



February 29, 2024

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

*Submitted electronically, no paper copies will follow.*

## **DOCKET NOS. QO1901040, QO19060748 & QO17091004**

Dear Secretary Golden:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the second quarter for Program Year 2024<sup>1</sup> ("PY24") of New Jersey Natural Gas ("NJNG" 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. EO20030254, Order dated March 19, 2020, this document is being electronically filed. No paper copies will follow.

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

#### Overall Portfolio

SAVEGREEN® ("SAVEGREEN"), the customer branded name for NJNG's energy efficiency programs, has been serving customers since 2009. This report addresses new efforts for the expansion of SAVEGREEN that occurred on July 1, 2021<sup>2</sup> to meet the requirements of the Clean Energy Act, including the transition of many programs that were previously administered by New Jersey's Clean Energy Program. NJNG worked closely with the other New Jersey Utilities ("Utilities") to develop coordinated programs to offer comprehensive solutions for our customers.

<sup>1</sup> - For the purposes of the quarterly reports for Program Year 2024, the numbering of the quarters aligns to these dates: **Q1** (7/1/23 - 9/30/23); **Q2** (10/1/23 - 12/31/23); **Q3** (1/1/24 - 3/31/24); **Q4** (4/1/24 - 6/30/24).

<sup>2</sup> - During this quarter, NJNG was also performing activities to close out projects that were authorized under prior program approvals in BPU Docket No. GO18030355. NJNG will continue to comply with the reporting requirements established within that Docket.

Since NJNG had robust energy-efficiency programs in place and good working relationships with many contractors, NJNG was able to leverage many elements of our existing structure for program expansion, including the ability to refresh our online marketplace and microsite, established communication and marketing channels with customers and contractors, infrastructure and procedures for our On-Bill Repayment Program (“OBRP”) and knowledgeable employees, experienced in our energy-efficiency programs, many of whom have been with SAVEGREEN since 2009. NJNG continues to refine our Program Management Software System (“PMSS”) to properly support the tracking of the energy savings and investments of our expanded program portfolio and provide enhanced functionality for customers and contractors, as well as on-going coordination efforts with the Utilities. With limited exceptions noted within this report, NJNG is not using Third Party Implementation Contractors to administer most programs.

All of NJNG’s approved programs that were expected to launch in July 2021 were accepting applications from customers and contractors that month. In addition, as noted in our filing and follow-up discussions, NJNG launched certain newer Additional Utility Led Programs, including Moderate Income Weatherization, Energy Management, and Engineered Solutions, later in Program Year 1 (PY22). Due to longer lead times for commercial projects, Energy Management and Engineered Solutions did not have any closed projects as of the end of this reporting quarter, but the commercial team has three Engineered Solutions projects enrolled, with other potential projects for both Engineered Solutions and Energy Management in development in PY24.

The Utilities continue to work on developing 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 PY24-Q2, all utilities have approved Residential programs through user acceptance testing and have begun the exchange of data for certain Residential programs. NJNG has distributed invoices for Residential Conservation Kits, Marketplace, Home Performance with ENERGY STAR (“HPwES”), and Quick Home Energy Checkup (“QHEC”). SWC system user acceptance testing for C&I and Multi-family programs is progressing. As discussed during Utility Working Group discussions, Utilities are supporting incentives for comprehensive projects that address both fuels with the intention to transfer all information through the SWC when the system is operational and integrated with each utility’s program management software and tracking system. Accordingly, the information within this report reflects all investments and financing made by NJNG, including those as the Lead Utility on behalf of a Partner Utility, and net of imbursements from our Partner Utilities. At the end of PY24-Q2, NJNG distributed additional batches of invoices as the Lead Utility, and the impacts of the transferred savings will be reflected in a future reporting period. Natural gas savings shown within this report only reflect savings for projects led by NJNG.

Collectively, the programs delivered over 203,400 Dth in savings through PY24-Q2. Additional information on the composition of the savings is presented both within this report and in Appendices B through E.

Additionally, NJNG is committed to improving our programs. NJNG is working closely with DNV Energy Insights, the primary evaluation contractor, and their subcontractor APPRISE, Inc. For the purpose of this report, they will collectively be referred to as the DNV Team. The DNV Team is working as per the guidance provided by the Statewide Evaluator (“SWE”) Team that is under contract to the BPU. For the FY23 evaluation, preliminary results for all the programs have been presented to SWE and draft reports are in the final stages of review before they are sent to SWE.

## **Residential Sector** - year-to-date highlights include:

- Energy Efficient Products
  - The HVAC Program completed 3,242 measures.
  - As noted in previous quarters, NJNG halted the distribution of community conservation kits as a result of the implementation of State Law A-5160 (enacted in January 2022). NJNG was no longer able to claim savings for the majority of the energy saving measures in conservation kits because of the increased efficiency standard and the inability to identify the current condition in the customers home for these products. This effectively eliminated NJNG's ability to claim savings for community conservation kits based on the mix of products.
  - The NJNG Online Marketplace sold 2,019 efficient products to NJNG customers. Majority (80%) of these sales were driven by smart thermostats, but NJNG also offered discounted energy products for the home. NJNG previously also sold conservation kits on the Marketplace but also had to eliminate these sales as a result of the adoption of State Law A-5160 as noted in the previous bullet.
  - NJNG processed 1,293 appliance rebates for washer/dryer units.
  
