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

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

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

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

Dear Secretary Golden:

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

Program Year (“PY”) 2024 (“PY24”)<sup>1</sup> of Atlantic City Electric Company (“ACE” or the “Company”) with respect to its Clean Energy Act of 2018 (“CEA”) Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

## Energy Efficiency Program Progress - Executive Summary

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

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

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<sup>1</sup>For purposes of these quarterly reports, the numbering of the quarters aligns to these dates: **Q1** (7/1/2023 - 9/30/2023); **Q2** (10/1/2023 - 12/31/2023); **Q3** (1/1/2024- 3/31/2024); and **Q4** (4/1/2024 - 6/30/2024).

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

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

<b>Program</b>	<b>Sub-program</b>	<b>Date Launched</b>
Behavior <sup>1</sup>	HER	January 1, 2023
Efficient Products	HVAC	July 1, 2021
	Online Marketplace	October 14, 2021
	Appliance Rebates	July 1, 2021
	Appliance Recycling	July 1, 2021
Existing Homes	HPwES	July 1, 2021
	QHEC <sup>2</sup>	Existing program from merger commitment
	Moderate-Income Weatherization	September 1, 2021
Multi-family	Multi-family	September 1, 2021

<sup>1</sup> Rate Payer funded January – June 2023

<sup>2</sup> Merger/legacy commitment programs also defined as “Other Programs.”

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

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

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

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

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

## Challenges and Program Observations

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### Residential

In Q3, ACE's Residential program has encountered fewer challenges compared to previous quarters, as the program has demonstrated flexibility in adapting to the evolving landscape of appliances and HVAC. The Appliance program has made significant progress by consistently introducing newer, more efficient refrigerators and washer and dryer sets on sales floors. In addition, the inclusion of the Spray Foam measure in Q1 helped offset the impact of the Energy Independence and Security Act of 2007, which led to the discontinuation of the Lighting program. HVAC operations have stabilized after the changes in financing and United States Department of Energy efficiency regulations, which are now well integrated into the industry. Energy Efficiency Kits play a vital role in community engagement events, allowing for the distribution of Weatherization Kits to hard-to-reach customer segments. These events also serve as educational opportunities, covering not only Appliances and HVAC, but also QHECs, Bill Assistance, and various other energy efficiency products.

The Appliance program saw growth in Q3 as appliance manufacturers continued to supply the market with new energy efficient models to meet growing demand. As mentioned, the Appliance program includes a Spray Foam measure that reaches the customer either through a point-of-sale discount at the retail level or as part of the Energy Efficiency Kit giveaway. The

spray foam is displayed prominently in Lowe's and Home Depot locations on endcap, wing-stack, and shelving displays and has a \$1 instant point-of-sale discount. The foam helps the consumer fill cracks around windows and doorways to prevent drafts and help stabilize heating and cooling costs.

One challenge that the Appliance program faced in Q3 was a change in sales tactics during the holidays. One of the most popular appliance sales events is held during President's Day Weekend. During the President's Day Weekend, most retailers directed their sales towards accessories, such as laundry pedestals or freezer discounts. Although energy efficient appliances were not included in the holiday promotions, overall sales for the third quarter showed an upward trend and are expected to continue in the same direction in the fourth quarter.

Appliance recycling was also reintroduced at the start of the calendar year with assistance from Key Recycling. The reinstatement of the recycling program provides added benefit to customers and retailers. Store personnel have utilized the program to incentivize customers to transition to more energy efficient refrigerators by providing a \$50 incentive for recycling, which includes complimentary haul away of the appliance. Additionally, customers can receive an extra \$25 incentive for recycling an old room air conditioner and/or dehumidifier simultaneously. The return of the recycling program has been viewed as a success for consumers and the overall program, as it allows customers to achieve cost savings for their homes while also supporting the program and ACE's retail partners.

The HVAC program has shown resilience during a busy season in Q3, benefiting from a strong start to the Spring season. Despite the ongoing suspension of the HVAC loan financing program, HVAC contractors offered early deals on more efficient units, benefiting customers. Additionally, Trade Allies ("TA") took advantage of incentives from the Inflation Reduction Act ("IRA"), offering additional savings on top of HVAC rebates through tax credits on certain efficient units to continue to drive participation.

