

**IN THE MATTER OF THE IMPLEMENTATION OF P.L.  
2018, c. 17 REGARDING THE ESTABLISHMENT OF  
ENERGY EFFICIENCY AND PEAK DEMAND  
REDUCTION PROGRAMS, ET SEQ. (“EE FRAMEWORK”)**

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

**VIA ELECTRONIC MAIL May**

Sheri L. Golden, Secretary  
State of New Jersey  
Board of Public Utilities  
44 South Clinton Avenue, 9<sup>th</sup> Floor  
P.O. Box 350  
Trenton, NJ 08625-0350

Re: Docket No. QO19010040, QO19060748, QO17091004  
Rockland Electric Company’s EE Program Quarterly Progress  
Report for Program Year 2023

Dear Acting Secretary Diaz:

Pursuant to the Board of Public Utilities’ (“Board” or “BPU”) current filing procedures, Rockland Electric Company (“RECO” or the “Company”) submits its Quarterly Progress Report for the second quarter<sup>1</sup> (“Q2”) of Program Year 2023 (“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:**

The second program year is now well underway and RECO is continuing to see high enrollment in its top performing programs as well as a growing pipeline of potential projects in the programs that did not perform well during the first program year. The EE program portfolio has achieved 59% of its annual energy savings target, and the committed pipeline is indicative that the Company is well on its way to both fully meeting the annual target and reducing the target achievement deficit from program year 1.

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<sup>1</sup> For the purposes of these quarterly reports, the numbering of the quarters aligns to these dates: **Q1** (7/1/22-9/30/22); **Q2** (10/1/22 - 12/31/22); **Q3** (1/1/23 - 3/31/23); **Q4** (4/1/23 - 6/30/23).

The strongest performing program under RECO’s portfolio is the Commercial & Industrial Rebate (“C&I”) program. The subprograms under C&I include Commercial Direct Install (“DI”), C&I Prescriptive/Custom, C&I Midstream Lighting, and C&I Midstream HVAC. All of these, with the exception of C&I Midstream HVAC, are on pace to meet or exceed their forecasted quantitative performance indicators (“QPIs”) for the program year.

RECO has continued its EE education and awareness campaign using a variety of tools including customer bill inserts, e-mail blasts, and social media to communicate the available energy savings and incentives opportunities through each of the programs. The Company also continues to recruit and train new lighting and heating, ventilation, and air conditioning (“HVAC”) contractors to submit their projects into the programs.

Table 1 below sets forth the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the Comfort Partners program. This is the primary program serving low-income customers and is co-managed by the New Jersey Division of Clean Energy in conjunction with RECO and the other investor-owned electric and gas utilities. Also included in the table are RECO’s two pilot programs: Peak Demand Reduction and Clean Heat Beneficial Electrification.

**Table 1 – Program Year 2023 Q2 Results**

Utility-Administered Programs ex-ante energy savings (MWh) (A)	Comfort Partners ex-ante energy savings (MWh) (B)	Other Programs ex-ante energy savings (MWh) <sup>1</sup> (C)	Total ex-ante energy savings (MWh) (D) = (A)+(B)+(C)	Compliance Baseline (MWh) <sup>2</sup> (E)	Annual Target (%) (F)	Annual Target (MWh) (G) = (E)*(F)	Percent of Annual Target (%) (H) = (D) / (G)
6,821	19	0	6,840	1,545,131	0.75%	11,627	59%

<sup>1</sup> RECO does not have any legacy energy efficiency programs.

<sup>2</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.

