



520 Green Lane
Union, NJ 07083

T: (908) 662-8448
F: (908) 662-8496

dfranco@sjindustries.com

Deborah M. Franco, Esq.
VP, Rates, Regulatory & Sustainability

November 29, 2022

VIA ELECTRONIC MAIL ONLY

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

**Re: Quarterly Progress Report of South Jersey Gas Company – 1st Quarter Program
Year 2023
DOCKET NOS. QO19010040 & GO20090618**

Dear Acting Secretary Diaz:

Pursuant to the Board’s current filing procedures, herein is the Quarterly Progress Report for the first quarter (“Q1”) of Program Year 2023¹ (“PY23”) of South Jersey Gas (“SJG” or “Company”) with respect to its Clean Energy Act of 2018 Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

In accordance with the Order issued by the Board in connection with I/M/O 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. E020030254, Order dated March 19, 2020, this document is being electronically filed. No paper copies will follow.

Energy Efficiency Program Progress - Executive Summary:

As of the first quarterly report, SJG continues to focus on implementing residential, multi-family and commercial programs and educating customers, contractors, and retailers on the portfolio of programs.

¹ For the purposes of these quarterly reports, the numbering of the quarters align 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 utilities continued to collaborate and participate on working calls to ensure consistent implementation, address joint budget needs, and support contractors.

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

South Jersey Gas has contracted Applied Energy Group on the development of Equity Metrics with the metrics agreed upon by the joint utilities. The utilities have submitted a petition for consideration with a proposed solutions for the budget disparities and the BPU approved.

SJG programs delivered 87,638 DTh of savings in the first quarter, or approximately 43% of the annual target.

Residential Sector

- South Jersey Gas has contracted Honeywell as the implementation party for the residential programs, save for the Marketplace Program and the Behavioral Program which will be served by Uplight.
- The Existing Homes Home Performance with Energy Star program reported 597 DTh in energy savings or approximately 7% of program's the PY23 target. The Home Performance with ENERGY STAR Program saw 26 projects completed.
- The Behavioral program reported 10,548 DTh in energy savings or approximately 19% of the program's PY23 target. The Behavioral Program had 172,191 customers in this quarter's treatment group.
- The Efficient Products program reported 74,624 DTh in energy savings or approximately 65% of the program's PY23 target.
 - The Marketplace Program saw 7,888 participants in this quarter.
 - The Appliance Rebates Program saw 547 participants in this quarter.
 - The HVAC Program saw 1,933 participants in this quarter.
 - In this quarter, 72 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.

- 459 EE Giveaway Kits were distributed through EmPowered Schools to students at schools located in SJG's service territory in this quarter.
- The Quick Home Energy Check Up Program had 69 completed projects.
- The Moderate Income Weatherization Program had 66 completed projects.

Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- While the Small Business Direct Install Program did not have any projects completed during the reporting period, 29 audits were completed.
- The Prescriptive and Custom, Engineered Solutions, and Energy Management Programs did not deliver any savings during the reporting period but outreach efforts to larger customers are in progress and we expect these programs to start to ramp up.

Multi-Family Sector

- South Jersey Gas has contracted Honeywell as the implementation party for the Multi-Family Home Performance Program, and Multi-Family Direct Install Program.
- South Jersey Gas has contracted Applied Energy Group as the implementation party for Multi-Family Engineered Solutions and Multi-Family Prescriptive and Custom Programs
- The Multi-Family: Direct Install program saw 156 participants this quarter.

Comfort Partners Summary

SJG continues to partner with the BPU and our utility partners to implement Comfort Partners and support our low income customers. Comfort Partners had 115 participants for this quarter resulting in 1,304 DTh annual savings.

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

Table 1 – Program Year 2023 Program Results

Period Covered	Utility-Administered Retail Savings (DTh) ^{1,2}	Comfort Partners Retail Savings (DTh) ^{1,2}	Other Programs Retail Savings (DTh) ³	Total Portfolio Retail Savings (DTh) ^{1,2}	Compliance Baseline (DTh) ⁴	Annual Target (%)	Annual Target (DTh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	87,638	1,304	N/A	88,942				
YTD	87,638	1,304	N/A	88,942	5,042,929	0.34%	171,460	52%

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

² Encompasses all ex-ante savings for the Plan Year, including prior adjustments.