Contracting partners of ACE expressed a desire for the return of 0% financing from the National Energy Improvement Fund ("NEIF"), ACE's TA partners anticipate further changes within the industry as efficiency programs end at the close of the year. They have recently adapted to efficiency changes with Seasonal Energy Efficiency Ratio ("SEER") and Energy Efficiency Ratio ("EER") specifications and are prepared for additional adjustments in the future.

Despite some initial concerns, most TAs are satisfied with the current trajectory of the program and the industry, maintaining their dedication to providing incentives to their clients. A significant factor in the growth of the HVAC sector has been the tax breaks provided by the IRA. These tax breaks, combined with rebates from ACE, have further motivated customers to invest in energy-efficient solutions, allowing them to save money both on equipment costs and in the long term on utility bills. As the Company moves into the fourth quarter of PY 3 and temperatures rise, ACE anticipates continued growth in the program as awareness of these incentives increases and contractors become more knowledgeable about leveraging the IRA to maximize cost savings for customers.

Energy Efficiency Kits have continued to assist the Efficient Products Program by enabling ACE to promote energy-saving products, specifically ACE's Spray Foam measure. These kits also serve to promote ACE's Appliance and Recycling programs, HVAC program, Bill Assistance and QHEC offerings. Each Weatherization Kit contains a 12 ounce can of spray foam insulation with a straw, a 17' strip of foam weather stripping, 10 gasket liners (five for outlet plates, five for light switch plates), an Advanced Power Strip, and a trifold with a listing of ACE's additional program offerings. The Field Team engages in events targeting LMI or hard-to-reach customers, as they are perceived to be less informed about EE generally and in greater need of both products and educational resources provided by ACE. Many attendees at these events were unaware of the benefits of these energy-saving products in reducing monthly bills, as well as ACE's other available programs. Through the distribution of Weatherization Kits at events, ACE can expand its outreach in the region while offering a valuable service to those in need and those who may not be aware of the resources available to them. Additionally, the success of the Weatherization Kits has led to the success of the Spray Foam measure, which is now sold in Lowe's and Home Depot locations within the ACE service territory. This measure, displayed prominently in stores with a \$1 instant point-of-sale discount, enables consumers to seal cracks around windows and doorways, preventing drafts and stabilizing heating and cooling costs. This success has been particularly notable following the discontinuation of the Lighting Program in January 2023 due to the Energy Independence and Security Act of 2007 ("EISA") backstop.

The HPwES and QHEC Existing Homes programs experienced a resurgence in participation following a year-end deceleration in Q2. March's participation marked the highest level of involvement to date for the HPwES program and the highest since the first year of the

QHEC program. The implementation of direct marketing in Q3 contributed to an increase in demand for QHEC audits and helped raise awareness about the Income Qualified Home Weatherization program, which is currently facing challenges. To address these challenges, the audit fee for Phase 1 Home Weatherization has been raised to enable contractors to enhance program promotion and consider engaging in canvassing activities. Despite achieving record high numbers, competition from partner utilities offering more attractive On-Bill Repayment (“OBR”) financing options continues to impact HPwES. Furthermore, the discrepancy between therms savings for HPwES projects and kilowatt-hour (“kWh”) savings presents an ongoing challenge, highlighting the necessity for a more diverse range of applications that include electric resistance heating.

The NEIF for HPwES program persists in providing contractors with flexibility, enabling them to offer more appealing payment options. Ongoing communication and regular "round table" discussions with HPwES contractors further enhance trust in the program and pinpoint areas for improvement.

The Multi-family Direct Install program has experienced an increase in demand during the third quarter due to targeted outreach initiatives and referrals from properties in different regions. This program consistently delivers the highest kWh savings per participant. However, both the Multi-family program and the QHEC program are encountering challenges in establishing confidence among customers and credibility in building operations. Efforts are continuously being made to identify and engage with new Multifamily property managers and to generate referrals from current participants. The potential acquisition of new marketing tools tailored for the Multi-family sector is being considered, especially given the limited support provided by the standard Apartment Locator Network in New Jersey.