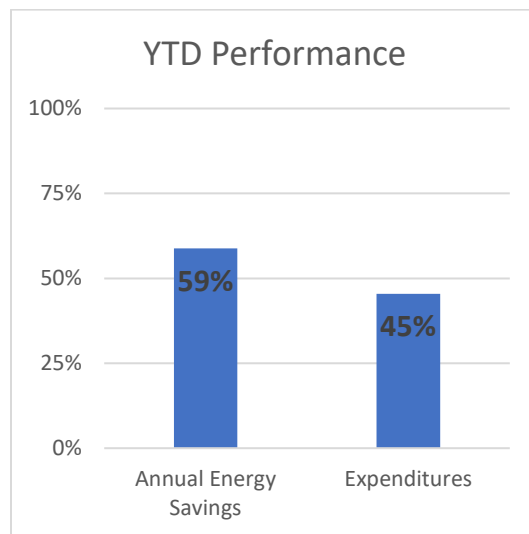


Figure 1: PY23 Performance of Annual Energy Savings and Budget

The QPIs established by the Board are intended to guide the utilities to design EE and PDR programs that are cost effective, as measured using the Utility Cost Test, and achieve the annual energy savings targets with a significant focus on deeper energy conservation measures (“ECMs”) that have a long-lasting impact on the customers’ premises.

Table 2 below sets forth the results of the QPIs for all programs for which utilities are responsible, inclusive of the CEA-funded programs and Comfort Partners program (only included in low/moderate-income lifetime savings).

**Table 2 – Quantitative Performance Indicators**

	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results	Annual Target <sup>1</sup>	Percent of Annual Target Achieved
Annual Energy Savings (MWh)	6,821	19	-	6,840	11,627	59%
Lifetime Savings (MWh)	74,112	317	-	74,429	143,964	52%
Annual Demand Savings (MW)	5.07	0.00	-	5.07		
Lifetime Persisting Demand Savings (MW-year) <sup>2</sup>	12.49	0.03	-	12.53		
Low/Moderate-Income Lifetime Savings (MWh) <sup>4</sup>	20	317	-	337		
Small Commercial Lifetime Savings (MWh) <sup>5</sup>	41,619		-	41,619		

<sup>1</sup> Annual Targets reflect estimated impacts as filed in the Company's 2021-2024 Clean Energy EE/PDR Filing. Does not include Comfort Partners program.

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

<sup>3</sup> Low/Moderate-Income lifetime savings are the total of any income-qualified Residential or Multi-Family program, including Comfort Partners.

<sup>4</sup> Small Commercial lifetime savings are Direct Install program savings and those from C&I small business customers (<200 kW peak demand) in other programs.

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

- **Residential Programs Sector Summary:**

RECO's Residential programs sector achieved a total of 2,378 MWh of electric energy savings during Q1 and Q2 or 48% of forecast at a cost of approximately \$504K or 26%<sup>2</sup> of the Residential sector's allocated budget. This achievement was primarily due to the Retail Lighting subprogram which provides instant midstream rebates to customers who shop for general service and specialty LED lamps at qualifying retailers.

The Online Marketplace and Behavioral subprograms continued to ramp up during Q2 and were the primary contributors for RECO's overachievement of its residential customer participation forecast<sup>3</sup> for the quarter. The Home Performance with ENERGY STAR ("HPwES") and the Moderate-Income Weatherization ("MIW") programs did not achieve energy savings in Q2. These programs require a longer lead time to obtain customer commitment because they cover a broad range of home improvement measures. There are approximately 52 project leads that the Company is currently pursuing.

- **Multifamily Program Summary:**

RECO's Multifamily program did not achieve energy savings during Q2. This lack of performance is attributed to RECO's residential customer demographic overwhelmingly consisting of suburban single-family homes which makes it difficult to find and recruit larger multi-unit buildings for program participation.

- **Commercial & Industrial Sector Summary:**

RECO's C&I sector programs achieved a total of 4,443 MWh of electric energy savings during Q1 and Q2 or 70% of forecast at a cost of approximately \$1.9M or 73% of the sector's allocated budget. This achievement was primarily due to the C&I Prescriptive/Custom subprogram which provides rebates to customers who utilize a qualified contractor to perform ECMs related to the lighting, controls, or HVAC systems within their existing facility along with the Midstream Lighting or Instant Lighting Incentive program ("ILIP"). The program forecasts that it will deplete all of its triennium incentive budget prior to the end of Program Year 2024. Therefore, RECO has submitted a Budget Reallocation Notice<sup>4</sup> to BPU Staff which shifts approximately \$1.6M from other program sectors into these two C&I subprograms in accordance with the allowed budget flexibility rules<sup>5</sup>.