- Existing Homes
  - The HPwES Program completed 250 projects. This does not include the HPwES activity within the Multi-family market.
  - The QHEC Program completed 424 customer visits which included the direct installation of energy saving measures. NJNG also offers an enhanced QHEC+ version that includes additional diagnostic tests and the installation of smart thermostats purchased through the Online Marketplace.
    - All QHEC visits and QHEC+ audits are conducted by NJNG employees with full BPI certification.
    - The original fee for the QHEC+ is \$49 but our approval allowed us to offer discounted rates for promotional periods and qualifying circumstances to encourage participation. The QHEC+ was offered for free to residents who moved to a new NJNG service address within their first 12 months at the residence through PY24-Q2.
    - NJNG is continuing with social media campaigns thorough Facebook, Instagram, and Google targeting customers within the NJNG service territory.
    - A QHEC+ promotional video (<https://www.youtube.com/watch?v=rI0JmdPLd6E&t=2s>) was developed and launched in PY24-Q1 and was promoted on social media (Facebook and Instagram) and streaming platforms (YouTube and Hulu) during PY24-Q2. This video is also hosted on the NJNG YouTube page and SAVEGREEN website to help promote organic search and access.
  - The Moderate-Income Weatherization Program completed 86 projects.
    - NJNG's weatherization marketing campaigns are in process which included the launch of a new campaign promoting energy efficiency programs (including Moderate-Income Weatherization) and energy assistance, which consisted of digital carousel ads being launched on social channels (Facebook and Instagram) and search engine platforms (Google and Bing), as well as a promotional video touted on YouTube and Hulu and the development of a tailored campaign microsite. During this time period, the ad and video initiatives drove in more than 21,000 users to the campaign microsite for more information on the weatherization programs, creating inbound residual leads for the program throughout the period.
    - During the period, 118 leads were received, 50 applications were submitted, and 25 customers were approved and moved to the implementer for audits.
    - Presentations were made to various organizations, those include:
      - Senior Citizens Alliance Network (SCAN) during their routine Facebook Live digital events;
      - NJNG Customers Forums for Monmouth, Morris, and Ocean Counties;
      - Females in Construction Trades assembly IBEW Local 400;
      - Adult Education Directors Meeting for Monmouth County Vocational Schools;
      - ANJR Symposium (participation only).

- Information continues to be provided to Monmouth, Ocean, and Morris counties agencies, including Affordable Housing Alliance (<https://housingall.org/>) and Ocean Inc. These agencies provide information on the Moderate-Income Weatherization Program to customers over income limits for Comfort Partners.
- To support the growth of the Clean Energy Jobs Workforce Development Program, Building Performance Institute, Inc. (BPI) Certification classes are being offered to eligible participants which include unemployed candidates, veterans, etc. in NJNG's service territory. Candidates receive the training and certification testing at no charge. Classes are a mix of online and hybrid to learn the fundamentals of the industry such as home inspections, energy modeling, enhanced in-field management, etc.
- Home Energy Education and Management
  - The Behavioral Program had more than 273,200 active treatment customers and achieved 116,577 Dth of the annual forecasted goal of 103,518 Dth, which is 113% of the annual goal.

**Commercial Sector** - year-to-date highlights include:

- The NJNG outreach team is actively promoting the programs at events across our service territories. They are also engaged in one-on-one discussions with customers who are interested in learning more about available programs.
- The Direct Install Program completed 13 projects.
  - NJNG has seen greater participation in this program as a result of modifications to the screening tool for Direct Install Projects.
  - As of December 31, 2023, the Direct Install project pipeline had 41 applications submitted for future projects with a steady inflow of new applications.
- The Prescriptive/Custom Program completed 2 projects.
  - As noted in prior reports and discussions with BPU staff, NJNG has been successful in converting some Prescriptive Program requests into comprehensive Direct Install projects resulting in deeper savings opportunities for customers. NJNG's Commercial Team encourages all interested customers to consider pivoting to more comprehensive upgrades whenever possible.
- As of December 31, 2023, the Engineered Solutions project pipeline had three applications submitted for future projects. These projects have long development cycles.
- NJNG has two committed Energy Management projects in the pipeline (audit stage). In addition, NJNG is engaged with four other interested customers that have not yet committed to moving forward with the project.
- Although NJNG noticed steady growth in its project pipelines, supply chain challenges (equipment delays) are ongoing along with public bidding requirements for municipality and school customers. NJNG is actively working with its vendors to mitigate these challenges and deliver projects on schedule wherever possible to meet the needs of both customers and the program.
- NJNG incurred program costs in Prescriptive/Custom, Engineered Solutions, and Energy Management projects in progress, but had limited projects close during PY24-Q2, so limited energy savings were reported in this period.
- During the week of September 4, 2023, NJNG engaged marketing consultant, White Whale to launch our first commercial marketing campaign.
  - The Initial focus was on Direct Install and Prescriptive Programs. Strategies included social media, e-mail, and direct mail.

## **Multi-family Sector** - year-to-date highlights include:

- The Multi-family HPwES Program completed 530 units during PY24-Q1. There were no additional Multi-family projects that closed during PY24-Q2.
- Our outreach team is engaged in one-on-one discussions with customers who are interested in learning more about the available programs.
- NJNG conducted a competitive solicitation and selected CLEAResult as a Third-Party Implementation Contractor to support the launch of Direct Install of energy savings measures for the Multi-family Program. Program details have been put in place to enable the launch of this pathway. No customer applications were submitted during this reporting period, however NJNG is actively working with multiple customers interested in participating in the future.
- NJNG was available to accept interested customers into the program for the initial screening and to process incentives for Prescriptive measures pathway. However, no customer applications were submitted during this reporting period.
- NJNG also had the infrastructure in place to engage Multi-family property owners in Engineered Solutions. Applications for three interested customers are currently under review.

## **Outreach**

- In order to support the lead generation efforts of SAVEGREEN's entire portfolio of programs (spanning across Residential, Commercial, and LMI), additional outreach initiatives for PY24-Q2 included:
  - Sponsors at Made in New Jersey Manufacturing Day held on October 6, 2023. This event focused on the benefits New Jersey manufacturers provide New Jersey and drive awareness around manufacturing careers and advanced technologies.
  - Exhibited at Health Care Association of New Jersey (HCANJ) on October 24, 2023. This 2-day conference focuses on long term care facilities investing in the well-being of the elderly and disabled.
  - Annual attendance at the New Jersey State League of Municipalities (NJSLOM) from November 14-16, 2023. All 564 municipalities are members of NJSLOM, as well as over 560 mayors and 13,000 elected and appointed municipal officials.
  - NJ Clean Communities-Rahway Film Festival on November 29, 2023. Attendees were centered around recycling, clean communities and sustainability.
  - Platinum Sponsor at Morris County Chamber of Commerce for their Energy transition and Corporate Perspective event.

