

92DC42  
PO Box 6066  
Newark, DE 19714-6066

667.313.0418 - Telephone  
302.429.3801 - Facsimile  
philip.passanante@pepcoholdings.com

500 N. Wakefield Drive  
Newark, DE 19702

atlanticcityelectric.com

May 30, 2023

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

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

**RE:** Atlantic City Electric Company Energy Efficiency Program Year Two – Quarter 3 Report

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

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

Dear Secretary Golden:

By way of follow up to, and in compliance with, the above referenced Decision and Order Approving Stipulation dated April 27, 2021, and the New Jersey Board of Public Utilities' ("BPU" or the "Board") Order issued in connection with *In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs*, BPU Docket Nos. QO19010040, QO19060748, and QO17091004, dated June 10, 2020, following for filing is the Quarterly Progress Report for the third quarter ("Q3") of Program Year ("PY") 2023

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

## Energy Efficiency Program Progress - Executive Summary

---

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

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

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

---

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

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

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

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

<sup>1</sup>Merger/legacy commitment programs also defined as “Other Programs.”

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

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

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

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

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

## Challenges and Program Observations

---

The Company has observed challenges in the deployment of certain C&I EE programs, most notably SBDI. Upon thorough review of the program with our implementation contractor, and others, specific measures were identified as potential impediments or barriers to participation. This resulted in the development of specific actions to address them.

- Removed the \$1.125 electric incentive cap for projects that promote both electric and natural gas energy conservation measures and savings. This was limiting projects to achieve the maximum incentive cap of 80% of project cost.
- Improved the process for prospective SBDI participants to verify their annual peak demand. Feedback from the field suggested some customers were having trouble providing the requisite 12 months of utility data. To address this requisite data, a new business process enabling usage of historical data printed on each monthly bill was implemented. If problems persist, SBDI Trade Allies can also complete a letter of authorization (“LOA”) and forward it to a monitored Customer Service inbox to process customer usage data requests directly.
- Reduced the number of steps in the process from five to three that all require the customer’s signature.

- ACE has increased its own canvassing efforts through outreach activity in communities to share the program features and enlist interest directly from SBDI customers.

A barrier that continues to surface is the requirement for public entities to now bid SBDI Trade Allies, whereas in the past, public entities could negotiate the project with one SBDI Trade Ally. ACE is aware the BPU has this under review to consider solutions for the future. Additional feedback reviewed by ACE that has been shared with the joint utility working group is the consideration for a closed Trade Ally vs. what is currently an open Trade Ally network for most utilities. Additionally, increased rigor has been placed on monitoring new entry, and should participation continue to lag, steps will be taken as needed to further assess why this market segment is not embracing this program offer.

A common theme continues with pandemic-related supply chain shortages, most notably with HVAC related equipment (a year or more for certain equipment types and sizes) is frequently cited. The collaborative nature of utilities working jointly (electric and gas) to implement consistent programs also continues to be challenging although the joint utility working groups and our collaborative approach have led to measured progress in this regard.

The Triennial Two planning and program design has started amongst the utility working group, and the coordination amongst all utilities will be significant to ensure alignment and consistent delivery of the portfolio programs within the regulatory framework.

The Company continues to await direction from the Statewide Coordinator (“SWC”), specifically on the C&I side, regarding the settlement process between partner utilities that may lead to further shifting of funding from one program to another before the end of this triennial plan period.

As identified in the last reporting period, continued higher than planned Prescriptive-Custom acquisition cost of \$0.20/kWh versus a planned cost of \$0.10/kWh has led to the transfer incentive budget from the SBDI sub-program (which is underperforming) to the Prescriptive-Custom sub-program to ensure sufficient funding remains for the balance of the triennial.

Implementation of State Law A5160 and the U.S. Department of Energy (“DOE”) announcement of the Energy Independence and the Security Act of 2007 (“EISA”) backstop continuation will remain a challenge for Direct Install and Lighting programs as well as those that distribute EE kits. The new minimum efficiency standards implemented in January of 2022 chiefly state regulated general service lamps (sometimes abbreviated as “GSLs”) but also impacted are air

purifiers, faucet aerators, low-flow showerheads, computers, and monitors. The implementation of the EISA backstop establishes a minimum efficiency requirement for all GSLs which will result in retail and wholesale selling of traditional and specialty incandescent or halogen incandescent bulbs to be phased out by 2023. New lighting rules will allow retailers to sell non-compliant bulbs until July 2023.

ACE expects that program activity for residential lighting will significantly drop off when light-emitting diode (“LED”) lighting becomes the only option for consumers. Lighting measures, along with low-flow showerheads and faucet aerators disbursed through direct-install programs such as QHEC or Home Weatherization will be allowed to continue to claim savings for lower efficiency measures that are replaced. The State law will also affect EE kits distributed by ACE through local food banks and pantries, and local organizations throughout the territory. Currently, EE kits provide four LED bulbs and an advanced power strip. Alternate energy saving measures are under consideration that will provide comparable kWh savings, however there are limited options that will recoup the loss of lighting. ACE will also continue to look to expand its non-lighting programs to spend surplus funds.

A previous challenge (supply chain issues) that had once affected ACE’s HVAC and Appliance programs seems to have been resolved. Appliance sections on the Company’s retail partner’s sales floors have been filled with newer ENERGY STAR® rated models and any backorders for previous products are few. The Company’s HVAC program, as well as its Trade Ally partners, have been able to catch up on back-work as parts for HVAC units being sold that were previously on backorder due to the supply chain issues have been fulfilled and contractors have been able to take on more work as a result.

The Residential retrofit programs continue to encounter issues that impose limits on the activity within the Existing Homes portfolio. The current restrictions on gas incentives from ACE’s partner utilities impacted the HPwES program participation. These restrictions led to contractors focusing their efforts in other utility territories. The program funding restrictions, along with a relatively mild weather pattern, also contributed to depressed interest in the ACE HPwES program.