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<sup>2</sup> This cost amount does not include expenses related to the Behavioral subprogram which can take up to 12 months to get invoiced by the implementation vendor, due to the need to conduct measurement & verification on the data.

<sup>3</sup> RECO's annual forecast of 2,702 participants did not include the count of treatment customers in the Behavioral subprogram. Furthermore, it assumed a definition for participants in the Online Marketplace and Retail Lighting subprograms as the quantity of unique customers rather than the quantity of ECM units sold. The latter being the accepted participant definition as indicated in Appendix A.

<sup>4</sup> RECO Budget Reallocation Notice filed on February 8, 2023.

<sup>5</sup> A utility may shift its subprogram budgets out of an individual sub-program within the Residential sector or within the Commercial sector, up to 25% of the individual sub-program's total budget with Staff notification (which should be provided within 30 days following the change), 25-50% with Staff approval, and over 50% with Board approval.

The Commercial Direct Install program continued to ramp up during Q2 and completed 19 more projects. This program services small business customers with an average peak demand < 200 kW and provides turnkey efficiency upgrades for lighting, refrigeration, and HVAC along with incentives that cover a significant percentage of the project cost.

**Table 3 – Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential <sup>2</sup>	43,079	47,431	2,702	1755%
Multifamily	-	-	28	0%
C&I	56	105	317	33%
Peak Demand Reduction <sup>3</sup>	18,548	18,548	1,008	1840%
Clean Heat Beneficial Electrification	1	1	144	1%
Reported Totals for Utility Administered Programs	61,684	66,085	4,199	1574%
Comfort Partners	6	17	37	46%
Utility Total	61,690	66,102	4,236	1560%

<sup>1</sup> Please note that these numbers are totals across all programs within a Sector. Appendix B shows the participation results for individual programs or offerings.

<sup>2</sup> Residential sector participation is heavily driven by the Behavioral (aka “Home Energy Reports” or “HER”) Program. HER participation is defined as the cumulative count of treatment group customers enrolled. At the start of the program year the treatment group contains approximately 50% of all RECO’s residential customers, but it slightly subsides each month as customers opt-out of the program for one reason or another.

<sup>3</sup> Peak Demand Reduction sector participation is heavily driven by the Bring Your-Own Thermostat (“BYOT”) and Behavioral Demand Response Programs. Participation in these programs is defined as the cumulative count of customers enrolled. As such, the size of the enrollment pool will ebb and flow each month as new customers join and existing customers drop out.

RECO did not experience any adjustments to budgets or incentives that required Board Staff or Board approvals.

**Table 4 – Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget (\$000)	Percent of Annual Budget
Residential	\$ 412	\$ 504	\$ 1,920	26%
Multifamily	\$ 33	\$ 41	\$ 395	10%
C&I	\$ 1,153	\$ 1,882	\$ 2,582	73%
Peak Demand Reduction	\$ 272	\$ 269	\$ 378	71%
Clean Heat Beneficial Electrification	\$ 48	\$ 54	\$ 607	9%
Reported Totals for Utility Administered Programs	\$ 1,918	\$ 2,750	\$ 5,882	47%
Comfort Partners	\$ 28	\$ 64	\$ 311	21%
Utility Total	\$ 1,946	\$ 2,814	\$ 6,194	45%

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

A utility may also shift budgets out of the Residential sector or the Commercial sector up to 5% of the individual utility sector budgets with Staff notification, (which should be provided within 30 days following the change), 5-10% with Staff approval, and over 10% with Board approval.