**Contractor Summary**

- NJNG engages nearly 1,900 contractors through our monthly contractor newsletter.
- 262 Contractors have been onboarded to participate in our OBRP program, this includes 27 contractors for the HPwES Program.
- There were 33 commercial contractors onboarded for our Direct Install Program.
- There were 36 contractors for our Prescriptive program who signed a participation agreement to allow them to offer our OBRP program.
- Any licensed contractor can offer rebates for qualifying residential HVAC equipment and commercial Prescriptive equipment.
- There were 12 engineering firms for our Engineered Solutions Program.

Table 1 - Program Year 2024 Program Results shows the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the New Jersey Comfort Partners Program, which is the primary program serving low-income customers and is co-managed with the Division of Clean Energy in conjunction with NJNG and the other investor-owned electric and gas utility companies.

**Table 1 - Program Year 2024 Program Results**

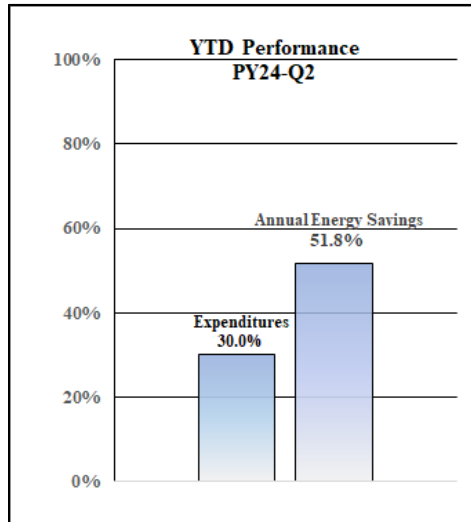
Utility-Administered Programs Ex-ante Energy Savings (Dth)	Comfort Partners Ex-ante Energy Savings (Dth) <sup>2</sup>	Other Programs Ex-ante Energy Savings (Dth) <sup>1</sup>	Total Ex-ante Energy Savings (Dth)	Compliance Baseline (Dth)	Annual Target (%)	Annual Target (Dth)	Percent of Annual Target (%)
(A)	(B)	(C)	(D) = (A) + (B) + (C)	(E)	(F)	(G) = (E) * (F)	(H) = (D) / (G)
179,307	3,451	29,701	212,459	67,337,153	0.51%	343,419	61.9%

<sup>1</sup> - Other Programs include Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs, such as legacy programs and pilots. NJNG legacy programs that close within PY24 only reflect savings from legacy programs that did not have an overlap with NJCEP, primarily Engineered Solutions.

<sup>2</sup> - New Jersey Comfort Partners savings is a preliminary estimate due to recently transitioning the data system of record, and subject to change based on further calculations. Savings true-up anticipated in future reporting periods.

<sup>3</sup> - Values displayed in the accompanying table are rounded to the nearest Dth.

**Figure 1 - PY24-Q2 Performance of Expenditures and Annual Energy Savings**



The chart above is reflective of expenditures (which are less than budgeted) and savings (which are on track of meeting the annual goal) from NJNG’s approved plan (not reflective of the retail energy targets which is captured in Table 1 - Program Year 2024 Program Results).

Table 2 - Quantitative Performance Indicators 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 NJNG that were authorized or funded by or through a prior filing or authorization.

**Table 2 - Quantitative Performance Indicators**

	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results <sup>10</sup>	Other Programs Plan Year Results <sup>9</sup>	Total Plan Year Results	Annual Target <sup>5/6</sup>	Percent of Annual Target Achieved
Annual Energy Savings (Dth) <sup>1</sup>	179,307	3,451	29,701	212,459	410,483	51.8%
Lifetime Savings (Dth)	1,325,887	59,093	524,678	1,909,658	4,400,219	43.4%
Annual Demand Savings (Dth Peak Day) <sup>2</sup>						
Lifetime Persisting Demand Savings (Dth-year) <sup>6</sup>						
Low/Moderate-Income Lifetime Savings (Dth) <sup>3</sup>	6,440	59,093	-	65,533		
Small Commercial Lifetime Savings (Dth) <sup>4</sup>	6,273		-	6,273		
Net Present Value of Utility Cost Test Net Benefits (\$) <sup>7/8</sup>	\$ -			\$ -		

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

<sup>2</sup> - Calculation methodology for Annual Demand Savings and Lifetime of Persisting Demand Savings for natural gas are in development.

<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.

<sup>5</sup> - The New Jersey Comfort Partners Program does not forecast annual target retail savings (Dth).

<sup>6</sup> - Annual Targets reflect estimated impacts as filed the Company's 2021-2024 Clean Energy Filing.

<sup>7</sup> - Cost effectiveness impacts are not calculated for Comfort Partners or Other Programs.

<sup>8</sup> - Net Present Value of Utility Cost Test Net Benefits was reported at \$665,739 during PY1-Q4 and \$3,131,483 during PY2- Q4.

<sup>9</sup> - Other Programs include Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs, such as legacy programs and pilots. NJNG legacy programs that close within PY24 only reflect savings from legacy programs that did not have an overlap with NJCEP, primarily Engineered Solutions.

<sup>10</sup> - New Jersey Comfort Partners savings is a preliminary estimate due to recently transitioning the data system of record, and subject to change based on further calculations. Savings true-up anticipated in future reporting periods.

<sup>11</sup> - Values displayed in the accompanying table are rounded to the nearest Dth.

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

### **Participation**

NJNG has seen a strong start to the residential programs because we have been offering a range of residential energy-efficiency programs since 2009. NJNG has a robust network of participating contractors, active communication channels, and marketing efforts.

Based on experience supporting the commercial energy efficiency programs run by NJCEP, NJNG recognizes longer lead times for those programs. Due to this, NJNG expected to have a limited number of closed commercial projects during this timeframe. NJNG had similar expectations for the Multi-family program, especially since it launched mid-year during PY22. NJNG’s annual forecasted participation was based on commitments rather than closed projects. Additionally, as a result of the implementation of A-5160, NJNG was no longer claiming participants for Conservation Kits.