³ Other Programs includes Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs and Comfort Partners, such as legacy programs and pilots.

⁴ Calculated as average annual gas 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 shows that year to date natural gas savings is 44% of the PY23 annual savings goal, and program year to date spending is 36% of the PY23 expenditure target.

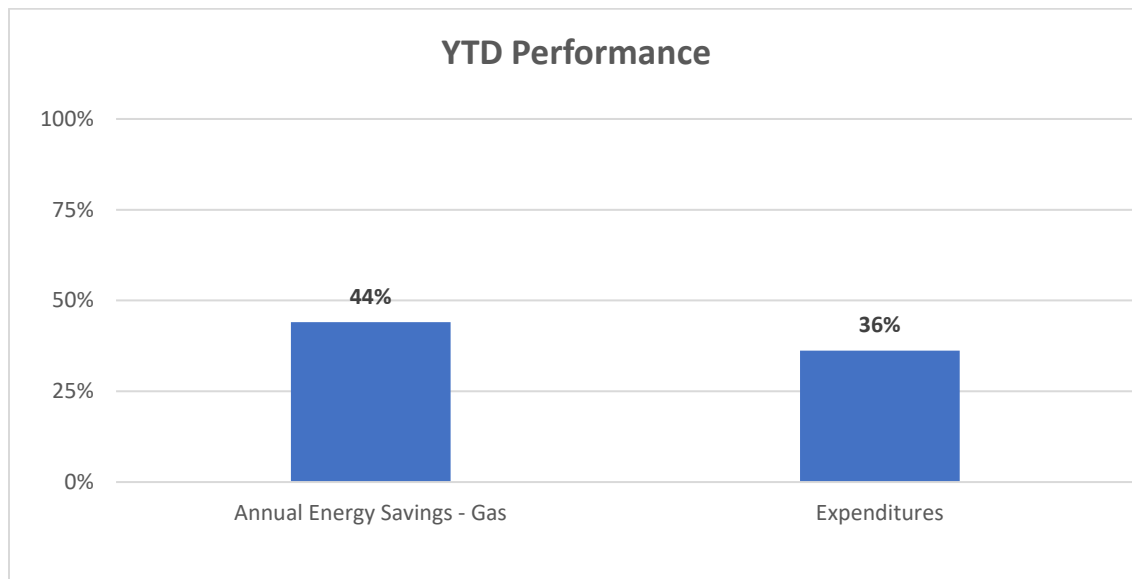


Figure 1: YTD performance of Annual Energy Savings and Budget

The Residential sector has represented the bulk of PY23 annual targets at 99%, primarily due to the nature of the programs and its growth. Low to Moderate-Income Savings was driven by the

Moderate-Income Weatherization Program at 1,122 DTh in annual savings and 25,179 DTh in lifetime savings.

Table 2 provides the results of the QPIs for all programs for which utilities are responsible, inclusive of the CEA-funded programs, Comfort Partners program (only included in low/moderate income lifetime savings), and any legacy energy efficiency programs administered by SJG that were authorized or funded by or through a prior filing or authorization.

Table 2 – Quantitative Performance Indicators

	Quarter				Year to Date				Annual Target ¹	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	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results		
Annual Energy Savings (Dth)	87,638	1,304	N/A	88,942	87,638	1,304	N/A	88,942	203,310	44%
Lifetime Savings (Dth)	1,043,210	26,001	N/A	1,069,211	1,043,210	26,001	N/A	1,069,211	1,780,406	60%
Annual Demand Savings (Dth Peak Day)										
Low/Moderate-Income Lifetime Savings (Dth) ²	37,927	26,001	N/A	63,928	37,927	26,001	N/A	63,928		
Small Commercial Lifetime Savings (Dth) ³	0		N/A	0	0		N/A	0		

¹ Annual targets reflect estimated impacts as filed in the Company’s EE filing.