**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	1,475	2,378	4,944	48%
Multifamily	-	-	346	0%
C&I	2,540	4,443	6,337	70%
Peak Demand Reduction	NA	NA	NA	NA
Clean Heat Beneficial Electrification**	25	25	3,484	1%
Reported Totals for Utility Administered Programs	4,015	6,821	11,627	59%
Comfort Partners	7	19	-	
Utility Total	4,022	6,840	11,627	59%

<sup>1</sup> Annual energy savings represent the total expected annual savings from all EE measures within each Sector. Appendix B sets forth the annual energy savings results for individual programs or offerings.

<sup>2</sup> Peak Demand Reduction Pilot has target savings in MW and are not included in the portfolio’s MWh total. Clean Heat Pilot has target savings in MMBtu and are not included in the portfolio’s MWh total.

### **Portfolio Expenditures Breakdown**

RECO spent a total of \$2.8M during Q1 and Q2 or 45% of the annual budget. This expenditure includes incentives and implementation fees, which represent just over 85% of the total expense. The remaining 15% of the budget expenditure covers various overhead and support functions including marketing, program administration, Evaluation, Measurement & Verification (“EM&V”), and quality control inspections.

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent
Capital Costs	\$ 1,608	\$ 2,394	\$ 5,311	45%
Utility Administration	\$ 130	\$ 212	\$ 401	53%
Marketing	\$ 62	\$ 61	\$ 191	32%
Outside Services	\$ 438	\$ 521	\$ 1,310	40%
Rebates	\$ 1,169	\$ 1,872	\$ 3,530	53%
No- or Low-Interest Loans	\$ -	\$ -	\$ 471	0%
Evaluation, Measurement & Verification ("EM&V")	\$ 145	\$ 145	\$ 241	60%
Inspections & Quality Control	\$ 1	\$ 3	\$ 49	5%
State-Wide Coordinator	\$ -	\$ 1		NA
Utility Total	\$ 1,946	\$ 2,815	\$ 6,194	45%

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

### **Equity Metrics**

These equity metrics draw from the considerable work of the New Jersey Office of Environmental Justice's Overburdened Community (“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>6</sup> and metrics reported herein reflect further direction from Board Staff.<sup>7</sup>

RECO’s customer demographics reflect that <1% of its census block groups meet the definition of an OBC. In addition, due to the suburban/rural landscape of the Company’s service territory, there is not a visible presence of local organizations that would typically serve these communities. However, the Company will explore other means to conduct outreach to these OBCs, such as through local foodbanks and community centers, as well as through targeted marketing including bill inserts and postcards. RECO is also working with the Workforce Development and Equity Working Group to coordinate with local organizations to be sure that the needs of this community are met.

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<sup>6</sup> N.J.S.A. 13:1D-157 provides that (1) at least 35 percent of the households qualify as low-income households; (2) at least 40 percent of the residents identify as a minority or as members of a State recognized tribal community; or (3) at least 40 percent of the households have limited English proficiency.

<sup>7</sup> Per guidance from Board Staff, Overburdened Communities as used in Table 6 reflect those communities where at least 35 percent of the households qualify as low-income households but exclude those communities that are solely designated as Minority, Limited English, or Minority and Limited English.

