>	Percent of Annual Target
Residential	191,804	84,756	226%
Multifamily	393	1,391	28%
C&I	69,079	78,575	88%
Reported Totals for Utility Administered Programs <sup>2</sup>	261,277	164,722	159%

**Table F-2 – Sector-Level Energy Savings: Secondary Metrics from 2022 TRM Addendum**

Annual Energy Savings <sup>1</sup>	Annual Retail (MWh)	Annual Target Retail Savings (MWh) <sup>3</sup>	Percent of Annual Target
Residential	191,461	84,756	226%
Multifamily	393	1,391	28%
C&I	69,098	78,575	88%
Reported Totals for Utility Administered Programs <sup>2</sup>	260,953	164,722	158%

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

<sup>2</sup>Individual line items or totals as listed in this table may differ slightly due to rounding.

<sup>3</sup>Annual targets reflect values as estimated in the Company's EEC Plan.

## Appendix G – Ex-ante Energy Savings held by Utility for Transfer

The following data are presented to provide Board Staff visibility into the full picture of statewide annual ex-ante energy projects in progress, with these energy savings being excluded from data presented in the body of the report. These data are based upon coordinated program projects completed by a lead utility during Plan Year 23 and that are awaiting transfer to a partner utility. The data presented are estimates and are subject to change during transfer to and verification by partner utilities. Transferred savings and associated costs will be included in partner utility results once allocated by the Statewide Coordination platform.

<b>Estimated Annual Energy Savings Held by JCP&amp;L</b>	
<b>Program</b>	<b>Dth held for transfer</b>
Efficient Products	432,299
Existing Homes	23,192
Home Energy Education & Management	-
C&I Direct Install	837,826
Energy Solutions for Business	28,413
Multifamily	9,932
Other	-
<b>Total</b>	<b>1,331,663</b>