² Low/Moderate-Income lifetime savings are provided separately for Comfort Partners and any income-qualified Residential or Multi-Family program.

³ 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 Annual Energy Savings

Residential Programs had 183,179 participants and delivered 87,023 DTh of energy savings during the reporting period, amounting to 46% of the overall PY23 target. The savings were driven by the Efficient Products program especially the Marketplace Program and its smart thermostats sales delivering 49,376 DTh of energy savings. The Efficient Products programs had 10,827 participants and delivered 74,624 DTh of energy savings. The Behavioral program had 172,191 participants and delivered 10,548 DTh of energy savings. The Multi-Family Programs had 156 participants and delivered 615 DTh of energy savings. To date, the utility administered programs delivered 87,638 DTh in savings or 43% of the PY23 annual target.

Expenditures during the quarter are approximately 38% of the budget for PY23 and were driven by Residential Programs. We expect expenditures to grow as Multi-Family, and more Commercial, projects begin to close. We are partnering with our implementation teams to develop marketing and outreach plans to connect customers with trade allies and present projects and establish a pipeline that will provide the participation needed to achieve our energy savings targets.

Table 3 – Quarterly Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	183,179	183,179	180,407	102%
Multi-Family	156	156	1,072	15%
C&I	0	0	872	0%
Reported Totals for Utility Administered Programs	183,335	183,335	182,351	101%
Comfort Partners ²	115	115	5,760	N/A
Utility Total	183,450	183,450	182,351	101%

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

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

Quarterly Level Expenditures

The following table provides quarterly level expenditures by sector. South Jersey Gas’s expenses for this quarter were 36% of the PY23 budget.

Table 4 – Quarterly Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$12,162	\$12,162	\$29,755	41%
Multi-Family	\$118	\$118	\$2,215	5%
C&I	\$284	\$284	\$2,745	10%
Reported Totals for Utility Administered Programs	\$12,564	\$12,564	\$34,715	36%
Comfort Partners	\$624	\$624	\$3,620	17%
Utility Total	\$13,188	\$13,188	\$34,715	38%

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

Quarterly Level Energy Savings

The Residential Sector largely contributed to the energy savings in this quarter, reporting 87,023 DTh of energy savings, or 46% of the PY23 annual target for its sector. This is attributed to the increased activity in the Marketplace Program. As outreach efforts continue, we expect increased activity, and energy savings, for the Commercial and Multi-Family Sectors.

Table 5 – Quarterly Sector-Level Annual Energy Savings

Annual Energy Savings ¹	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	87,023	87,023	189,287	46%
Multi-Family	615	615	3,090	20%
C&I	0	0	10,933	0%
Reported Totals for Utility Administered Programs	87,638	87,638	203,310	43%
Comfort Partners ²	1,304	1,304	29,535	N/A
Utility Total	88,942	88,942	203,310	44%

¹ Annual Energy Savings represent the total expected annual savings from all energy efficiency measures within each sector.

² Comfort Partners Annual Target Retail Savings is a statewide target.

Portfolio Expenditures Breakdown

Program expenditures reflect South Jersey Gas expenditures for the first quarter were 36% of the PY23 budget. Capital Costs in this quarter was driven by the development and improvements on the On-Bill Repayment Program system.

Table 6 – Quarterly Costs and Budget Variances by Category ¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs ³	\$161	\$161	\$0	N/A
Utility Administration	\$183	\$183	\$1,207	15%
Marketing	\$92	\$92	\$816	11%
Outside Services	\$715	\$715	\$3,737	19%
Rebates ²	\$2,767	\$2,767	\$12,889	22%
No- or Low-Interest Loans	\$8,489	\$8,489	\$14,556	58%
Evaluation, Measurement & Verification (“EM&V”)	\$152	\$152	\$1,211	13%
Inspections & Quality Control	\$5	\$5	\$300	2%
Utility EE/PDR Total	\$12,564	\$12,564	\$34,715	36%

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

² Rebates include rebates and other direct investments.