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**Table 7 – Equity Performance**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	%OBC2				
Population	644	72,740	0.9%				
# of Household Accounts	565	64,046	0.9%				
# of Business Accounts	79	8,694	0.9%				
Total Annual Energy (MWh)	7,732	1,537,399	0.5%				
	Type of Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	%OBC2	Annual Overburdened <sup>1</sup>	Annual Non-Overburdened	%OBC2
<b>Participation</b>							
Residential Efficient Products	Core	329	42,750	0.8%	330	47,101	0.7%
Existing Homes	Core						
Multi-Family	Core						
C&I Direct Install	Core	0	19	0.0%	0	22	0.0%
C&I Rebate	Core	2	35	5.4%	8	75	9.6%
Peak Demand Reduction	Pilot	155	18,393	0.8%	155	18,393	0.8%
Clean Heat Beneficial Electrification	Pilot	0	1	0.0%	0	1	0.0%
NJCEP Comfort Partners	Joint	0	6	0.0%		17	0.0%
<b>Total Core Participation</b>		331	42,804	0.8%	338	47,198	0.7%
<b>Total Non-Core Participation</b>		155	18,400	0.8%	155	18,411	0.8%
<b>Total Participation</b>		486	61,204	0.8%	493	65,609	0.7%
<b>Expenditures</b>							
Residential Efficient Products	Core	\$865	\$323,957	0.3%	\$956	\$392,047	0.2%
Existing Homes	Core		\$87,087	0.0%		\$111,018	0.0%
Multi-Family	Core		\$32,729	0.0%		\$41,242	0.0%
C&I Direct Install	Core		\$338,264	0.0%		\$450,033	0.0%
C&I Rebate	Core	\$6,106	\$809,089	0.7%	\$60,024	\$1,372,003	4.2%
Peak Demand Reduction	Pilot	\$1,119	\$270,521	0.4%	\$1,430	\$267,232	0.5%
Clean Heat Beneficial Electrification	Pilot		\$48,052	0.0%		\$53,827	0.0%
NJCEP Comfort Partners	Joint		\$27,889	0.0%		\$64,200	0.0%
<b>Total Core Expenditures</b>		\$6,971	\$1,591,126	0.4%	\$60,980	\$2,366,343	2.5%
<b>Total Non-Core Expenditures</b>		\$1,119	\$346,462	0.3%	\$1,430	\$385,259	0.4%
<b>Total Expenditures</b>		\$8,090	\$1,937,588	0.4%	\$62,410	\$2,751,602	2.2%



Annual Energy Savings (MWh)							
Residential Efficient Products	Core	4.8	1,469.9	0.3%	7.1	2,370.9	0.3%
Existing Homes	Core						
Multi-Family	Core						
C&I Direct Install	Core		316.6	0.0%		390.4	0.0%
C&I Rebate	Core	16.4	2,207.4	0.7%	93.6	3,959.5	2.3%
Peak Demand Reduction	Pilot						
Clean Heat Beneficial Electrification	Pilot						
NJCEP Comfort Partners	Joint		7.1	0.0%		18.8	0.0%
<b>Total Core Annual Energy Savings</b>		21	3,994	0.5%	101	6,721	1.5%
<b>Total Non-Core Annual Energy Savings</b>		0	7	0.0%	0	19	0.0%
<b>Total Annual Energy Savings</b>		21	4,001	0.5%	101	6,740	1.5%
Lifetime Energy Savings (MWh)							
Residential Efficient Products	Core	23.7	16,147.2	0.1%	27.6	25,838.7	0.1%
Existing Homes	Core						
Multi-Family	Core						
C&I Direct Install	Core		4,682.4	0.0%		5,790.5	0.0%
C&I Rebate	Core	123.2	16,159.9	0.8%	811.7	41,643.6	1.9%
Peak Demand Reduction	Pilot						
Clean Heat Beneficial Electrification	Pilot						
NJCEP Comfort Partners	Joint		114.2	0.0%		316.9	0.0%
<b>Total Core Lifetime Energy Savings</b>		147	36,990	0.4%	839	73,273	1.1%
<b>Total Non-Core Lifetime Energy Savings</b>		0	114	0.0%	0	317	0.0%
<b>Total Lifetime Energy Savings</b>		147	37,104	0.4%	839	73,590	1.1%

<sup>1</sup> Across all programs, 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 NJ Department of Environmental Protection ([www.nj.gov/dep/ej/communities.html](http://www.nj.gov/dep/ej/communities.html)). The OBC census blocks are defined using three criteria: (1) at least 35% of households qualify as low-income, (2) at least 40% of residents identify as minority, and (3) at least 40% of households have limited English proficiency. If any of the three criteria is satisfied, the census block is defined as OBC. Board Staff directed to only include OBC census blocks where at least 35% of households qualify as low-income. For example, a census block that only satisfies the limited English proficiency criteria is not included.