**Table 3 - Sector-Level Participation**

<b>Sector <sup>1</sup></b>	<b>Quarter Participants</b>	<b>YTD Participants</b>	<b>Annual Forecasted Participants</b>	<b>Percent of Annual Forecast</b>
Residential	277,346	280,598	270,530	103.7%
Multi-family	-	530	1,341	39.5%
C&I <sup>2</sup>	6	15	1,457	1.0%
<b>Reported Totals for Utility Administered Programs</b>	<b>277,352</b>	<b>281,143</b>	<b>273,328</b>	<b>102.9%</b>
Comfort Partners	144	337	824	40.9%
<b>Utility Total</b>	<b>277,496</b>	<b>281,480</b>	<b>274,152</b>	<b>102.7%</b>

<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> - During the initial planning, Annual Forecasted Participants in the Commercial Sector (C&I) were overestimated.

### **Expenditures**

NJNG requested adjustments to the annual budget during PY24. As reflected in Table 4 below, NJNG has spent 46% of the Residential sector budget, 17% of the Multi-family sector budget, and 17% of the Commercial sector budget. The smaller relative spend for the Multi-family and Commercial Programs reflects that limited incentives were processed during PY24-Q2; however, there is significant activity occurring on projects in process and regarding outreach to engage further customers. NJNG’s annual forecasted expenditures were based on commitments rather than closed projects. Accordingly, some programs within the commercial sector spending are expected to remain at lower levels since many comprehensive projects with longer lead times will likely close after the conclusion of the current triennial.



**Table 4 - Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 9,053	\$ 18,025	\$ 38,929	46.3%
Multi-family	\$ 131	\$ 1,554	\$ 9,164	17.0%
C&I	\$ 1,519	\$ 7,075	\$ 40,622	17.4%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 10,704</b>	<b>\$ 26,655</b>	<b>\$ 88,715</b>	<b>30.0%</b>
Comfort Partners	\$ 1,357	\$ 3,065	\$ 5,749	53.3%
<b>Utility Total</b>	<b>\$ 12,061</b>	<b>\$ 29,720</b>	<b>\$ 94,464</b>	<b>31.5%</b>

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

<sup>2</sup> - Values displayed in the accompanying table are rounded to the nearest dollar.

## **Energy Savings**

NJNG is working to refine procedures to improve the customer experience, engage more contractors, and reach more customers through marketing and outreach.

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

Annual Energy Savings <sup>1</sup>	Quarter Retail (Dth)	YTD Retail (Dth)	Annual Target Retail Savings (Dth)	Percent of Annual Target
Residential	119,113	167,772	268,551	62.5%
Multi-family	-	5,262	18,710	28.1%
C&I <sup>4</sup>	2,886	6,273	123,222	5.1%
<b>Reported Totals for Utility Administered Programs</b>	<b>121,999</b>	<b>179,307</b>	<b>410,483</b>	<b>43.7%</b>
Comfort Partners <sup>2</sup>	3,451	3,451	5,680	60.8%
<b>Utility Total</b>	<b>125,450</b>	<b>182,758</b>	<b>416,163</b>	<b>43.9%</b>

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

<sup>2</sup> - New Jersey Comfort Partners savings is a preliminary estimate due to recently transitioning the data system of record, and subject to change based on further calculations. Savings true-up anticipated in future reporting periods.

<sup>3</sup> - Values displayed in the accompanying table are rounded to the nearest Dth.

<sup>4</sup> - During the initial planning, Annual Target Retail Savings in the Commercial Sector (C&I) were overestimated.

## **Portfolio Expenditures Breakdown**

Table 6 provides quarterly, and year-to-date costs compared to the full program year budget. As other Commercial and Multi-family Programs begin to close NJNG anticipants that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Low-Interest Loans, EM&V, Inspections/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
Capital Costs <sup>2</sup>	\$ 57	\$ 71	\$ 23	307.5%
Utility Administration	\$ 1,759	\$ 3,475	\$ 6,076	57.2%
Marketing	\$ 314	\$ 541	\$ 1,496	36.1%
Outside Services	\$ 47	\$ 150	\$ 1,935	7.8%
Rebates	\$ 3,303	\$ 10,477	\$ 40,269	26.0%
No or Low-Interest Loans	\$ 5,302	\$ 11,610	\$ 37,019	31.4%
Evaluation, Measurement & Verification (EM&V)	\$ 120	\$ 770	\$ 2,774	27.8%
Inspections & Quality Control	\$ 52	\$ 77	\$ 166	46.2%
<b>Utility Total</b>	<b>\$ 10,953</b>	<b>\$ 27,170</b>	<b>\$ 89,757</b>	<b>30.3%</b>

<sup>1</sup> - Categories herein align to NJNG's EE plan as approved by the BPU.

<sup>2</sup> - PY1 budget for Capital Cost was established at \$1.3M. At PY1-Q4 \$823K (61%) was spent. \$527K remained, which carried over and became PY2 full year budget. During PY2-Q4 \$504K was spent. \$23K remained and became PY3 budget.

<sup>3</sup> - Values displayed in the accompanying table are rounded to the nearest dollar.

## **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 specific census criteria are met<sup>1</sup>, and metrics reported herein reflect further direction from BPU Staff<sup>2</sup>.

NJNG devoted significant internal resources to developing the proper reports to extract the information used to populate this table from our Customer Information System to calculate the system wide reference points and our PMSS to develop related participation metrics. NJNG intends to improve our understanding of the implications of these metrics and pursue additional focused strategies to improve the participation levels for customers in OBC as needed.

NJNG has pursued distinct outreach strategies to benefit our low-to moderate income customers living in (and outside, e.g., senior populations) OBCs. These strategies provide our customers with information about special programs and enhanced incentives the energy efficiency programs have to help lower their energy bills and potentially improve the comfort and safety of their homes. Activities include outreach events, customer bill inserts and newsletters, e-mail campaigns, social media advertising, and direct mail. NJNG works with community partners to reach customers in OBC communities. We continue to develop new approaches and strategies to increase participation.