³ Capital Costs for South Jersey Gas reflect budget leftover from PY22, these expenditures are within the approved budget.

Equity Metrics

These equity metrics draw from the considerable work of the New Jersey Office of Environmental Justice's Overburdened Community (“OBC”) designations. Per New Jersey’s Environmental Justice Law, N.J.S.A. 13:1D-157, census block groups are identified as being an “Overburdened Community” when certain census criteria are met¹, and metrics reported herein reflect further direction from BPU Staff². These data are compiled into Table 7 detailing Equity Performance.

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

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

Table 7 – Quarterly Equity Performance

Territory-Level Benchmarks		Overburdened ¹	Non-Overburdened	%OBC ²
# of Household Accounts ³		85,859	321,553	21%
# of Business Accounts ³		7,149	18,552	28%
Total Annual Energy (Dth) ⁴		10,291,548	31,364,580	25%

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Over-burdened ¹	Quarter Non-Over-burdened	% OBC ²	YTD Over-burdened	YTD Non-Over-burdened	% OBC ²
Participation								
Residential - Efficient Products	HVAC	Core	169	1,764	9%	169	1,764	9%
	Appliance Rebates	Core	73	474	13%	73	474	13%
	Online Marketplace	Core	1,265	6,623	16%	1,265	6,623	16%
	Energy Efficient Kits	Core	0	459	0%	0	459	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	2	24	8%	2	24	8%
	Quick Home Energy Checkup	Additional	10	59	14%	10	59	14%
	Moderate Income Weatherization	Additional	20	46	30%	20	46	30%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	0	N/A	0	0	N/A
Energy Solutions for Business	Prescriptive/Custom	Core	0	0	N/A	0	0	N/A
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	3	153	2%	3	153	2%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Participation			1,512	9,497	14%	1,512	9,497	14%
Total Additional Participation			30	105	22%	30	105	22%
Total Participation			1,542	9,602	14%	1,542	9,602	14%

Annual Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	1,981	20,244	9%	1,981	20,244	9%
	Appliance Rebates	Core	53	338	14%	53	338	14%
	Online Marketplace	Core	8,054	42,093	16%	8,054	42,093	16%
	Energy Efficient Kits	Core	0	1,860	0%	0	1,860	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	46	551	8%	46	551	8%
	Quick Home Energy Check-Up	Additional	28	104	21%	28	104	21%
	Moderate Income Weatherization	Additional	318	804	28%	318	804	28%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	0	N/A	0	0	N/A
Energy Solutions for Business	Prescriptive/Custom	Core	0	0	N/A	0	0	N/A
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	7	608	1%	7	608	1%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Annual Energy Savings			10,141	65,695	13%	10,141	65,695	13%
Total Additional Annual Energy Savings			346	908	28%	346	908	28%
Total Annual Energy Savings			10,487	66,603	14%	10,487	66,603	14%
Lifetime Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	36,264	365,901	9%	36,264	365,901	9%
	Appliance Rebates	Core	609	3,909	13%	609	3,909	13%
	Online Marketplace	Core	88,485	462,371	16%	88,485	462,371	16%
	Energy Efficient Kits	Core	0	17,996	0%	0	17,996	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	987	11,867	8%	987	11,867	8%
	Quick Home Energy Checkup	Additional	280	1,043	21%	280	1,043	21%
	Moderate Income Weatherization	Additional	7,978	17,201	32%	7,978	17,201	32%
Home Energy Reports	Behavioral	Additional	N/A	N/A	N/A	N/A	N/A	N/A
C&I Direct Install	Direct Install	Core	0	0	N/A	0	0	N/A
Energy Solutions for Business	Prescriptive/Custom	Core	0	0	N/A	0	0	N/A
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	73	6,096	1%	73	6,096	1%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Lifetime Energy Savings			126,417	868,140	13%	126,417	868,140	13%
Total Additional Participation			8,258	18,244	31%	8,258	18,244	31%
Total Lifetime Energy Savings			134,675	886,384	13%	134,675	886,384	13%

¹ Across all programs, subprograms, or offerings, participation/expenditures/savings are classified as either in an Environmental Justice Overburdened Community census block or not based on the program participant's address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection (www.nj.gov/dep/ej/communities.html).