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

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

<sup>4</sup> Estimation of usage with OBC 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 OBCs, but rather the proportion of retail lighting sales stemming from locations serving OBCs aligned to Board Staff's modifications.

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

## **Conclusion**

The Company has achieved 59% of its annual energy savings target and is on track to exceed its total goals for PY23. The implementation plan that the Company initially established in its 2021 – 2024 Clean Energy Filing has begun to demonstrate success. Therefore, the Company proposes no changes at this time. The Company looks forward to continued collaboration with Board Staff and other stakeholders in achieving the State’s energy savings goals.

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

Respectfully submitted,

/s/ Philip Madnick

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## **List of Appendices**

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

- Appendix A – Participant Definitions
- **Appendix B – Energy Efficiency and PDR Savings Summary**
- **Appendix C - Energy Efficiency and PDR Savings Summary, LMI Customers**
- **Appendix D - Energy Efficiency and PDR Savings Summary, Business Customers**
- **Appendix E - Annual Baseline Calculation**

## Appendix A – Participant Definitions

NJ Program		Participants (as lead utility)
<b>Efficient Products</b>	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Lighting - Midstream	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)
<b>Existing Homes</b>	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)
<b>Home Energy Education &amp; Management</b>	Behavioral	Count of treatment customers at end of reporting period
<b>C&amp;I Direct Install</b>	Direct Install	Count based on number of applications/projects completed, not account number
<b>Energy Solutions for Business</b>	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
	HPwES	Count of completed HPwES projects

<b>Multifamily</b>	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 PY23Q2		Participation				Actual Expenditures			
		A	B	C	D=C/B	E	F	G	H=G/F
		Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) <sup>1</sup>	YTD Reported Program Costs (\$000)	YTD % of Annual Budget
<b>Residential Programs</b>	<b>Sub Programs</b>								
Efficient Products*	Appliance Recycling/Rebate, Behavioral, Retail Lighting, Marketplace, Midstream	43,079	1,911	47,431	2482%	\$ 325	\$ 1,083	\$ 393	36%
Existing Homes*	Home Performance with Energy Star, Quick Home Energy Check	0	729	0	0%	\$ 56	\$ 545	\$ 70	13%
	Moderate Income Weatherization	0	62	0	0%	\$ 31	\$ 292	\$ 41	14%
<b>Total Residential</b>		<b>43,079</b>	<b>2,702</b>	<b>47,431</b>	<b>1755%</b>	<b>\$ 412</b>	<b>\$ 1,920</b>	<b>\$ 504</b>	<b>26%</b>
<b>Business Programs</b>	<b>Sub Programs</b>								
C&I Direct Install*	N/A	19	103	22	21%	\$ 368	\$ 1,369	\$ 450	33%
C&I Rebate Program*	Prescriptive/Custom, Energy Management, Engineered Solutions, Midstream Lighting/HVAC	37	214	83	39%	\$ 785	\$ 1,213	\$ 1,432	118%
<b>Total Business</b>		<b>56</b>	<b>317</b>	<b>105</b>	<b>33%</b>	<b>\$ 1,153</b>	<b>\$ 2,582</b>	<b>\$ 1,882</b>	<b>73%</b>
Multi-Family*	N/A	0	28	0	0%	\$ 33	\$ 395	\$ 41	10%
<b>Pilot Programs</b>	<b>Sub Programs</b>								
Peak Demand Reduction	Bring Your Own Thermostat, Commercial System Relief Program, Behavioral DR	18,548	1,008	18,548	1840%	\$ 272	\$ 378	\$ 269	71%
Clean Heat Beneficial Electrification**	N/A	1	144	1	1%	\$ 48	\$ 607	\$ 54	9%
<b>Total Pilot</b>		<b>18549</b>	<b>1,152</b>	<b>18549</b>	<b>1610%</b>	<b>\$ 320</b>	<b>\$ 985</b>	<b>\$ 322</b>	<b>33%</b>
NJCEP Comfort Partners	N/A	6	37	17	46%	\$ 28	\$ 311	\$ 64	21%
<b>Supportive Costs Outside Portfolio***</b>						<b>1</b>		<b>1</b>	
<b>Portfolio Total</b>		<b>61,690</b>	<b>4,236</b>	<b>66,102</b>	<b>1560%</b>	<b>\$ 1,947</b>	<b>\$ 6,194</b>	<b>\$ 2,815</b>	<b>45%</b>