ACE is currently developing communication that will notify participating contractors of its commitment to cover the full investment of HPwES projects for shared savings. This strategy is expected to drive participation for the ACE program.

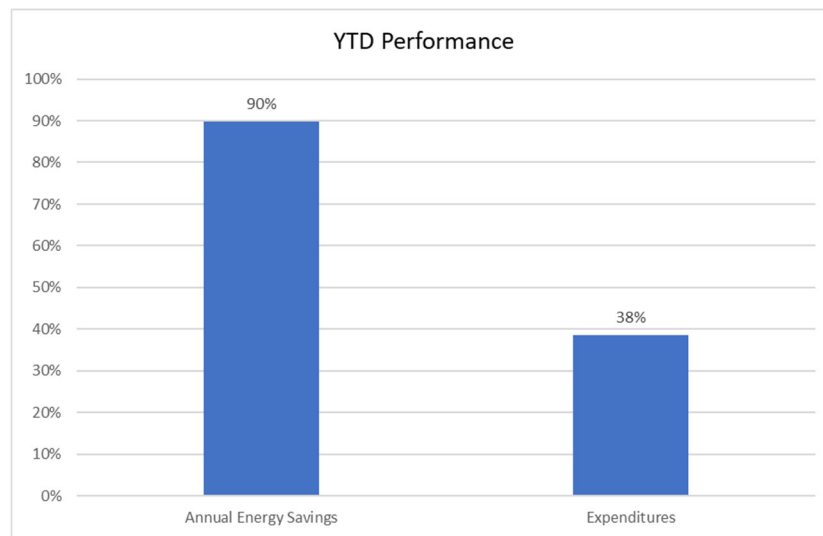
The QHEC program has been maintaining expectations in terms of monthly scheduled appointments. The program has focused its attention to increase staffing that will support canvassing in targeted zip codes. This approach endeavors to exhaust the remaining surplus of merger commitment funding due to COVID suspensions.

The Home Weatherization program is struggling to rebound from anticipated participation decline associated with the end of Q2 year holiday season and a mild winter. Additional marketing focus and efforts are in progress to build awareness with QHEC customers who may also qualify for the Home Weatherization program. There has also been difficulty identifying contractors to complete the backlog of Phase 2 deeper retrofit projects; outreach to existing home performance contractors is underway.

## ACE EE Program Performance

---

Figure 1 shows that the energy savings Year-to-Date (“YTD”) is ahead in terms of meeting the PY23 annual savings goal, while spending less than budgeted.



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

Table 1 shows the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the Comfort Partners program, which is the primary program serving low-income customers and is co-managed by the BPU’s Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies. As

noted, “Other Programs” include merger/legacy commitment EE programs that were authorized or funded through a prior filing or authorization.

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

	Utility-Administered Programs ex-ante energy savings (MWh)	Comfort Partners ex-ante energy savings (MWh)	Other Programs ex-ante energy savings (MWh) <sup>1</sup>	Total ex-ante energy savings (MWh)	Compliance Baseline (MWh) <sup>2</sup>	Annual Target (%)	Annual Target (MWh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	19,003	80	3,056	22,139				
YTD	44,346	295	8,817	53,457	9,786,856	0.74%	72,423	74%

<sup>1</sup> Other Programs include merger/legacy-committed EE programs – QHEC and Behavior.  
<sup>2</sup> Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year).

## Quantitative Performance Indicators (“QPIs”)

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

**Table 2 – Quantitative Performance Indicators**

	Quarter				Year to Date				Annual Target	Percent of Annual Target Achieved
	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results	Utility-Administered Plan Year Results YTD	Comfort Partners Plan Year Results YTD	Other Programs Plan Year Results YTD	Total Plan Year Results		
Annual Energy Savings (MWh)	19,003	80	3,056	22,138	44,346	312	8,817	53,475	59,556	37%
Lifetime Savings (MWh)	264,556	1,320	19,124	285,000	627,897	4,925	26,477	659,299		
Annual Demand Savings (MW)	2.454	0.021	2.386	4.860	5.313	0.068	2.393	7.77		
Low/Moderate-Income Lifetime Savings (MWh)	-	1,320		1,320	1,363	4,925		6,288		
Small Commercial Lifetime Savings (MWh)	38,839			38,839	77,852			77,852		

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

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

ACE has noted an increase in C&I applications each quarter with Q3 of PY23 having 136 applications received, a 45% increase over Q2 PY23. This is associated with growth of the SBDI Trade Ally Network responsible for submitted SBDI applications and the continued increase in popularity of the Prescriptive offering. There continues to be an increased interest in the Engineered Solution sub-program specifically from the Energy Savings Improvement Program -



Energy Services Companies community. ACE will continue to assess how this association can complement the current program offer.

ACE is making substantial additional commitments in marketing initiatives that will include: paid media, direct mail, improved targeting, and event participation to increase communication and education for all C&I programs across all customer segments designed to increase participation with an added emphasis on SBDI.

In support of the Energy Management and SBDI sub-programs, ACE has stepped up Trade Ally recruitment including, but not limited to, conducting five outreach events and campaigns. These efforts are credited with the signing and onboarding of four additional Energy Management Trade Allies and eight SBDI Trade Allies in Q3 PY23.

The ACE Strategic Energy Management pathway under the Energy Management sub-program will be launched in Q4 of PY23. The program guide has been drafted, internal training is being planned, and customer segment targeting is being established.

In Q3 of PY23, ACE's Residential programs had 292,809 participants across the sector's programs.

The Efficient Products program continued to see significant participation in Q3 PY23. The Lighting program saw consistent growth through Q3 with big box locations ramping up their efforts focusing on incentivized bulbs. New partnerships, that started at the end of Q1 and the beginning of Q2, continued to increase the program's visibility through the use of store displays. By utilizing table events, customers were made aware of the discounted bulb program ending June 30<sup>th</sup>. Table events allowed field representatives to educate customers on all aspects of ACE's EE programs including, but not limited to, large and small appliances, and HVAC rebates. By providing reference materials and instructing customers on how to access information using QR codes and the ACE website, table days continued to play an integral role in the growth and success of the ACE Residential programs.