**Table 7 - Equity Performance <sup>7</sup>**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	Total	Ratio <sup>2</sup>
# of Household Accounts <sup>3</sup>	64,552	466,514	531,066	0.12
# of Large Commercial Accounts <sup>3</sup>	1,097	4,925	6,022	0.18
# of Small Commercial Accounts <sup>3</sup>	4,618	28,736	33,354	0.14
<b>Totals</b>	<b>70,267</b>	<b>500,175</b>	<b>570,442</b>	<b>0.12</b>

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	Total	Ratio <sup>2</sup>
Household Accounts - Annual Energy	54,951,872	477,761,510	532,713,382	0.10
Large Commercial Accounts - Annual Energy	24,519,742	100,048,084	124,567,826	0.20
Small Commercial Accounts - Annual Energy	47,618,975	276,913,011	324,531,986	0.15
<b>Totals (Therms) <sup>4</sup></b>	<b>127,090,589</b>	<b>854,722,605</b>	<b>981,813,194</b>	<b>0.13</b>
<b>Totals (Dth) <sup>4</sup></b>	<b>12,709,059</b>	<b>85,472,261</b>	<b>98,181,319</b>	<b>0.13</b>

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	Quarter Ratio <sup>2</sup>	YTD Overburdened <sup>1</sup>	YTD Non-Overburdened	YTD Ratio <sup>2</sup>
<b>Participation</b>								
Residential - Efficient Products <sup>5</sup>	HVAC	Core	65	1,706	0.04	112	3,130	0.03
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers <sup>5</sup> )	Core	148	1,691	0.08	328	2,984	0.10
<b>Total Efficient Products Participation</b>			<b>213</b>	<b>3,397</b>	<b>0.06</b>	<b>440</b>	<b>6,114</b>	<b>0.07</b>
Residential - Existing Homes	Home Performance with Energy Star	Core	30	100	0.23	54	196	0.22
	Quick Home Energy Check-Up	Additional	11	234	0.04	23	401	0.05
	Moderate-Income Weatherization	Additional	25	52	0.32	27	59	0.31
Home Energy Education & Management	Behavioral	Additional	26,987	246,297	0.10	26,987	246,297	0.10
<b>Total Residential Participation</b>			<b>27,266</b>	<b>250,080</b>	<b>0.10</b>	<b>27,531</b>	<b>253,067</b>	<b>0.10</b>
C&I Direct Install	Direct Install	Core	-	4	-	-	13	-
Energy Solutions for Business	Prescriptive/Custom	Core	1	1	0.50	1	1	0.50
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
<b>Total Business Participation</b>			<b>1</b>	<b>5</b>	<b>0.17</b>	<b>1</b>	<b>14</b>	<b>0.07</b>
Multi-family	HPwES	Core	-	-	-	120	410	0.23
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
<b>Total Multi-family Participation</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>120</b>	<b>410</b>	<b>0.23</b>
<b>Total Core Participation <sup>6</sup></b>			<b>244</b>	<b>3,502</b>	<b>0.07</b>	<b>615</b>	<b>6,734</b>	<b>0.08</b>
<b>Total Additional Participation <sup>6</sup></b>			<b>27,023</b>	<b>246,583</b>	<b>0.10</b>	<b>27,037</b>	<b>246,757</b>	<b>0.10</b>
<b>TOTAL PARTICIPATION <sup>6</sup></b>			<b>27,267</b>	<b>250,085</b>	<b>0.10</b>	<b>27,652</b>	<b>253,491</b>	<b>0.10</b>

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	Quarter Ratio <sup>2</sup>	YTD Overburdened <sup>1</sup>	YTD Non-Overburdened	YTD Ratio <sup>2</sup>
<b>Annual Energy Savings (Dth)</b>								
Residential - Efficient Products <sup>5</sup>	HVAC	Core	754	18,699	0.04	1,380	35,807	0.04
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers)	Core	340	4,206	0.07	607	6,433	0.09
<b>Total Efficient Products Annual Energy Savings (Dth)</b>			<b>1,094</b>	<b>22,905</b>	<b>0.05</b>	<b>1,987</b>	<b>42,240</b>	<b>0.04</b>
Residential - Existing Homes	Home Performance with Energy Star	Core	402	2,019	0.17	755	4,099	0.16
	Quick Home Energy Check-Up	Additional	2	143	0.01	6	315	0.02
	Moderate-Income Weatherization	Additional	270	1,478	0.15	273	1,520	0.15
Home Energy Education & Management	Behavioral	Additional	8,616	82,183	0.09	10,961	105,615	0.09
<b>Total Residential Annual Energy Savings (Dth)</b>			<b>10,384</b>	<b>108,728</b>	<b>0.09</b>	<b>13,982</b>	<b>153,789</b>	<b>0.08</b>
C&I Direct Install	Direct Install	Core	-	2,853	-	-	6,240	-
	Prescriptive/Custom	Core	4	29	0.12	4	29	0.12
Energy Solutions for Business	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
	<b>Total Business Annual Energy Savings (Dth)</b>			<b>4</b>	<b>2,882</b>	<b>0.00</b>	<b>4</b>	<b>6,269</b>
Multi-family	HPWES	Core	-	-	-	997	4,265	0.19
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
<b>Total Multi-family Annual Energy Savings (Dth)</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>997</b>	<b>4,265</b>	<b>0.19</b>
<b>Total Core Annual Energy Savings <sup>6</sup></b>			<b>1,500</b>	<b>27,806</b>	<b>0.05</b>	<b>3,743</b>	<b>56,873</b>	<b>0.06</b>
<b>Total Additional Annual Energy Savings <sup>6</sup></b>			<b>8,888</b>	<b>83,804</b>	<b>0.10</b>	<b>11,240</b>	<b>107,450</b>	<b>0.09</b>
<b>TOTAL ANNUAL ENERGY SAVINGS <sup>6</sup></b>			<b>10,388</b>	<b>111,610</b>	<b>0.09</b>	<b>14,983</b>	<b>164,323</b>	<b>0.08</b>