<sup>1</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>2</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.

\* 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.

\*\* Savings are in MMBtu and are not included in the portfolio MWh total.

\*\*\*Supportive Costs include the Statewide Coordinator

For Period Ending PY23Q2		Ex Ante Energy Savings							
		I	J	K	L=K/J	M	N	O	P
		Quarter Annual Retail Energy Savings (MWh)	Annual Forecasted Retail Energy Savings (MWh)	YTD Reported Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Reported Wholesale Energy Savings <sup>2</sup> (MWh)	YTD Peak Demand Savings (MW)	Quarter Lifetime Savings (MWh)	YTD Lifetime Savings (MWh)
<b>Residential Programs</b>	<b>Sub Programs</b>								
Efficient Products*	Appliance Recycling/Rebate, Behavioral, Retail Lighting, Marketplace, Midstream	1,475	4,113	2,378	58%	4,255	0.14	16,171	25,866
Existing Homes*	Home Performance with Energy Star, Quick Home Energy Check	0	726	0	0%	0	0.00	0	0
	Moderate Income Weatherization	0	105	0	0%	0	0.00	0	0
<b>Total Residential</b>		<b>1,475</b>	<b>4,944</b>	<b>2,378</b>	<b>48%</b>	<b>4,255</b>	<b>0.14</b>	<b>16,171</b>	<b>25,866</b>
<b>Business Programs</b>	<b>Sub Programs</b>								
C&I Direct Install*	N/A	317	2,304	390	17%	404	0.07	4,682	5,790
C&I Rebate Program*	Prescriptive/Custom, Energy Management, Engineered Solutions, Midstream Lighting/HVAC	2,224	4,033	4,053	100%	4,193	0.94	16,283	42,455
<b>Total Business</b>		<b>2,540</b>	<b>6,337</b>	<b>4,443</b>	<b>70%</b>	<b>4,597</b>	<b>1.01</b>	<b>20,966</b>	<b>48,246</b>
Multi-Family*	N/A	0	346	0	0%	0	0.00	0	0
<b>Pilot Programs</b>	<b>Sub Programs</b>								
Peak Demand Reduction	Bring Your Own Thermostat, Commercial System Relief Program, Behavioral DR	0	0	0	0%	0	3.92	0	0
Clean Heat Beneficial Electrification**	N/A	25	3,484	25	1%	25	0.00	369	369
<b>Total Pilot</b>		<b>25</b>	<b>3484</b>	<b>25</b>	<b>1%</b>	<b>25</b>	<b>3.92</b>	<b>369</b>	<b>369</b>
NJCEP Comfort Partners	N/A	7		19	#DIV/0!	19	0.00	114	317
<b>Supportive Costs Outside Portfolio***</b>									
<b>Portfolio Total</b>		<b>4,022</b>	<b>11,627</b>	<b>6,840</b>	<b>59%</b>	<b>8,871</b>	<b>5.07</b>	<b>37,251</b>	<b>74,429</b>

<sup>1</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>2</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.

\* 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.

\*\* Savings are in MMBtu and are not included in the portfolio MWh total.