² 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.

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

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

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

Respectfully,

A handwritten signature in black ink, appearing to read "Deborah M. Franco". The signature is fluid and cursive, with the first name being the most prominent.

Deborah M. Franco

DMF/caj

cc: Brian Lipman
Maura Caroselli
Stacy Richardson
Phillip Chao
Maureen Minkel
Peter Druckenmiller
Michael Savacool
Frank Vetri

Appendix A – Participant Definitions

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

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix B
For Period Ending PY23Q1

		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) ²	YTD Reported Program Costs (\$000)	YTD % of Annual Budget
Residential Programs	Sub Program or Category¹								
Efficient Products*	HVAC	1,933		1,933		9,630		9,630	
	Appliance Rebates	547		547		148		148	
	Marketplace Efficient Products	7,888		7,888		1,099		1,099	
	EE Giveaway Kits	459		459		12		12	
	Subtotal Efficient Products	10,827	28,547	10,827	38%	10,889	19,423	10,889	56%
Existing Homes	Home Performance with Energy Star*	26	260	26	10%	495	3,877	495	13%
	Quick Home Energy Check-Up	69	1,200	69	6%	54	876	54	6%
	Moderate Income Weatherization	66	400	66	17%	482	4,525	482	11%
Behavioral	Behavioral	172,191	150,000	172,191	115%	241	1,055	241	23%
Total Residential		183,179	180,407	183,179	102%	12,162	29,755	12,162	41%
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	0	18	0	0%	128	1,537	128	8%
Energy Solutions for Business	Prescriptive/Custom* ³	0	852	0	0%	112	962	112	12%
	Energy Management	0	2	0	N/A	17	246	17	N/A
	Engineered Solutions	0	0	0	N/A	28	0	28	N/A
Total Business		0	872	0	0%	284	2,745	284	10%
Multi-Family*	HPwES	0		0		7		7	
	Direct Install	156		156		40		40	
	Prescriptive/Custom*	0		0		0		0	
	Engineered Solutions	0		0		72		72	
	Subtotal MultiFamily	156	1,072	156	15%	118	2,215	118	5%
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		183,335	182,351	183,335	101%	12,564	34,715	12,564	36%

¹ 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.

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

³ Prescriptive/Custom Participation Number is reported on a Measure level.

* 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.

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix B
For Period Ending PY23Q1

		Ex Ante Energy Savings							
		I	J	K	L=K/J	M	N	O	P
		Quarter Annual Retail Energy Savings (DTh)	Annual Forecasted Retail Energy Savings (DTh)	YTD Reported Retail Energy Savings (DTh)	YTD % of Annual Energy Savings	YTD Reported Wholesale Energy Savings (DTh)	YTD Peak Demand Savings (DT) ³	Quarter Lifetime Retail Savings (DTh) ⁴	YTD Lifetime Retail Savings (DTh) ⁴
Residential Programs	Sub Program or Category¹								
	HVAC	22,225		22,225		22,548		402,165	402,165
	Appliance Rebates	391		391		396		4,519	4,519
Efficient Products*	Marketplace Efficient Products	50,148		50,148		50,875		550,856	550,856
	EE Giveaway Kits	1,860		1,860		1,887		17,996	17,996
	Subtotal Efficient Products	74,624	115,047	74,624	65%	75,706	N/A	975,536	975,536
Existing Homes	Home Performance with Energy Star*	597	8,578	597	7%	606		12,853	12,853
	Quick Home Energy Check-Up	132	3,392	132	4%	134		1,322	1,322
	Moderate Income Weatherization	1,122	6,576	1,122	17%	1,138		25,179	25,179
Behavioral	Behavioral	10,548	55,694	10,548	19%	10,701		22,151	22,151
Total Residential		87,023	189,287	87,023	46%	88,285	N/A	1,037,042	1,037,042
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	0	2,486	0	0%	0		0	0
Energy Solutions for Business	Prescriptive/Custom* ²	0	7,963	0	0%	0		0	0
	Energy Management	0	484	0	N/A	0		0	0
	Engineered Solutions	0	0	0	N/A	0		0	0
Total Business		0	10,933	0	0%	0	N/A	0	0
Multi-Family*	HPwES	0		0		0		0	0
	Direct Install	615		615		0		6,168	6,168
	Prescriptive/Custom*	0		0		0		0	0
	Engineered Solutions	0		0		0		0	0
	Subtotal MultiFamily	615	3,090	615	20%	0	N/A	6,168	6,168
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		87,638	203,310	87,638	43%	88,285	N/A	1,043,210	1,043,210