The primary focus remains serving economically distressed neighborhoods and LMI customers through targeted direct mail campaigns and door-to-door outreach initiatives. QHEC auditors and outreach representatives are instructed to take full advantage of every opportunity to educate customers about all the offerings of the energy efficiency programs. Customers are particularly encouraged to thoroughly review the qualifications for the Home Weatherization program. Business cards of field representatives now contain embedded QR codes, providing customers with a convenient link to ACE's Residential EE Program landing page. There has also been focus on promoting Existing Homes programs at community events which included the

Glassboro Energy Assistance Day and Stockton Community Resource Fair in March, and additional opportunities identified to attend in Q4.

## Commercial and Industrial

The ACE SBDI program continues to reflect consistent performance in PY24 Q3. The pipeline remains robust, and on-line applications, which are a leading indicator, is staying steady at 110 in queue. In the third quarter, the SBDI program added five TAs, bringing the total to 41 TAs for the program. SBDI program performance has improved significantly over the past year and a half, with the program fully committed by the end of Q3. It remains unlikely that the projected savings goals will be realized by the end of the Triennium. Supply chain equipment delays associated with HVAC equipment continue to be a challenge for many related projects, although they are improving over time. Delays regarding affected lead times are down from six months to four months but continue to cause estimated project completion dates to slip and impact forecasts.

The Prescriptive and Custom program incentive expenditures continued to increase in PY24 Q3 as compared to the previous quarter. The number of completed and paid projects remained consistent. A prevailing challenge in savings achievement for this program continues to be acquisition costs which are significantly higher than those previously modeled.

The Engineered Solutions program is experiencing increased activity with a targeted number of approved Trade Allies. ACE anticipates substantial commitments prior to the end of PY24 Q4. These projects are anticipated to carry over into the Triennium 1 extension and into Triennium 2.

The Energy Management program added a performance incentive for TAs that exceed savings targets for the full building tune-up program. ACE had previously convened a group of Trade Allies to provide feedback on ways ACE can generate greater interest in the program. This is a work in progress and should lead to enhancements to improve future participation.

## Statewide Coordinator

The utilities continue to develop the Statewide Coordinator (“SWC”) system that will facilitate the exchange of investments and energy savings between Lead Utility and Partner Utility. As of the Q1 PY24, all utilities have approved Residential programs through user acceptance



testing and have initiated data exchange for select Residential programs. User acceptance testing for C&I and Multifamily programs within the SWC system is making progress.

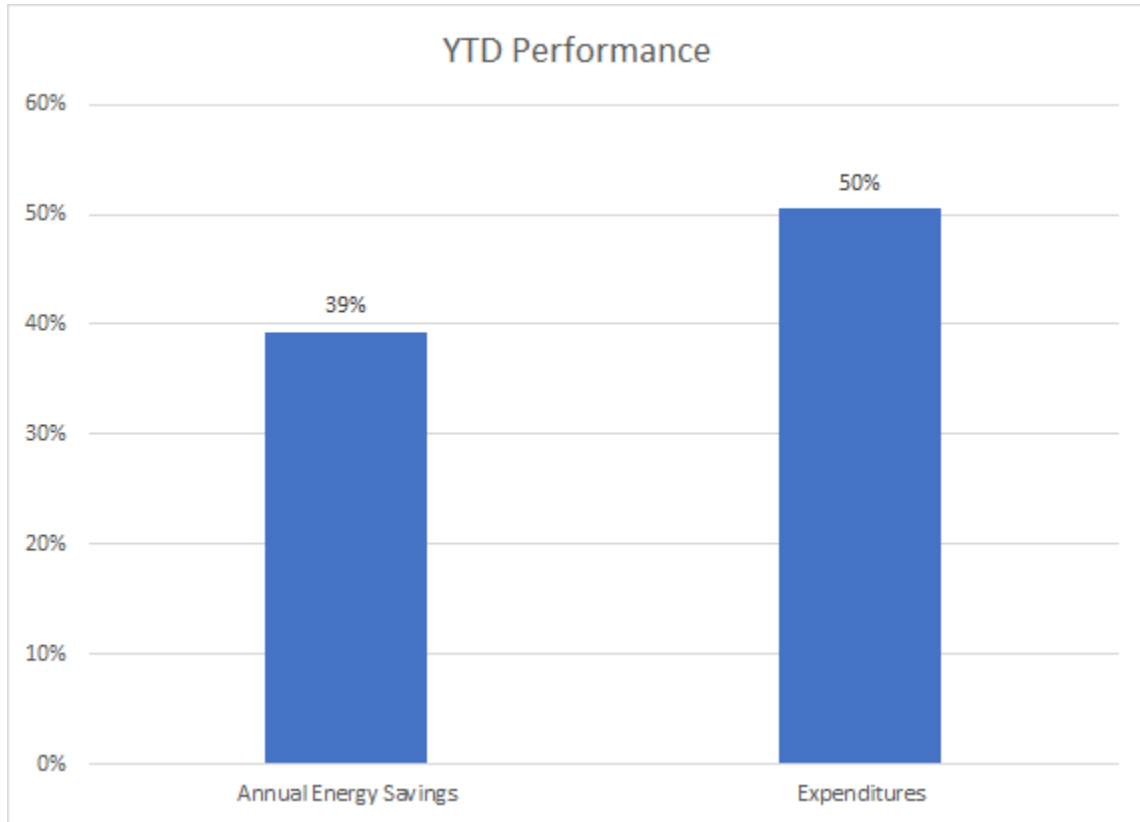
In line with discussions held during Utility Working Group meetings, utilities are collaborating to provide incentives for comprehensive projects that address various energy sources. This information will be shared through the SWC once the system is fully operational and integrated with each utility's program management software and tracking system. The report includes all investment and financing activities carried out by ACE, acting as the Lead Utility on behalf of a Partner Utility. ACE received its first batch of invoices as a Partner at the end of Q1 PY24, and the impact of the transferred savings will be reflected in future reports. The Company is scheduled to send out its first batch of invoices as a Lead Utility by the end of Q4 PY24.