The Appliance Rebates program continued to progress in participation goals for Q3 compared to previous quarters. The program received a large uptick in participation from partnered retailers through sales during President's Day weekend. Other contributing factors to the program's growth included manufacturers releasing a wide variety of new appliances for customer selections, which provided customers with diverse options for replacing inefficient appliances and completing in-home renovations.

Additionally, the program has seen growth in window air conditioner sales. The driving factor was a mild winter prompting stores to begin featuring their window room air conditioners earlier than the normal timeframe along with the offered program incentives.

The HVAC program has seen a spike in production due to funding options provided by the National Energy Improvement Fund (“NEIF”). With customers taking advantage of the 0% financing offered along with the benefits from the Inflation Reduction Act, customers are further incentivized to move towards more energy efficient units to heat and cool their homes. Supply chain issues that initially plagued the program have gone away as chip manufacturing has increased and more efficient units are now readily available.

The Appliance Recycling program saw growth with customer participation, ending Q3 with 410 collections. This brings the program to 1,403 units removed from the grid in PY23. Marketing campaigns running throughout the year consisted of Responsive Display, Discovery ads, Facebook, Instagram ads and Google AdWords. To encourage customers to continue recycling their energy inefficient equipment, email & DM postcards are set to deploy early Q4.

The program team partnered with seven non-profit organizations throughout the service territory to distribute over 9,300 EE kits. Non-Profit organizations included, but not limited to, Catholic Community of Holy Spirit, Greater Woodbury Cooperative Ministries, Ocean City Environmental Commission and Fulfill Food Bank. Through these events, the program team was able to enlighten customers on the importance of EE as well as other ACE programs including Appliance Recycling, Ways To Save Discounts and Rebates, and Energy Assessments to help customers save on their energy bills.

The Marketplace program also saw consistent, however decreased sales from Q2, as to be expected since Q2 included the holiday season. Across lighting and appliance categories, the Marketplace program had 439 participants and recorded 63 MWhs of retail energy savings.

The HPwES program experienced diminished interest at the end of Q2 as expected with the holiday season and mild winter. It has been slow to regain momentum through Q3, however the availability of financing and several contractors who consistently participate have increased volume to previous participation levels. Unfortunately, the time required for processing these projects will result in this data being reflected in Q4 reporting.

The HpwES program signed and onboarded an additional contractor through its support and participation in ACE's Third-Party Financer, NEIF, and Trade Ally Breakfast, which was held at the beginning of Q3.

The QHEC program experienced some decrease in overall interest at the beginning of Q3, however staffing increases in Q2 and newly available Smart Thermostat measures have kept participation at relatively consistent levels. Through canvassing efforts in targeted zip codes, the program can cross promote its other offerings, including the Home Weatherization program.

By participating in the QHEC program, customers receive specific recommendations that are relevant to their home's efficiency level through an emailed report. The ACE QHEC program is currently reporting participation and savings information but utilizing the remaining Exelon merger commitment funding to cover incentive costs.

HpwES and QHEC utilized marketing initiatives to generate awareness for the programs, including paid media, direct mail, and other digital tactics.

The Multi-family program saw increased participation in Q3 from both the Home Performance and Direct Install components of the program. The Direct Install program completed 874 projects in Q3, the most to date. Availability of NEIF financing for Multi-family Home Performance also increased interest resulting in the addition of four new projects in Q3, which is double the previous number of projects to date for this program. However, the present time required for processing will result in this data being reflected in Q4 reporting.

The Residential Multi-family program has been made a priority by initiating an internal monthly call with both the ACE C&I and Residential Program Management team and their respective implementation contractors. C&I has experienced activity and paid projects with qualified customers in the Multi-family program and the Company will look to help customers maximize both residential and C&I incentives where appropriate through improved processes, education, training, and marketing.

ACE's Behavioral program was enhanced due to the rollout of Automated Metering Infrastructure ("AMI") meters. The granular interval usage data allowed the Behavioral program to improve its insights to customers through weekly AMI reports and alerts to customers trending towards high usage. These supplemental communications are opt-in to Home Energy Report ("HER") treatment customers. The Behavioral program's HER customers also have disaggregated insights included in their reports to help them better understand high usage appliances, which

further educated customers on how to reduce their usage. In addition, customers received Save on Your Next Bill energy tips and the potential savings that included use from power strips, zone heat with baseboard heaters, turning off lights, and created an energy savings plan. Thanks in part to these improvements, the Behavioral program has recorded 227,665 participants in PY23 and saved over 1,700 MWhs in Q3.

**Table 3 –Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	292,809	399,688	88,435	452%
Multifamily	874	1,237	2,088	59%
C&I <sup>2</sup>	74	224	126,748	0%
<b>Reported Totals for Utility Administered Programs</b>	<b>293,757</b>	<b>401,149</b>	<b>217,271</b>	<b>185%</b>
Comfort Partners <sup>3</sup>	112	387	619	63%
<b>Utility Total</b>	<b>293,869</b>	<b>401,536</b>	<b>217,890</b>	<b>184%</b>

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

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

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

## ACE Portfolio Expenditures

ACE's Residential and C&I programs spent approximately \$2.3 million ("M") and \$2.6 M, respectively, across all cost categories during Q3 of PY23. Also, the Company's Multi-family and Comfort Partners programs spent \$150k and \$423k in Q3, respectively.

**Table 4 –Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 2,308	\$ 6,395	\$ 15,852	40%
Multifamily	\$ 150	\$ 462	\$ 1,365	34%
C&I	\$ 2,630	\$ 6,635	\$ 17,858	37%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 5,087</b>	<b>\$ 13,493</b>	<b>\$ 35,074</b>	<b>38%</b>
Comfort Partners	\$ 423	\$ 1,454	\$ 2,448	59%
<b>Utility Total</b>	<b>\$ 5,510</b>	<b>\$ 14,947</b>	<b>\$ 37,522</b>	<b>40%</b>

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

## ACE Portfolio Annual Energy Savings

During Q3 of PY23, the utility administered programs generated 53,162 MWh of energy savings YTD. Comfort Partners also reached 295 MWh YTD. With respect to Residential and C&I's YTD performance, the Company recorded 37,897 MWh and 14,579 MWh of energy savings, respectively.