¹ 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.

² Prescriptive/Custom Participation Number is reported on a Measure level

³ On-going discussions within the Evaluation, Measurement and Verification (EM&V) Working Group have noted that there is no clearly defined protocol for calculating Peak Demand Savings for natural gas measures. It is anticipated that this issue will be addressed by the EM&V Working Group within this Triennial. No Peak Demand Savings for natural gas measures will be reported until an agreed upon methodology has been determined

⁴ Quarter Lifetime Retail Savings and YTD Lifetime Retail Savings for Behavioral is calculated based on a 2.1 year Measure Life

* 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

Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix C
For Period Ending PY23Q1

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$000)		Reported Retail Energy Savings YTD (DTh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	72	1,861	\$263	\$9,114	700	21,525
	Appliance Rebates	0	459	\$0	\$12	0	1,860
	Marketplace Efficient Products	0	7,888	\$0	\$751	0	50,148
	Efficient Products Kits	0	547	\$0	\$76	0	391
	Subtotal Efficient Products	72	10,755	\$263	\$9,953	700	73,924
Existing Homes	Home Performance with Energy Star ¹	0	26	\$0	\$348	0	597
	Quick Home Energy Check-Up	0	69	\$0	\$21	0	132
	Moderate Income Weatherization	66	0	\$344	\$0	1,122	0
Home Energy Education & Management	Behavioral	0	172,191	\$0	\$220	0	10,548
Total Residential		138	183,041	\$607	\$10,542	1,822	85,201
Multi-Family	HPwES	0	0	\$0	\$0	0	0
	Direct Installation/MF QHEC	0	156	\$0	\$21	0	615
Total Multifamily		0	156	\$0	\$21	0	615
Home Optimization & Peak Demand Reduction		0	0	\$0	\$0	0	0
Total Other		0	0	\$0	\$0	0	0
Portfolio Total		138	183,197	\$607	\$10,563	1,822	85,816
Supportive Costs Outside Portfolio							

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

Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix D
 For Period Ending PY23Q1

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$000)		Reported Retail Energy Savings YTD (DTh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	0	N/A	\$44	N/A	0	N/A
Energy Solutions for Business	Prescriptive/Custom	0	0	\$0	\$42	0	0
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Business		0	0	\$44	\$42	0	0
Other Programs							
Multi-Family	Prescriptive/Custom	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Other		0	0	\$0	\$0	0	0
Portfolio Total		0	0	\$44	\$42	0	0
Supportive Costs Outside Portfolio							

**Appendix E Annual Report Baseline Calculation
For Period Ending PY23Q1**

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments	Adjusted Retail Sales	Compliance Baseline	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (therms)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (therms)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (therms)
			(A)	(B)	(C) = (A)-(B)	(D)=Average (C)	(E)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
South Jersey Gas	2019	7/1/18 - 6/30/19	574,069,243	45,731,813	528,337,431							
	2020	7/1/19 - 6/30/20	529,105,554	42,406,214	486,699,341							
	2021	7/1/20 - 6/30/21	551,325,543	36,813,250	514,512,294							
	2022	7/1/21 - 6/30/22	544,182,719	32,515,574	511,667,145	504,292,927	0.50%	2,521,465	0.16%	806,869	0.34%	1,714,596

Notes:

- (A) Includes sales as reported on FERC Form-2, as adjusted for the given sales period (planning year)
- (B) Includes adjustments to remove Electric Generation.