The energy savings presented in this report only pertain to ACE's primary fuel source. Lead Utilities and Partner Utilities are collaborating on behalf of a Partner Utility.

## ACE EE Program Performance

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Figure 1 shows that the energy savings Year-to-Date (“YTD”) is currently behind in terms of meeting the PY24 savings goal, but spending is less than budgeted.



*Figure 1: PY24 Performance of Annual Energy Savings and Budget*

Table 1 shows the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the Comfort Partners program, which is the primary program serving low-income customers and is co-managed by the BPU’s Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies. As noted, “Other Programs” include merger/legacy commitment EE programs that were authorized or funded through a prior filing or authorization.

**Table 1 – Program Year-to-Date 2024 Program Results**

	Utility-Administered Programs ex-ante energy savings (MWh)	Comfort Partners ex-ante energy savings (MWh) <sup>1</sup>	Other Programs ex-ante energy savings (MWh) <sup>2</sup>	Total ex-ante energy savings (MWh) <sup>3</sup>	Compliance Baseline (MWh) <sup>4</sup>	Annual Target (%)	Annual Target (MWh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	11,504	1,974	1,427	14,905				
YTD	30,821	2,098	1,415	34,335	8,712,503	0.97%	84,511	41%

<sup>1</sup> NJ 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>2</sup> Other Programs include merger/legacy-committed EE programs – QHEC and Behavior. Note: Behavioral was only merger funded through Q2 of PY23.

<sup>3</sup> Pursuant to paragraph 16(e)(i) of the July 7, 2022 Stipulation and Agreement among the Utilities, Staff, and Rate Counsel, “the Utilities may apply energy savings in excess of annual compliance goals (“Carryover Savings”) toward goals and QPIs for Program Years 2023, 2024, and 2025.” The Board adopted the Stipulation and Agreement in its Order Approving Stipulation entered on August 17, 2022, in BPU Docket Nos. QO19010040, EO20090621, GO20090619, EO20090620, GO20090622, GO18101112, EO18101113, EO20090623, and GO20090618.

<sup>4</sup> Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year).

## Quantitative Performance Indicators (“QPIs”)

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

**Table 2 – Quantitative Performance Indicators**

	Quarter				Year to Date				Annual Target <sup>2</sup>	Percent of Annual Target Achieved
	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results <sup>1</sup>	Other Programs Plan Year Results	Total Plan Year Results	Utility-Administered Plan Year Results YTD	Comfort Partners Plan Year Results YTD	Other Programs Plan Year Results YTD	Total Plan Year Results		
Annual Energy Savings (MWh)	11,504	1,974	1,427	14,905	30,821	2,098	1,415	34,335	87,291	17%
Lifetime Savings (MWh)	11,671	29,625	21,300	62,596	331,289	31,552	42,001	404,842		
Annual Demand Savings (MW)	-	1,124	-	1,124	3,717	1,146	1,671	6,53		
Low/Moderate-Income Lifetime Savings (MWh)	1,910			1,910	2,028	31,552		33,580		
Small Commercial Lifetime Savings (MWh)	68,595			68,595	178,155			178,155		