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

Annual Energy Savings <sup>1</sup>	Quarter Retail (MWh)	YTD Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	14,221	37,897	19,882	191%
Multifamily	418	687	2,298	30%
C&I	7,420	14,579	37,376	39%
<b>Reported Totals for Utility Administered Programs</b>	<b>22,059</b>	<b>53,162</b>	<b>59,556</b>	<b>89%</b>
Comfort Partners	80	295	N/A	N/A
<b>Utility Total</b>	<b>22,139</b>	<b>53,457</b>	<b>59,556</b>	<b>90%</b>

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

## Portfolio Expenditures Breakdown

During Q3 of PY23, ACE continued spending in the cost categories that support planning, development, coordination, contracting, and systems development. These include Capital Costs, Utility Administration, and Outside Services. As new programs mature, ACE anticipates that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Loans, Evaluation, Measurement and Verification, and Inspections and Quality Control.

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

Total Utility EE/PDR <sup>1</sup>	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent <sup>2</sup>
Capital Costs	\$ 87	\$ 307	\$ 500	61%
Utility Administration	\$ 427	\$ 1,040	\$ 1,371	76%
Marketing	\$ 293	\$ 1,115	\$ 1,499	74%
Outside Services	\$ 1,342	\$ 3,679	\$ 6,555	56%
Rebates	\$ 2,138	\$ 5,351	\$ 22,218	24%
No- or Low-Interest Loans	\$ 519	\$ 1,223	\$ 2,058	59%
Evaluation, Measurement & Verification ("EM&V")	\$ 240	\$ 663	\$ 904	73%
Inspections & Quality Control	\$ 52	\$ 146	\$ 220	66%
<b>Utility Total</b>	<b>\$ 5,098</b>	<b>\$ 13,524</b>	<b>\$ 35,324</b>	<b>38%</b>

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

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

## Equity Metrics

### Existing Homes Programs and Efficient Products

The Efficient Products program continues to coordinate with Dollar Tree and Habitat for Humanity ReStore partners to allow ACE access to additional customers within overburdened communities ("OBCs") and provide education on EE programs.

The Company continued to extend outreach to OBCs with EE kit efforts. Through the canvassing of local food pantries and town-based organizations such as The Food Bank of South Jersey, The Salvation Army, and The Ocean City Environmental Commission, 10,327 kits were distributed. These activities provided opportunities to educate customers on the importance of energy efficient resources.

OBC and LMI residents often lack the monetary means to convert to EE solutions. These events have become an important component to the growth of the programs now that ACE is able to reach demographics that are not easily attainable. Residents now have the ability to become more energy conscience and help save money on products and their utility bills.

Q3 winter months provided few community events to promote Existing Homes programs. Home Weatherization direct-mail campaigns targeted OBC zip codes, and planning began to further promote the program with existing QHEC participants residing in distressed neighborhoods.

The Behavioral program for OBC reporting has an estimate of the portion of savings based on the ratio of the 70,900 OBC customers in the Company's territory divided by the 227,665 ACE treatment customers in the Behavior program. Using this approach, the Company estimates there are OBC Q3 retail savings of 550 MWh and YTD savings of 2,304 MWh. ACE continues to work on a more precise method for determining a custom OBC segmentation of the Behavior Randomized Treatment Control savings and will report these savings in the year end Q4 report.

## Commercial and Industrial

During Q3 PY23, outreach to OBCs focused on increasing awareness of ACE Energy Solutions for Business programs among customers and contractors. In-person canvassing within targeted OBCs, in-person events, virtual and in-person meetings, along with phone and email campaigns, were part of an equitable focus on customers and contractors located in OBCs. Twelve percent – or two of 17 – approved Trade Allies in Q3 were in a New Jersey OBC. Forty-seven percent – or 35 of the 74 – completed projects in Q3 were in an OBC with a good pipeline of projects located in OBCs carrying forward into Q4 PY23.

In January, the outreach team conducted campaigns for Trade Ally recruitment and training, and engagement with partner organizations covering OBCs. Engagement with partner organizations included discussion of how the programs benefit the organizations' member businesses, sharing of marketing assets, and identifying events and other opportunities to share program information with the organizations' members.

The outreach team also canvassed small businesses and contractors in the OBC of Bridgeton. The canvassing campaign enabled outreach to share program marketing assets with a total of 26 small businesses. Trade Ally recruitment resulted in adding one new SBDI Trade Ally, and one new Prescriptive-Custom Trade Ally, both located outside of a New Jersey OBC.

February saw the outreach team focused on Trade Ally and customer recruitment for the ACE SBDI program, and Trade Ally recruitment for the Energy Management program. Outreach continued engagement with partner organizations to recruit contractors to join ACE's Trade Ally network. Canvassing efforts in OBCs for February targeted the Borough of Paulsboro. The canvassing campaign enabled outreach to share program information and marketing assets with a total of 14 businesses. Additionally, outreach gave a program presentation to 48 members of the Greater Wildwood Chamber of Commerce, which is a New Jersey OBC. This presentation offered

program information and resources to business owners of this OBC. One new Trade Ally was added that was located outside of a New Jersey OBC.

March brought in-person canvassing campaigns to the OBCs of Hammonton and Swedesboro, where outreach engaged with a total of 43 small businesses and contractors located in the OBCs. Outreach campaigns focused on contractor recruitment for SBDI and Energy Management. Outreach also gave a pair of Trade Ally opportunity presentations in collaboration with NEIF in an effort to recruit new program Trade Allies. Outreach follow-up with leads from the New Jersey Chamber of Commerce’s ReNew Jersey Conference included four attendee businesses located in OBCs within the ACE service territory. Trade Ally recruitment resulted in adding seven new SBDI Trade Allies, four new Prescriptive-Custom Trade Allies, and three new Energy Management Trade Allies in December. All 14 newly approved Trade Allies in March are located outside of a New Jersey OBC.