\*\*\*Supportive Costs include the Statewide Coordinator

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

For Period Ending PY23Q2		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 Programs	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	Appliance Recycling/Rebate, Behavioral, Retail Lighting, Marketplace, Midstreet	7	47,424	\$ 0	\$ 185	0	2,378
Existing Homes	Home Performance with Energy Star, Quick Home Energy Check	0	0	\$ -	\$ -	0	0
	Moderate Income Weatherization	0	0	\$ -	\$ -	0	0
<b>Total Residential</b>		<b>7</b>	<b>47,424</b>	<b>\$ 0</b>	<b>\$ 185</b>	<b>0</b>	<b>2,378</b>
Multi-Family	N/A	0	0	\$ -	\$ -	0	0
<b>Pilot Programs</b>	<b>Sub Programs</b>						
Peak Demand Reduction	Bring Your Own Thermostat, Commercial System Relief Program, Behavioral D	2	18,546	\$ 0	\$ 145	0	0
Clean Heat Beneficial Electrification**	N/A	0	1	\$ -	\$ 1	0	25
<b>Total Pilot</b>		<b>2</b>	<b>18,547</b>	<b>\$ 0</b>	<b>\$ 146</b>	<b>0</b>	<b>25</b>
NJCEP Comfort Partners	N/A	17	0	\$ 41	\$ -	19	0
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>		
<b>Portfolio Total</b>		<b>26</b>	<b>65,971</b>	<b>\$ 41</b>	<b>\$ 331</b>	<b>19</b>	<b>2,378</b>

<sup>1</sup> Income-qualified customers are directed to participate through the Comfort Partners or Moderate Income Weatherization programs.  
 \*\* Savings are in MMBtu and are not included in the portfolio MWh total.



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

<b>For Period Ending PY23Q2</b>		<b>Participation</b>		<b>Incentive Expenditures (Customer Rebates and Low/no-cost financing)</b>		<b>Ex Ante Energy Savings</b>	
		<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
		<b>YTD Reported Participation Number</b>		<b>YTD Reported Incentive Costs (\$)</b>		<b>YTD Reported Retail Energy Savings (MWh)</b>	
<b>Business Programs</b>	<b>Sub Programs</b>	<b>Small Commercial</b>	<b>Large Commercial</b>	<b>Small Commercial</b>	<b>Large Commercial</b>	<b>Small Commercial</b>	<b>Large Commercial</b>
C&I Direct Install	N/A	22	0	\$ 247	\$ -	390	0
C&I Rebate Program	Prescriptive/Custom, Energy Management, Engineered Solutions, Midstream	66	17	\$ 1,025	\$ 256	3,242	811
<b>Total Business</b>		<b>88</b>	<b>17</b>	<b>\$ 1,273</b>	<b>\$ 256</b>	<b>3,633</b>	<b>811</b>
Multi-Family	N/A	0	0	\$ -	\$ -	0	0
<b>Pilot Programs</b>	<b>Sub Programs</b>						
Peak Demand Reduction	Bring Your Own Thermostat, Commercial System Relief Program, Behavioral DF	0	0	\$ -	\$ -	0	0
Clean Heat Beneficial Electrification**	N/A	0	0	\$ -	\$ -	0	0
<b>Total Pilot</b>		<b>0</b>	<b>0</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0</b>	<b>0</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>		
<b>Portfolio Total</b>		<b>88</b>	<b>17</b>	<b>\$ 1,273</b>	<b>\$ 256</b>	<b>3,633</b>	<b>811</b>

## Appendix E - Annual Baseline Calculation

For Period Ending PY23Q2												
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)
RECO	2019	7/1/18 - 6/30/19	1,612,777	-	1,612,777							
	2020	7/1/19 - 6/30/20	1,548,686	-	1,548,686							
	2021	7/1/20 - 6/30/21	1,573,489	-	1,573,489							
	2022	7/1/21 - 6/30/22	1,513,219		1,513,219							
	Program Year 2023					1,545,131	0.75%	11,627	0.00%	-	0.75%	11,627

**Notes:**  
 (A) Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year)  
 (B) No included adjustments