<sup>1</sup> NJ 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>2</sup> Annual Targets reflect estimated impacts as filed the Company’s 2021-2024 Clean Energy Filing

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

### Efficient Products

The Efficient Products program remained on an upward trend in Q3. The program has benefited from residuals of a strong holiday season from Q2, as well as strong Spray Foam measure numbers as the product continued to provide great savings to the program and with a point-of-sale discount, great savings to the customer as well. Implemented late in Q1, to replace the lighting measure ended by EISA and sold through Lowe’s and Home Depot locations, the Spray Foam measure is a point-of-sale discount of \$1 off a 12 ounce can of spray foam with a straw that allows the consumer to fill gaps and cracks both inside and outside along windows and doorways for insulation. Aiding in the sales of spray foam was the placement throughout multiple Lowe’s and

Home Depots where the product could be found in multiple spots around the store increasing its visibility via wing stacks, endcaps, and normal shelf displays. Further helping the Spray Foam program's numbers was the inclusion of spray foam in ACE's Energy Efficiency Kits distributed at different events within the ACE territory. The events helped promote the EE programs and were used to educate the customer on usage and the short- and long-term savings goals. The short-term savings being the savings on the products themselves in Home Depot and Lowe's and the long-term savings on the energy savings and savings on their bills.

As to be expected, there were fewer events scheduled in Q3 because of the holidays and the colder weather (most community events are held outside). ACE representatives did participate in a BPU event, held in Atlantic City, where the team educated customers about bill assistance and the suite of energy efficiency programs. This event was open to anyone in the area, but it was directed mostly to LMI customers and those in overburdened communities ("OBCs"). ACE also took part in the Shore Family Success Center event in Rio Grande, which also catered to LMI residents that were looking for bill assistance and EE help. Lastly, the Company participated in the Stockton Community Resource Fair that was modeled much the same as the previous two events and provided more opportunities for education, kit distribution, and assistance with high electric bills. Community events continue to be a center piece of the residential EE program, bringing energy saving products and knowledge sharing to all ACE customers, but with emphasis on the low to moderate income sector.

The re-introduction of Appliance Recycling has proven to be beneficial for consumers and retail sales personnel. Appliance Recycling once again offers consumers a reliable method for disposing of their old refrigerator while also saving them money. Unlike most appliance retailers that charge for haul-away services, ACE's partnership with Key Recycling provides added value by offering customers \$50 for their old refrigerator and the opportunity to earn more by also disposing of old room air conditioners and dehumidifiers. This initiative not only benefits consumers financially, but also enables appliance retailers to leverage these savings to upsell more energy-efficient appliances or offer extended warranties. With incentives for both parties involved in the transaction, the Recycling program enhances the overall experience and delivers greater savings to consumers in both the short- and long-term.

The Field Team has continued to educate store personnel and consumers on store visits with a focus on appliances and cross-promotion with HVAC, QHEC, and Bill Assistance. This has been crucial to the success of the program as most retailers have a high turnover rate and the Field Team, along with consumers, do not encounter the same sales personnel from visit to visit. Given this, it is important to disseminate any information that could help store employees become the strongest proponents and advocates for the program. This benefits not only the store personnel, but also ACE's customers, as they are the ultimate winners with savings on products they purchase and on their electric bills. It is expected that income tax refund season, coupled with Spring Black Friday and Memorial Day Weekend sales, the Appliance program will continue to see success going into the summer months.

The HVAC program showed positive results in Q3, despite facing challenges due to the suspension of the NEIF backed finance program. The HVAC rebate program provides incentives for consumers to upgrade their HVAC systems for more energy-efficient units. However, as the Company entered the early spring months in the later part of the quarter, there was some improvement in numbers. There is a possibility that financing options may be reintroduced in the future, as ACE's contractor partners are exploring alternative avenues to offer low-interest financing to consumers. In the meantime, Trade Ally partners have successfully adapted to the SEER and EER changes that came into effect at the beginning of the fiscal year.