**Table 7 – Equity Performance**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	%OBC <sup>2</sup>
Population			
# of Household Accounts	438,501	377,689	53.7%
# of Business Accounts	56,869	44,320	56.2%
Total Annual Energy (MWh)	3,072,068	2,449,103	55.6%



Programs	Sub Program or Offering	Type of Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	%OBC <sup>2</sup>	Annual Overburdened <sup>1</sup>	Annual Non-Overburdened	%OBC <sup>2</sup>
<b>Participants</b>								
Residential - Efficient Products	HVAC	Core	19	162	10.5%	83	871	8.7%
	Appliance Rebates	Core	76	656	10.4%	304	2,271	11.8%
	Appliance Recycling	Core	41	369	10.0%	177	1,226	12.6%
	Online Marketplace	Core	50	389	11.4%	229	1,676	12.0%
	Food Banks	Core	-	9,327	0.0%	-	29,487	0.0%
	Others - Lighting	Core	14,739	36,583	28.7%	36,514	96,046	27.5%
Residential - Existing Homes	Home Performance with Energy Star	Core	-	-	-	4	38	9.5%
	Quick Home Energy Check-Up	Additional	1,109	1,624	40.6%	1,261	1,729	42.2%
	Moderate Income Weatherization	Additional	-	-	-	26	81	24.3%
Res - Home Energy Education & Management	Behavioral	Additional	70,900	156,765	31.1%	70,900	156,765	31.1%
C&I Direct Install	Direct Install	Core	1	-	100.0%	1	-	100.0%
Energy Solutions for Business	Prescriptive/Custom	Core	33	39	45.8%	110	112	49.5%
	Energy Management	Additional	1	-	100.0%	1	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	767	107	87.8%	835	402	67.5%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Participation			15,726	47,632	24.8%	38,257	132,129	22.5%
Total Additional Participation			72,010	158,389	31.3%	72,188	158,575	31.3%
Total Participation			87,736	206,021	29.9%	110,445	290,704	27.5%
<b>Annual Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	14	86	14.3%	54	415	11.5%
	Appliance Rebates	Core	8	79	9.2%	43	279	13.3%
	Appliance Recycling	Core	45	414	9.9%	231	1,547	13.0%
	Online Marketplace	Core	6	57	9.5%	32	235	12.1%
	Food Banks	Core	-	2,522	0.0%	-	8,238	0.0%
	Others - Lighting	Core	2,210	5,717	27.9%	5,247	14,774	26.2%
Existing Homes	Home Performance with Energy Star	Core	-	-	-	4	34	10.3%
	Quick Home Energy Check-Up	Additional	449	841	34.8%	519	900	36.6%
	Moderate Income Weatherization	Additional	-	-	-	30	79	27.5%
Home Energy Education & Management	Behavioral	Additional	550	1,216	31.1%	2,304	5,093	31.1%
C&I Direct Install	Direct Install	Core	20	-	100.0%	20	-	100.0%
Energy Solutions for Business	Prescriptive/Custom	Core	2,915	4,243	40.7%	4,700	9,617	32.8%
	Energy Management	Additional	241	-	100.0%	241	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	393	25	94.1%	428	259	62.3%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Annual Energy Savings			5,612	13,143	29.9%	10,760	35,398	23.3%
Total Additional Annual Energy Savings			1,240	2,057	37.6%	3,094	6,073	33.8%
Total Annual Energy Savings			6,852	15,200	31.1%	13,855	41,471	25.0%
<b>Lifetime Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	228	1,305	14.9%	846	6,187	12.0%
	Appliance Rebates	Core	93	889	9.5%	468	3,100	13.1%
	Appliance Recycling	Core	531	4,856	9.9%	2,711	18,137	13.0%
	Online Marketplace	Core	54	481	10.1%	284	2,067	12.1%
	Food Banks	Core	-	31,125	0.0%	-	36,585	0.0%
	Others - Lighting	Core	33,154	85,758	27.9%	78,712	221,606	26.2%
Existing Homes	Home Performance with Energy Star	Core	-	-	-	99	900	9.9%
	Quick Home Energy Check-Up	Additional	5,883	11,475	33.9%	6,792	12,288	35.6%
	Moderate Income Weatherization	Additional	-	-	-	339	1,024	24.9%
Home Energy Education & Management	Behavioral	Additional	550	1,216	31.1%	2,304	5,093	31.1%
C&I Direct Install	Direct Install	Core	297	-	100.0%	297	-	100.0%
Energy Solutions for Business	Prescriptive/Custom	Core	41,539	60,093	40.9%	67,520	139,473	32.6%
	Energy Management	Additional	2,217	-	100.0%	2,217	-	100.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	4,627	328	93.4%	5,081	2,821	64.3%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Lifetime Energy Savings			80,524	184,835	30.3%	156,018	430,876	26.6%
Total Additional Lifetime Energy Savings			8,650	12,691	40.5%	11,653	18,405	38.8%
Total Lifetime Energy Savings			89,174	197,526	31.1%	167,670	449,281	27.2%
<sup>1</sup> Across all programs, subprograms, or offerings, participation/savings are classified as either in a low-income Environmental Justice Overburdened Community census block or not based on the program participant's address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection ( <a href="http://www.nj.gov/dep/ej/communities.html">www.nj.gov/dep/ej/communities.html</a> ).								
<sup>2</sup> The Ratio column shows the ratio of the overburdened metric over the non-overburdened metric. Comparing the territory-level benchmark ratios versus the program ratios shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program ratio is greater than the benchmark ratio, then the overburdened population is better represented in the program.								