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	Quarter Ratio <sup>2</sup>	YTD Overburdened <sup>1</sup>	YTD Non-Overburdened	YTD Ratio <sup>2</sup>
<b>Lifetime Energy Savings (Dth)</b>								
Residential - Efficient Products <sup>5</sup>	HVAC	Core	14,348	358,634	0.04	26,319	680,799	0.04
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers)	Core	2,665	32,436	0.08	4,851	50,308	0.09
<b>Total Efficient Products Lifetime Energy Savings (Dth)</b>			<b>17,013</b>	<b>391,070</b>	<b>0.04</b>	<b>31,170</b>	<b>731,107</b>	<b>0.04</b>
Residential - Existing Homes	Home Performance with Energy Star	Core	5,296	31,099	0.15	11,322	61,357	0.16
	Quick Home Energy Check-Up	Additional	16	1,392	0.01	56	2,932	0.02
	Moderate-Income Weatherization	Additional	6,496	37,254	0.15	6,557	38,230	0.15
Home Energy Education & Management	Behavioral	Additional	18,094	172,584	0.09	23,018	221,792	0.09
<b>Total Residential Lifetime Energy Savings (Dth)</b>			<b>46,915</b>	<b>633,399</b>	<b>0.07</b>	<b>72,123</b>	<b>1,055,418</b>	<b>0.06</b>
C&I Direct Install	Direct Install	Core	-	52,460	-	-	108,258	-
	Prescriptive/Custom	Core	55	581	0.09	55	581	0.09
Energy Solutions for Business	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
	<b>Total Business Lifetime Energy Savings (Dth)</b>			<b>55</b>	<b>53,041</b>	<b>0.00</b>	<b>55</b>	<b>108,839</b>
Multi-family	HPWES	Core	-	-	-	16,941	72,510	0.19
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
<b>Total Multi-family Lifetime Energy Savings (Dth)</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>16,941</b>	<b>72,510</b>	<b>0.19</b>
<b>Total Core Lifetime Energy Savings <sup>6</sup></b>			<b>22,364</b>	<b>475,210</b>	<b>0.04</b>	<b>59,488</b>	<b>973,813</b>	<b>0.06</b>
<b>Total Additional Lifetime Energy Savings <sup>6</sup></b>			<b>24,606</b>	<b>211,230</b>	<b>0.10</b>	<b>29,631</b>	<b>262,954</b>	<b>0.10</b>
<b>TOTAL LIFETIME ENERGY SAVINGS <sup>6</sup></b>			<b>46,970</b>	<b>686,440</b>	<b>0.06</b>	<b>89,119</b>	<b>1,236,767</b>	<b>0.07</b>

<sup>1</sup> - Across all programs, participation/expenditures/savings are classified as either in an Environmental Justice Overburdened Community census block or not based on the program participant's address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection ([www.nj.gov/dep/ej/communities.html](http://www.nj.gov/dep/ej/communities.html)). The Overburdened Community (OBC) census blocks are defined with three criteria: at least 35% of households qualify as low-income, at least 40% of residents identify as minority, and at least 40% of households have limited English proficiency. If any of the three criteria is satisfied, the census block is defined as OBC. Staff directed to only include OBC census blocks where at 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) versus the program %OBC (lower table) shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program %OBC is greater than the benchmark %OBC, then the overburdened population is better represented in the program relative to the percentage of overburdened households or business in the utility territory.

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

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

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

<sup>7</sup> - The 2020 census data was used for PY3-Q1/Q2 and PY2-Q3/Q4. Previous quarterly reports (PY1-Q1/Q2/Q3/Q4 and PY2-Q1/Q2) reflected 2019 census data.

NJNG is pleased to provide the above information regarding the performance of the Company's portfolio of EE Programs. Please contact the undersigned (via e-mail at [APeracchio@NJNG.com](mailto:APeracchio@NJNG.com)) should you have any questions or concerns regarding this report.

Respectfully submitted,

Anne-Marie Peracchio

A handwritten signature in blue ink that reads "Anne-Marie Peracchio".

Managing Director Marketing and Energy Efficiency

Cc:  
Philip Chao  
Brian Lipman  
Maura Caroselli  
Mamie Purnell  
Stacy Richardson

## **List of Appendices**

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

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

## Appendix A - Participant Definitions

NJ Program/Pathway		Participants (as lead utility)
<b>Efficient Products</b>	<b>HVAC</b>	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	<b>Rebated Products</b>	Quantity of units rebated (based on SKU)
	<b>Online Marketplace</b>	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	<b>EE Kits - Giveaway</b>	Per kit delivered
<b>Existing Homes</b>	<b>Home Performance with Energy Star</b>	Count of completed HPwES projects
	<b>Quick Home Energy Checkup</b>	Count of completed visits
	<b>Moderate Income Weatherization</b>	Same as HPwES - (distinction would be paying for audit in this program)
<b>Home Energy Education &amp; Management</b>	<b>Behavioral</b>	Count of treatment customers at end of reporting period
<b>C&amp;I Direct Install</b>	<b>Direct Install</b>	Count based on number of applications/projects completed, not account number
<b>Energy Solutions for Business</b>	<b>Prescriptive/Custom</b>	Count based on number of applications/projects completed, not account number
	<b>Energy Management</b>	Count based on number of applications/projects completed, not account number
	<b>Engineered Solutions</b>	Count based on number of applications/projects completed, not account number
<b>Multi-family</b>	<b>MF HPwES</b>	Count of completed HPwES projects
	<b>Direct Install</b>	Count based on number of projects completed
	<b>Prescriptive/Custom</b>	Count based on number of applications/projects completed, not account number
	<b>Engineered Solutions</b>	Count based on number of applications/projects completed, not account number