The HVAC program has also benefited from tax breaks under the Inflation Reduction Act ("IRA"), along with rebates from our organization. These incentives have encouraged customers to invest in more energy-efficient systems, providing both immediate savings on equipment costs and long-term savings on utility bills. As the Company moves into Q4 PY24, ACE anticipates further growth in the HVAC program, especially as awareness of these offerings increases among consumers and contractors become more knowledgeable about the IRA and how to maximize cost savings for customers.

## Marketplace

The ACE Marketplace continues to improve performance through Q3 of PY3. Efforts to focus on the customer experience through website improvements have been beneficial to both website traffic and sales. Effective marketing efforts have supported sales of rebated appliances with consistent strong thermostat sales. Looking ahead to Q4, the ACE Marketplace looks to take

full advantage of additional seasonal marketing efforts to experience increased sales and performance and further support the ACE EE programs.

## Existing Homes

Participation in the HPWES and QHEC Existing Homes programs increased through Q3, recovering from the seasonal winter lull to reach record high numbers in March. Contractors have gained confidence in the relatively new programs as applications are being processed efficiently, incentives are paid quickly, and close communication has been maintained. The Marketing plan for PY3 has been revised to effectively utilize additional funds and includes a focus on OBCs through canvassing and direct mail campaigns promoting the Income Qualified Home Weatherization and QHEC programs.

NEIF financing in PY3 remains an attractive feature of the HPWES program with approximately 80% of participants taking advantage of the 0% offer. However, customers are more likely to participate if there is a shared gas partner utility offering OBR. The Company encourages contractors to highlight the availability of financing to prospective customers. The processing of applications and disbursement of payments has significantly improved, though there are still integration issues with the eTrack+ platform that are being addressed. Contractor update meetings continue to foster open communication and address shared challenges.

Experienced canvassing staff returned to the QHEC program in the Q3 PY24, with optimized field team roles and scheduling resulting in March having the highest monthly participation since the program's inception. The QHEC auditors are effectively driving production while leveraging a revised incentive program. Ongoing evaluation of an increased Marketing Fee that better incentivizes canvassers has led to an increase in scheduled audits in the Q3. Increasing awareness of the program remains a key focus, with QR codes being prominently displayed on field team business cards and at outreach events to facilitate individuals learning about all of ACE's EE programs and specifically requesting a QHEC audit. Survey cards have also been added to the Weatherization EE kits.

Participation in Home Weatherization continued to be limited in Q3 with fewer Phase I inspections. The most significant savings resulted from completing Phase II deeper retrofit projects and the majority of savings were gas. QHEC auditors consistently try to inform customers about the Home Weatherization program and motivate them to investigate the program's

qualifications. An increased audit fee was implemented in Q3 with the expectation that contractors will be enabled to better promote the program and engage in canvassing activity.

## Multi-family

Participation in the Multi-family program demonstrated a significant rebound following a slowdown experienced at the end of Q2 by all the Existing Homes programs. Property management and maintenance staff were re-engaged after the winter holiday season, leading to an overall increase in scheduled inspections and the completion of six new properties in Q3. The program also saw benefits from referrals by Multi-family projects completed in neighboring territories and shared property owners. Collaboration with the C&I team is ongoing, although shared opportunities have been limited thus far.

The processing of Multi-family Home Performance applications has seen improvement with the completion of eTrack+ integration in Q3, allowing for all previously completed projects to be accurately reflected in the System of Record. Similar to the Single Family HPwES program, the duration for disbursing incentive payments has been significantly reduced, resulting in strengthened contractor confidence and increased program participation.

## Behavioral

In Q3 PY3, the Behavioral program had 229,068 active treatment customers and achieved 3,045 MWh of the annual forecasted goal of 7,998 MWh. The program has achieved 5,420 MWh YTD, which is 67.8% of the annual goal. Progress continues to be made with the Behavioral's program re-randomization of its largest wave as it continues to ramp up in savings.

### **Proactive Alerts Expansions:**

In July 2023, the ACE Behavioral program released product updates leveraging the Company's new integration of interval data. The launch of Weekly AMI Reports ("WAMIs") and High Usage Alerts leveraged ACE's interval data capabilities. In March 2024, the Behavioral program expanded these products to all Behavioral treatment customers. WAMIs use interval data to show customers how much energy they are using and identify any usage trends during their bill period. High Usage Alerts are triggered when a customer is on track to have a significantly higher bill and provide customers an opportunity to modify behavior before their billing period ends.