## Conclusion

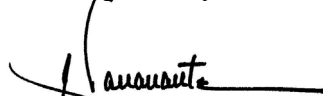
---

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

Pursuant with the Order issued by the Board in connection within *the Matter of the New Jersey Board of Public Utilities' Response to the COVID-19 Pandemic for a Temporary Waiver of Requirements for Certain Non-Essential Obligations*, BPU Docket No. EO20030254, Order dated March 19, 2020, this quarterly update is being electronically filed with the Secretary of the Board, the Division of Law, and Rate Counsel. No paper copies will follow.

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

Respectfully submitted,



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

Enclosures

cc: Service List

# Appendices

## Appendix A – Participation Definitions

NJ Program		Participants (as lead utility)
Efficient Products	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Lighting - Upstream	Quantity of packages sold (based on SKU) - net of returns (negative in current period)
	Rebated Products	Quantity of units rebated (based on SKU)
	Mid-Stream Products	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	Appliance Recycling	Count of visits to premise not units
	Online Marketplace	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	EE Kits - Giveaway	Per kit delivered
	Consumer Electronics	For rebated programs, count of rebate applications For Midstream, every measure is considered a participant - net of returns (negative in current period)
Existing Homes	Home Performance with Energy Star	Count of completed HPwES projects
	Quick Home Energy Checkup	Count of completed visits
	Moderate Income Weatherization	Same as HPwES - (distinction would be paying for audit in this program)
Home Energy Education & Management	Behavioral	Count of treatment customers at end of reporting period
C&I Direct Install	Direct Install	Count based on number of applications/projects completed, not account number
Energy Solutions for Business	Prescriptive/Custom	Count based on number of applications/projects completed, not account number
	Energy Management	Count based on number of applications/projects completed, not account number
	Engineered Solutions	Count based on number of applications/projects completed, not account number
Multifamily	HPwES	Count of completed HPwES projects - Projects are based on the building or could be several buildings (not units within a building) participation is the number of projects completed. A MF site with multiple buildings (e.g. garden apartment) will have multiple projects. Account numbers will need to be collected if measures are done associated with that account.
	Direct Install	Count based on number of projects completed - One to one - Project = participant and based on individual occupant/unit, participation as well as common areas. Account numbers will need to be collected if measures are done associated with that account and to tie to that location.
	Prescriptive/Custom	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Engineered Solutions	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Reporting Template Total	Count based on number of applications/projects completed, not account number

## Appendix B – Energy Efficiency and PDR Savings Summary

	Participation				Actual Expenditures				Ex Ante Energy Savings								
	A	B	C	D=C/B	E	F	G	H=G/F	I	J	K	L=K/J	M	N	O	P	
	Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) 2	YTD Reported Program Costs (\$000)	YTD % of Annual Budget	Quarter Annual Retail Energy Savings (MWh)	Annual Forecasted Retail Energy Savings (MWh)	YTD Reported Annual Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Quarter Annual Wholesale Energy Savings (MWh)	YTD Retail Peak Demand Savings (MW)	Quarter Lifetime Retail Energy Savings (MWh)	YTD Lifetime Retail Energy Savings (MWh)	
<b>Residential Programs</b>	<b>Sub Program or Category<sup>1</sup></b>																
Efficient Products*	HVAC	181	N/A	954	N/A	\$ 591	N/A	\$ 1,262	N/A	106	N/A	475	N/A	118	0.195	1,670	7,251
	Appliance Rebates	732	N/A	2,575	N/A	\$ 422	N/A	\$ 1,335	N/A	88	N/A	322	N/A	98	0.038	982	3,568
	Appliance Recycling	410	N/A	1,403	N/A	\$ 189	N/A	\$ 575	N/A	459	N/A	1,550	N/A	512	0.249	2,230	7,529
	Online Marketplace	439	N/A	1,905	N/A	\$ 76	N/A	\$ 275	N/A	63	N/A	267	N/A	70	0.048	535	2,350
	Food Banks	9,327	N/A	29,487	N/A	\$ -	N/A	\$ -	N/A	2,522	N/A	6,256	N/A	2,813	0.744	31,125	86,492
	Others - Lighting	51,322	N/A	132,560	N/A	\$ 241	N/A	\$ 697	N/A	7,927	N/A	20,062	N/A	8,839	1.504	118,911	300,935
	<b>Subtotal Efficient Products</b>	<b>62,411</b>	<b>81,204</b>	<b>168,884</b>	<b>208.0%</b>	<b>\$ 1,519</b>	<b>\$ 5,013</b>	<b>\$ 4,144</b>	<b>82.7%</b>	<b>11,165</b>	<b>11,595</b>	<b>28,932</b>	<b>249.5%</b>	<b>12,449</b>	<b>2.777</b>	<b>155,454</b>	<b>408,125</b>
Existing Homes	Home Performance with Energy Star*	-	281	42	14.9%	\$ 347	\$ 2,943	\$ 950	32.3%	-	627	38	6.1%	-	-	999	
	Quick Home Energy Check-Up <sup>3</sup>	2,733	6,500	2,990	46.0%	\$ 167	\$ 3,681	\$ 519	14.1%	1,290	6,835	1,420	20.8%	1,439	0.100	17,358	19,080
	Moderate Income Weatherization	-	450	107	23.8%	\$ 137	\$ 4,215	\$ 642	15.2%	-	824	109	13.3%	-	0.007	-	1,363
Home Energy Education & Management	Behavioral <sup>4</sup>	227,665	-	227,665	N/A	\$ 139	\$-	\$ 140	N/A	1,766	-	7,397	N/A	1,969	2.293	1,766	7,397
<b>Total Residential</b>	<b>292,809</b>	<b>88,435</b>	<b>399,688</b>	<b>452.0%</b>	<b>\$ 2,308</b>	<b>\$ 15,852</b>	<b>\$ 6,395</b>	<b>40.3%</b>	<b>14,221</b>	<b>19,882</b>	<b>37,897</b>	<b>190.6%</b>	<b>15,857</b>	<b>5.178</b>	<b>174,578</b>	<b>436,965</b>	
<b>Business Programs</b>	<b>Sub-Program</b>																
C&I Direct Install	Direct Install*	1	180	1	0.6%	\$ 406	\$ 12,370	\$ 1,365	11.0%	20	8,363	20	0.2%	22	0.003	297	297
Energy Solutions for Business	Prescriptive/Custom**	72	126,542	222	0.2%	\$ 1,856	\$ 4,062	\$ 4,230	104.1%	7,159	27,604	14,318	51.9%	7,810	2.480	101,632	206,993
	Energy Management	1	25	1	4.0%	\$ 131	\$ 280	\$ 404	144.4%	241	801	241	30.1%	260	0.017	2,217	2,217
	Engineered Solutions	-	1	-	N/A	\$ 237	\$ 1,146	\$ 637	55.6%	-	608	-	0.0%	-	-	-	-
<b>Total Business</b>	<b>74</b>	<b>126,748</b>	<b>224</b>	<b>0.2%</b>	<b>\$ 2,630</b>	<b>\$ 17,858</b>	<b>\$ 6,635</b>	<b>37.2%</b>	<b>7,420</b>	<b>37,376</b>	<b>14,579</b>	<b>39.0%</b>	<b>8,092</b>	<b>2.500</b>	<b>104,146</b>	<b>209,507</b>	
Multi-Family*	HPwES	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	
	Direct Install	874	N/A	1,237	N/A	\$ -	N/A	\$ -	N/A	418	N/A	687	N/A	466	0.029	4,955	7,902
	Prescriptive/Custom*	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	
	Engineered Solutions	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	
	<b>Subtotal Multi-Family</b>	<b>874</b>	<b>2,088</b>	<b>1,237</b>	<b>59.2%</b>	<b>\$ 150</b>	<b>\$ 1,365</b>	<b>\$ 462</b>	<b>33.9%</b>	<b>418</b>	<b>2,298</b>	<b>687</b>	<b>29.9%</b>	<b>466</b>	<b>0.029</b>	<b>4,955</b>	<b>7,902</b>
<b>Other Programs</b>	<b>Home Optimization &amp; Peak Demand Reduction</b>																
Home Optimization & Peak Demand Reduction	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
<b>Total Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Supportive Costs Outside Portfolio</b>					<b>\$ 11</b>	<b>\$ 950</b>	<b>\$ 32</b>	<b>3.3%</b>									
<b>Portfolio Total</b>	<b>293,757</b>	<b>217,271</b>	<b>401,149</b>	<b>184.6%</b>	<b>\$ 5,099</b>	<b>\$ 36,024</b>	<b>\$ 13,524</b>	<b>37.5%</b>	<b>22,059</b>	<b>59,556</b>	<b>53,162</b>	<b>89.3%</b>	<b>24,414</b>	<b>7.706</b>	<b>283,680</b>	<b>654,374</b>	