## Appendix H – Cost Effectiveness Test Details

	Residential	Business	MF	Other	Total Portfolio
<b>Total Resource Cost Test (TRC)</b>					
1 Lifetime Avoided Electric Supply Costs	\$ 66,629,983	\$ 24,702,435	\$ 131,463	\$ -	\$ 91,463,881
2 Lifetime Avoided Electric Capacity Costs	\$ 10,709,295	\$ 8,502,539	\$ 195,052	\$ -	\$ 19,406,886
3 Lifetime Avoided Natural Gas Supply Costs	\$ (13,797,105)	\$ 661,719	\$ 18,512	\$ -	\$ (13,116,875)
4 Lifetime Merit Order (DRIPE) Benefits	\$ 25,121,471	\$ 9,226,099	\$ 47,823	\$ -	\$ 34,395,394
5 Lifetime REC Avoided Purchases	\$ 49,895,194	\$ 18,605,787	\$ 100,529	\$ -	\$ 68,601,510
6 Lifetime Wholesale Volatility Value	\$ 6,354,217	\$ 3,386,669	\$ 34,503	\$ -	\$ 9,775,389
7 Lifetime Avoided Replacement	\$ 4,039	\$ 6	\$ 2,587	\$ -	\$ 6,632
8 Lifetime Avoided T&D Costs	\$ 127,128,742	\$ 66,563,494	\$ 424,714	\$ -	\$ 194,116,950
<b>Total Benefit = 1+2+3+4+5+6+7+8</b>	<b>\$ 272,045,837</b>	<b>\$ 131,648,747</b>	<b>\$ 955,184</b>	<b>\$ -</b>	<b>\$ 404,649,768</b>
9 Lifetime Participant Costs	\$ 3,138,827	\$ 21,873,662	\$ -	\$ -	\$ 25,012,488
10 Lifetime Administration Costs	\$ 8,027,044	\$ 6,274,741	\$ 405,491	\$ -	\$ 14,707,276
11 Lifetime Program Investment Costs	\$ 14,654,848	\$ 19,279,197	\$ 160,038	\$ -	\$ 34,094,083
Total Costs (9+10+11)	\$ 25,820,719	\$ 47,427,599	\$ 565,528	\$ -	\$ 73,813,847
<b>Benefit Cost Ratio = (1+2+3+4+5+6+7+8)/(9+10+11)</b>	<b>10.54</b>	<b>2.78</b>	<b>1.69</b>	<b>0.00</b>	<b>5.48</b>
<b>Participant Cost Test (PCT)</b>					
12 Lifetime Participant Benefits	\$ 212,224,000	\$ 104,350,965	\$ 655,195	\$ -	\$ 317,230,161
13 Lifetime Repayment Benefits	\$ 968,775	\$ 277,793	\$ 0	\$ -	\$ 1,246,568
<b>Benefit Cost Ratio = (11+12+13)/9</b>	<b>72.59</b>	<b>5.66</b>	<b>0.00</b>	<b>0.00</b>	<b>14.10</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>11.50</b>	<b>5.10</b>	<b>1.69</b>	<b>0.00</b>	<b>8.09</b>
<b>Ratepayer Impact Measure Test (RIM)</b>					
14 Lifetime utility Revenue Gained	\$ 52,748,579	\$ 3,588,103	\$ 20,187	\$ -	\$ 56,356,869
15 Lifetime Utility Cost	\$ 305,132,102	\$ 126,391,024	\$ 690,648	\$ -	\$ 432,213,774
<b>Benefit Cost ratio = (1+2+3+4+5+6+7+8+14)/(10+11+13+15)</b>	<b>0.99</b>	<b>0.89</b>	<b>0.78</b>	<b>0.00</b>	<b>0.96</b>
<b>Societal Cost Test (SC)</b>					
16 Lifetime Avoided Electric Supply Costs	\$ 71,867,460	\$ 26,708,884	\$ 140,488	\$ -	\$ 98,716,832
17 Lifetime Avoided Electric Capacity Costs	\$ 11,520,307	\$ 9,156,676	\$ 211,091	\$ -	\$ 20,888,074
18 Lifetime Avoided Natural Gas Supply Costs	\$ (14,940,657)	\$ 657,016	\$ 18,495	\$ -	\$ (14,265,146)
19 Lifetime Merit Order (DRIPE) Energy Benefits	\$ 23,527,091	\$ 8,763,703	\$ 47,697	\$ -	\$ 32,338,491
20 Natural Gas Demand Reduction Induced Price Effects (DRIPE)	\$ (3,821,064)	\$ 258,270	\$ 5,934	\$ -	\$ (3,556,860)
21 Avoided RPS REC Purchase Costs	\$ 53,632,123	\$ 20,044,635	\$ 106,937	\$ -	\$ 73,783,695
22 Avoided Wholesale Volatility Costs	\$ 7,268,690	\$ 3,811,128	\$ 37,837	\$ -	\$ 11,117,655
23 Lifetime Avoided Wholesale T&D Costs	\$ 136,668,826	\$ 71,720,469	\$ 454,516	\$ -	\$ 208,843,810
24 Lifetime Emission Savings	\$ 74,452,407	\$ 34,300,302	\$ 199,113	\$ -	\$ 108,951,822
25 Avoided SO <sub>2</sub> + NO <sub>x</sub> Emissions Damages	\$ 93,577,938	\$ 36,789,518	\$ 198,090	\$ -	\$ 130,565,546
26 Job and Energy Savings Economic Value-Added Multiplier Benefits	\$ 12,007,575	\$ 6,120,329	\$ 45,921	\$ -	\$ 18,173,825
<b>Total Benefit = (16+17+18+19+20+21+22+23+24+25+26)</b>	<b>\$ 465,760,696</b>	<b>\$ 218,330,930</b>	<b>\$ 1,466,119</b>	<b>\$ -</b>	<b>\$ 685,557,745</b>
27 Lifetime Participant Costs	\$ 17,793,675	\$ 41,152,858	\$ 160,038	\$ -	\$ 59,106,571
28 Lifetime Administration Costs	\$ 8,027,044	\$ 6,274,741	\$ 405,491	\$ -	\$ 14,707,276
Total Costs = (27+28)	\$ 25,820,719	\$ 47,427,599	\$ 565,528	\$ -	\$ 73,813,847
<b>Benefit Cost Ratio = (16+17+18+19+20+21+22+23+24+25+26)/(27+28)</b>	<b>18.04</b>	<b>4.60</b>	<b>2.59</b>	<b>0.00</b>	<b>9.29</b>
<b>New Jersey Cost Test (NJCT)</b>					
29 Lifetime Merit Order (DRIPE) Capacity Benefits	\$ 3,438,025	\$ 1,141,324	\$ 2,961	\$ -	\$ 4,582,311
30 Lifetime Avoided Ancillary Services Costs	\$ 4,239,790	\$ 1,588,702	\$ 8,298	\$ -	\$ 5,836,790
31 Lifetime Avoided Replacement	\$ 4,039	\$ 6	\$ 2,587	\$ -	\$ 6,632
32 Lifetime Non Energy Benefits	\$ 12,250,143	\$ 6,177,395	\$ 46,069	\$ -	\$ 18,473,608
<b>Total Benefit = 16+17+18+19+23+24+29+30+31+32</b>	<b>\$ 323,027,431</b>	<b>\$ 160,214,476</b>	<b>\$ 1,131,315</b>	<b>\$ -</b>	<b>\$ 484,373,223</b>
<b>Benefit Cost Ratio = (16+17+18+19+23+24+29+30+31+32)/(27+28)</b>	<b>12.51</b>	<b>3.38</b>	<b>2.00</b>	<b>0.00</b>	<b>6.56</b>

## Appendix I – Program Changes

<b>Program</b>	<b>Summary of Program Changes</b>
<b>Residential Programs</b>	
Efficient Products	EE Kits - Subprogram ended in March 2023 due to the implementation of State Law A5160 and the EISA. HVAC, Lighting and Appliance Rebates - N/A Online Marketplace - N/A Appliance Recycling - N/A
Existing Homes	HPwES- N/A QHEC- N/A MIW- N/A
Home Energy Education & Management	Behavioral Home Energy Reports - N/A
<b>Business Programs</b>	
C&I Direct Install	Following new measures added - Type B & C LED lamps; Type AB Hybrid LED lamps; Linear Style Retrofit Kit; Smart-Electric Thermostat. NJ utilities jointly implemented a revised incentive structure, effective July 1, 2022. Under the revised incentive structure, the program could pay out anywhere from 60% to 80% of the project cost depending on measure mix.
Energy Solutions for Business	Prescriptive and Custom - New measures added - Type B & C LED lamps; Type AB Hybrid LED lamps; Linear Style Retrofit Kit; Smart-Electric Thermostat. Energy Mgmt. & Engineered Solutions - N/A
<b>Multifamily Programs</b>	
Multifamily	N/A