## Appendix B - Energy Efficiency and PDR Savings Summary

For Period Ending PY24-Q2																
NJNG		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	O	P
		Current Quarter	Annual Forecasted Participation Number	Reported Participation Number YTD	YTD % of Annual Participants	Current Quarter (\$000)	Forecasted Annual Program Costs 1 (\$000)	Reported Program Costs YTD (\$000)	YTD % of Annual Budget	Current Quarter Annual Retail Energy Savings (Dth)	Annual Forecasted Retail Energy Savings (Dth)	Reported Retail Energy Savings YTD (Dth)	YTD % of Annual Energy Savings	Current Quarter Reported Wholesale Energy Savings (Dth)	Current Quarter Lifetime Retail Savings (Dth)	YTD Lifetime Retail Savings (Dth)
Residential Programs	Sub-Program															
Efficient Products *	HVAC	1,771	7,375	3,242	44.0%	\$ 5,821	N/A	\$ 11,796	N/A	19,453	66,440	37,187	56.0%	19,648	372,982	707,118
	Community Kits <sup>3/5</sup>	-	10,000	-	0.0%	\$ (48)	N/A	\$ (48)	N/A	-	11,188	-	0.0%	-	-	-
	Others (Online Marketplace & Washers/Dryers)	1,839	21,532	3,312	15.4%	\$ 111	N/A	\$ 272	N/A	4,546	57,277	7,040	12.3%	4,591	35,101	55,159
	<b>Total Efficient Products</b>	<b>3,610</b>	<b>38,907</b>	<b>6,554</b>	<b>16.8%</b>	<b>\$ 5,885</b>	<b>\$ 26,661</b>	<b>\$ 12,021</b>	<b>45.1%</b>	<b>23,999</b>	<b>134,906</b>	<b>44,227</b>	<b>32.8%</b>	<b>24,239</b>	<b>408,083</b>	<b>762,277</b>
Existing Homes	Home Performance with Energy Star *	130	774	250	32.3%	\$ 1,935	\$ 7,913	\$ 3,773	47.7%	2,421	23,901	4,854	20.3%	2,445	36,395	72,679
	Quick Home Energy Check-Up	245	1,733	424	24.5%	\$ 390	\$ 1,317	\$ 799	60.7%	145	2,268	321	14.2%	146	1,408	2,988
	Moderate-Income Weatherization	77	116	86	74.1%	\$ 454	\$ 1,783	\$ 609	34.2%	1,748	3,958	1,793	45.30%	1,765.48	43,750	44,787
Home Energy Education & Management	Behavioral <sup>2</sup>	273,284	229,000	273,284	119.3%	\$ 389	\$ 1,255	\$ 823	65.5%	90,800	103,518	116,577	112.6%	91,708	190,679	244,811
<b>Total Residential</b>		<b>277,346</b>	<b>270,530</b>	<b>280,598</b>	<b>103.7%</b>	<b>\$ 9,053</b>	<b>\$ 38,929</b>	<b>\$ 18,025</b>	<b>46.3%</b>	<b>119,113</b>	<b>268,551</b>	<b>167,772</b>	<b>62.5%</b>	<b>120,304</b>	<b>680,315</b>	<b>1,127,542</b>
Business Programs	Sub-Program															
C&I Direct Install <sup>7</sup>	Direct Install *	4	260	13	5.0%	\$ 1,110	\$ 16,408	\$ 2,786	17.0%	2,853	35,730	6,240	17.5%	2,882	52,460	108,258
Energy Solutions for Business <sup>7</sup>	Prescriptive/Custom *	2	1,135	2	0.2%	\$ 161	\$ 8,461	\$ 344	4.1%	33	48,955	33	0.1%	33	636	636
	Energy Management	-	13	-	0.0%	\$ 35	\$ 1,138	\$ 83	7.3%	-	3,184	-	0.0%	-	-	-
	Engineered Solutions	-	49	-	0.0%	\$ 214	\$ 14,615	\$ 3,863	26.4%	-	35,354	-	0.0%	-	-	-
<b>Total Business</b>		<b>6</b>	<b>1,457</b>	<b>15</b>	<b>1.0%</b>	<b>\$ 1,519</b>	<b>\$ 40,622</b>	<b>\$ 7,075</b>	<b>17.4%</b>	<b>2,886</b>	<b>123,222</b>	<b>6,273</b>	<b>5.1%</b>	<b>2,915</b>	<b>53,096</b>	<b>108,894</b>
Multi-family *	HPwES	-	N/A	530	N/A	\$ 105	N/A	\$ 1,528	0.0%	-	N/A	5,262	0.0%	-	-	89,451
	Direct Install	-	N/A	-	N/A	\$ -	N/A	\$ -	0.0%	-	N/A	-	0.0%	-	-	-
	Prescriptive/Custom	-	N/A	-	N/A	\$ -	N/A	\$ -	0.0%	-	N/A	-	0.0%	-	-	-
	Engineered Solutions <sup>6</sup>	-	N/A	-	N/A	\$ 26	N/A	\$ 26	0.0%	-	N/A	-	0.0%	-	-	-
<b>Total Multi-family</b>		<b>-</b>	<b>1,341</b>	<b>530</b>	<b>39.5%</b>	<b>\$ 131</b>	<b>\$ 9,164</b>	<b>\$ 1,554</b>	<b>17.0%</b>	<b>-</b>	<b>18,710</b>	<b>5,262</b>	<b>28.1%</b>	<b>-</b>	<b>-</b>	<b>89,451</b>
Other Programs	Home Optimization & Peak Demand Reduction	-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-	-
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>277,352</b>	<b>273,328</b>	<b>281,143</b>	<b>102.9%</b>	<b>\$ 10,704</b>	<b>\$ 88,715</b>	<b>\$ 26,655</b>	<b>30.0%</b>	<b>121,999</b>	<b>410,483</b>	<b>179,307</b>	<b>43.7%</b>	<b>123,219</b>	<b>733,411</b>	<b>1,325,887</b>
<b>Supportive Costs Outside Portfolio</b>						<b>\$ 249</b>	<b>\$ 1,019</b>	<b>\$ 515</b>	<b>50.6%</b>							

\* - 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.

<sup>1</sup> - Annual Forecasted Program Costs reflect values anticipated in Board-approved Utility EE/PDR filings as provided for in the June 10, 2020 Board Order and for PY24-Q1 incorporates sub-program budget adjustments (BPU Docket: GO20090622, electronically filed October 19, 2023).