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

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

<sup>3</sup> Quick Home Energy Check-Up and Behavioral Program costs in PY1 are supported by merger funding. For consistency with the Company's approved plan, the costs and participation counts for projects funded this way are excluded from the table above. Savings from these programs is included in this report as permitted by the June 10th Board Order.

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

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

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

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Retail Energy Savings (MWh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	45	909	\$ 19	\$ 315	19	451
	Food Banks	29,487	-	\$ 0	\$ -	8,238	-
	Others	-	138,443	\$ -	\$ 829	-	22,389
Existing Homes	Home Performance with Energy Star <sup>1,2</sup>	8	34	\$ 52	\$ 128	13	25
	Quick Home Energy Check-Up <sup>2</sup>	2,047	943	\$ 415	\$ 213	877	542
	Moderate Income Weatherization	107	N/A	\$ 64	N/A	109	N/A
Home Energy Education & Management	Behavioral	TBD	TBD	TBD	TBD	TBD	TBD
<b>Total Residential</b>		<b>31,694</b>	<b>140,329</b>	<b>\$ 550</b>	<b>\$ 1,485</b>	<b>9,256</b>	<b>23,407</b>
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-
	Direct Installation/MF QHEC <sup>2</sup>	1,113	124	\$ 167	\$ 16	662	25
<b>Total Multi-Family</b>		<b>1,113</b>	<b>124</b>	<b>\$ 167</b>	<b>\$ 16</b>	<b>662</b>	<b>25</b>
<b>Other Programs</b>							
NONE		N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>32,807</b>	<b>140,453</b>	<b>\$ 717</b>	<b>\$ 1,501</b>	<b>9,918</b>	<b>23,432</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>		

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

<sup>2</sup> LMI values include low and moderate-income customers for Q3 PY23 filing. Only low-income customers were included in previous quarters.

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

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings							
		A	B	C	D	E	F	G	H	I	J	K	L
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Annual Retail Energy Savings (MWh)		Reported Lifetime Retail Energy Savings Current Quarter (MWh)		Reported Lifetime Retail Energy Savings YTD (MWh)		Reported Lifetime Wholesale Energy Savings Current Quarter (MWh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	1	N/A	\$ 6	N/A	20	N/A	297	N/A	297	N/A	326.474	N/A
Energy Solutions for Business	Prescriptive/Custom	158	64	\$ 1,161	\$ 1,895	5,072	9,246	36,325	65,307	75,338	131,655	39,631	71,250
	Energy Management	1	-	\$ 1	\$ -	241	-	2,217	-	2,217	-	2,388	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Total Business</b>		<b>160</b>	<b>64</b>	<b>\$ 1,167</b>	<b>\$ 1,895</b>	<b>5,333</b>	<b>9,246</b>	<b>38,839</b>	<b>65,307</b>	<b>77,852</b>	<b>131,655</b>	<b>42,345</b>	<b>71,250</b>
Multi-Family	Prescriptive/Custom	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Other Programs</b>													
Home Optimization & Peak Demand Reduction		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>				<b>-</b>	<b>-</b>			<b>38,839</b>	<b>65,307</b>	<b>77,852</b>	<b>131,655</b>	<b>42,345</b>	<b>71,250</b>
<b>Portfolio Total</b>		<b>160</b>	<b>64</b>	<b>\$ 1,167</b>	<b>\$ 1,895</b>	<b>5,333</b>	<b>9,246</b>						

## Appendix E - Annual Baseline Calculation

Energy Efficiency Compliance Baselines and Benchmarks (MWh)												
Electric Utility	Plan Year	Sales Period	Sales (MWh)	Adjustments (MWh)	Adjusted Retail Sales (MWh)	Compliance Baseline (MWh)	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (MWh)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (MWh)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (MWh)
			(A)	(B)	(C) = (A)-(B)	(D) = Average (C)	(E)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
ACE	2020	7/1/19 - 6/30/20	9,434,779	-	9,434,779							
	2021	7/1/20 - 6/30/21	9,725,505	-	9,725,505							
	2022	7/1/21 - 6/30/22	10,200,284	-	10,200,284							
	Plan Year 2023	7/1/22 - 6/30/23		-	-	9,786,856	1.10%	107,655	0.36%	35,233	0.74%	72,423

**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) No formal targets were established for PY22 in the June 2020 CEA Framework Order



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

**Service List**

**BPU**

Sherri L. Golden •  
Secretary of the Board  
Board of Public Utilities  
44 South Clinton Avenue, 1<sup>st</sup> Floor  
P.O. Box 350  
Trenton, NJ 08625-0350  
[sherri.golden@bpu.nj.gov](mailto:sherri.golden@bpu.nj.gov)  
[board.secretary@bpu.nj.gov](mailto:board.secretary@bpu.nj.gov)

Stacy Peterson  
Deputy Executive Director  
[stacy.peterson@bpu.nj.gov](mailto:stacy.peterson@bpu.nj.gov)

Robert Brabston, Esquire  
Executive Director  
[robert.brabston@bpu.nj.gov](mailto:robert.brabston@bpu.nj.gov)

Benjamin Witherell, Ph.D.  
Chief Economist  
[benjamin.witherell@bpu.nj.gov](mailto:benjamin.witherell@bpu.nj.gov)

Jackie O'Grady  
Office of the Chief Economist  
[jackie.ogrady@bpu.nj.gov](mailto:jackie.ogrady@bpu.nj.gov)

**Division of Clean Energy**

Kelly Mooij  
Director  
[kelly.mooij@bpu.nj.gov](mailto:kelly.mooij@bpu.nj.gov)

Stacy Ho Richardson, Esquire  
Deputy Director  
[stacy.richardson@bpu.nj.gov](mailto:stacy.richardson@bpu.nj.gov)

**Division of Energy**

Mike Kammer  
Director  
Division of Energy and Water  
[mike.kammer@bpu.nj.gov](mailto:mike.kammer@bpu.nj.gov)

Malike Cummings  
Deputy Director  
[malike.cummings@bpu.nj.gov](mailto:malike.cummings@bpu.nj.gov)

Ryan Moran  
[ryan.moran@bpu.nj.gov](mailto:ryan.moran@bpu.nj.gov)

**Counsel's Office**

Michael Beck, Esquire  
Chief Counsel  
[michael.beck@bpu.nj.gov](mailto:michael.beck@bpu.nj.gov)

Carol Artale, Esquire  
Deputy Chief Counsel  
[carol.artale@bpu.nj.gov](mailto:carol.artale@bpu.nj.gov)

Charles Gurkas  
Paralegal  
[charles.gurkas@bpu.nj.gov](mailto:charles.gurkas@bpu.nj.gov)

Cindy Bianco  
[cindy.bianco@bpu.nj.gov](mailto:cindy.bianco@bpu.nj.gov)

**DAG**

David Apy, Esquire  
Assistant Attorney General  
Hughes Justice Complex  
25 Market Street  
P.O. Box 112  
Trenton, NJ 08625  
[david.apy@law.njoag.gov](mailto:david.apy@law.njoag.gov)

Daren Eppley, Esquire  
Deputy Attorney General  
[daren.eppley@law.njoag.gov](mailto:daren.eppley@law.njoag.gov)

Pamela L. Owen, Esquire  
Deputy Attorney General  
[pamela.owen@law.njoag.gov](mailto:pamela.owen@law.njoag.gov)

Brandon C. Simmons, Esquire  
Deputy Attorney General  
[brandon.simmons@law.njoag.gov](mailto:brandon.simmons@law.njoag.gov)

**RATE COUNSEL**

Brian O. Lipman, Esquire  
Director  
Division of Rate Counsel  
140 East Front Street, 4<sup>th</sup> Floor  
P.O. Box 003  
Trenton, NJ 08625-0003  
[blipman@rpa.nj.gov](mailto:blipman@rpa.nj.gov)

Maura Caroselli, Esquire  
Deputy Rate Counsel  
[mcaroselli@rpa.nj.gov](mailto:mcaroselli@rpa.nj.gov)

Sarah H. Steindel, Esquire  
Assistant Deputy Rate Counsel  
[ssteinde@rpa.nj.gov](mailto:ssteinde@rpa.nj.gov)

Karen Forbes  
[kforbes@rpa.nj.gov](mailto:kforbes@rpa.nj.gov)

**ACE**

Philip J. Passanante, Esquire  
Assistant General Counsel  
Atlantic City Electric Company  
92DC42  
500 N. Wakefield Drive  
P.O. Box 6066  
Newark, DE 19714-6066  
[philip.passanante@pepcoholdings.com](mailto:philip.passanante@pepcoholdings.com)

Heather Hall  
Manager, Regulatory Affairs NJ  
[heather.hall@pepcoholdings.com](mailto:heather.hall@pepcoholdings.com)

**INTERVENORS**

**Energy Efficiency Alliance of NJ**  
John Kolesnik, Esquire  
[jkolesnik@keealliance.org](mailto:jkolesnik@keealliance.org)

**Natural Resources Defense Council**

Eric Miller, Esquire  
40 W 20th Street, #11  
New York, NY 10011  
[emiller@nrdc.org](mailto:emiller@nrdc.org)

• Does **not** receive Discovery