<sup>2</sup> - Behavioral lifetime retail savings (Dth) were calculated utilizing useful life of 2.1 years.

<sup>3</sup> - Prior program years NJNG reported on the distribution of community conservation kits. NJNG has currently halted distribution of community conservation kits as a result of the implementation of A-5160. NJNG was no longer able to claim savings for the majority of the energy saving measures in conservation kits because of the increased efficiency standard and the inability to identify the current condition in the customers home for these products. This effectively eliminated NJNG's ability to claim savings for community conservation kits based on the mix of products.

Note - 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.

<sup>4</sup> - Values displayed in the accompanying table are rounded to the nearest dollar (expenditures) and Dth (energy savings).

<sup>5</sup> - Expenditure values displayed are inclusive of reimbursements (exchanges) with NJNG's Partner Utilities.

<sup>6</sup> - Expenditures for Engineered Solutions are reflective of audit fees on associated projects. During this reporting period, Engineered Solutions did not have completed projects or energy savings claimed.

<sup>7</sup> - During the initial planning, Annual Forecasted Participation (B) and Retail Energy Savings (I) in the Commercial Sector (C&I) were overestimated.

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

For Period Ending PY24-Q2							
NJNG		Participation		Incentive Expenditures (Customer Rebates & 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	130	3,112	\$ 633	\$ 10,016	1,734	35,453
	Community Kits <sup>4</sup>	-	-	\$ (48)	\$ -	-	-
	Others (Online Marketplace - Washers/Dryers)	-	3,312	\$ -	\$ 272	-	7,040
Existing Homes	Home Performance with Energy Star <sup>1</sup>	-	250	\$ -	\$ 3,150	-	4,854
	Quick Home Energy Check-Up	-	424	\$ -	\$ 10	-	321
	Moderate Income Weatherization	86	-	\$ 343	\$ -	1,793	-
Home Energy Education & Management	Behavioral <sup>2</sup>	5,206	268,078	\$ 17	\$ 670	2,913	113,664
<b>Total Residential</b>		<b>5,422</b>	<b>275,176</b>	<b>\$ 945</b>	<b>\$ 14,118</b>	<b>6,440</b>	<b>161,332</b>
Multi-family Program	Sub-Program						
Multi-family	HPwES	-	530	\$ -	\$ 1,253	-	5,262
	Direct Install	-	-	\$ -	\$ -	-	-
	Prescriptive/Custom	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
<b>Total Multi-family</b>		<b>-</b>	<b>530</b>	<b>\$ -</b>	<b>\$ 1,253</b>	<b>-</b>	<b>5,262</b>
Other Programs							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>5,422</b>	<b>275,706</b>	<b>\$ 945</b>	<b>\$ 15,371</b>	<b>6,440</b>	<b>166,594</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> - Wave of LMI treatment group participants. <sup>3</sup> - Values displayed in the accompanying table are rounded to the nearest dollar (expenditures) and Dth (energy savings). <sup>4</sup> - Expenditure values displayed are inclusive of reimbursements (exchanges) with NJNG's Partner Utilities.							

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

For Period Ending PY24-Q2							
NJNG		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 <sup>1</sup>	Large Commercial	Small Commercial <sup>1</sup>	Large Commercial <sup>4</sup>	Small Commercial <sup>1</sup>	Large Commercial
C&I Direct Install	Direct Install	13	-	\$ 2,239	\$ -	6,240	-
Energy Solutions for Business	Prescriptive/Custom	2	-	\$ 2	\$ -	33	-
	Energy Management <sup>2</sup>	-	-	\$ -	\$ (2)	-	-
	Engineered Solutions <sup>2</sup>	-	-	\$ -	\$ -	-	-
<b>Total Business</b>		<b>15</b>	<b>-</b>	<b>\$ 2,241</b>	<b>\$ (2)</b>	<b>6,273</b>	<b>-</b>
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>15</b>	<b>-</b>	<b>\$ 2,241</b>	<b>\$ (2)</b>	<b>6,273</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>		

<sup>1</sup> - Customers with average annual peak demand less than 200 kW.  
<sup>2</sup> - Expenditures for Energy Management and Engineered Solutions will not be reflected in this table until the completion of the project(s), which is when energy savings are claimed.  
<sup>3</sup> - Values displayed in the accompanying table are rounded to the nearest dollar (expenditures) and Dth (energy savings).  
<sup>4</sup> - The negative (\$1,861) in Energy Management represents two entries which were recorded during the previous quarter (Q1); one was for a reimbursement totaling (\$1,000) from a customer who did not complete the BOC course and the (\$861.25) was as a result of an adjusting entry.

## Appendix E - Annual Baseline Calculation

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments	Adjusted Retail Sales	Compliance Baseline <sup>2</sup>	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) <sup>1</sup>	(F) = (E) * (D)	(G) <sup>1</sup>	(H) = (G) * (D)	(I) <sup>1</sup>	(J) = (I) * (D)
NJNG	2021 <sup>3</sup>	7/1/20 - 6/30/21	699,330,177	6,556,593	692,773,584							
	2022	7/1/21 - 6/30/22	687,821,314	5,642,322	682,178,992							
	2023	7/1/22 - 6/30/23	651,808,937	6,646,911	645,162,026							
						673,371,534	0.75%	5,050,287	0.24%	1,616,092	0.51%	3,434,195
						67,337,153 (Dth)						
(A) Includes calendar sales for firm and interruptible service classifications.												
(B) Includes adjustments to remove Distributed Generation volumes.												
<sup>1</sup> - (E,G,I) Per the PY3 targets established in the June 2020 CEA Framework Order.												
<sup>2</sup> - Calculated as average annual gas usage in the prior three plan years (July - June) per N.J.S.A. 48:3-87.9(a).												
<sup>3</sup> - Adjusted retail sales for 2021 to match actuals, previous quarterly reports (PY1 Q1-Q2-Q3) reflected estimates.												
<sup>4</sup> - Values displayed in the accompanying table are rounded to the nearest therm.												