These reports have been expanded to approximately 150,000 treatment customers in the ACE territory.

**HER Program Re-design:**

ACE and Oracle/Opower have continued their cadence of quarterly print reports, while keeping email Home Energy Reports at a monthly cadence. The increase in print reports started in July 2023 as an effort to ramp-up the newly randomized 2023 wave, which had performed with negative savings the first few months after launch. Since January 2024, the wave has been rapidly improving its performance, with expectations that it will be contributing its expected savings by Summer 2024. Additionally, Oracle/Opower has scheduled an additional wave of customers to be added in May 2024 to further bolster the program. The expansion is estimated to be about 35,000 new treatment customers.

<b>ACE Behavior Engagement Metrics</b>		
<b>Opower Reports</b>	<b>Enrollments</b>	
<b>Report Totals</b>		
<i>Email Home Energy Reports</i>	133,987	
<i>High Usage Alerts</i>	81,217	
<i>Weekly AMI Reports</i>	150,196	
<i>Behavioral Load Shaping Reports</i>	N/A	
<i>Solar Update Notifications</i>	5,535	
<b>ACE Web Metrics</b>	<b>Unique Visitors</b>	<b>Average Duration (in seconds)</b>
<b>Widget Totals</b>		
<i>Bill Forecast</i>	3,986	26
<i>Bill Comparison</i>	8,353	47
<i>What uses most / Home Energy Audit Disagg (Completed)</i>	5,966	53
<i>Home Energy Audit Survey</i>	5,976	29
<i>Data Browser</i>	46,003	16
<i>My Plan</i>	N/A	N/A
<i>My Rates</i>	N/A	N/A
<i>Neighbor Comparison</i>	4,361	47
<i>Peak Time Rebates Widget</i>	N/A	N/A
<i>Ways to Save</i>	2,988	50
<i>Green Button Download</i>	2,955	72



## Commercial and Industrial

The Small Business Direct Install program demonstrated continued progress and performance in Q3 of PY3 with its largest performing quarter to date. SBDI added 55 projects and achieved 1,490 MWh in savings. Trade Ally growth and participation remains strong. Customer market segment participation has been across 14 market segments, primarily in retail, restaurant, and religious worship facilities.

The Prescriptive & Custom program completed 75 projects, resulting in 5,854 MWh in energy savings with \$1,827,083 in incentive spend. Customer participation was primarily driven by lighting projects within the retail, warehouse, and grocery market segments.

Energy Management recorded three participants within the HVAC Tune-Up pathway that yielded 95 MWh and \$26,775 in incentives. In addition, the Strategic Energy Management program released the kick-off incentive of \$1,000 to one customer for the customer's participation.

Engineered Solutions had no project completions to formally report for PY24 Q3. However, the program has two projects in queue which have progressed to the design phase with a committed incentive of \$997,397.

**Table 3 –Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	235,149	254,847	245,795	104%
Multifamily	351	478	3,117	15%
C&I <sup>2</sup>	133	319	169,802	0%
<b>Reported Totals for Utility Administered Programs</b>	<b>235,633</b>	<b>255,644</b>	<b>418,714</b>	<b>61%</b>
Comfort Partners <sup>3</sup>	163	443	671	66%
<b>Utility Total</b>	<b>235,796</b>	<b>256,087</b>	<b>419,385</b>	<b>61%</b>

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

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

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

## ACE Portfolio Expenditures

ACE's Residential and C&I programs spent approximately \$3.5 million and \$4.6 million, respectively, across all cost categories during Q3 of PY24. Also, ACE's Multi-family and Comfort Partners programs spent \$562,000 and \$454,000 in Q3, respectively.

**Table 4 –Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 3,594	\$ 10,378	\$ 23,271	45%
Multifamily	\$ 562	\$ 749	\$ 1,846	41%
C&I	\$ 4,679	\$ 11,835	\$ 20,372	58%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 8,835</b>	<b>\$ 22,961</b>	<b>\$ 45,488</b>	<b>50%</b>
Comfort Partners	\$ 454	\$ 1,571	\$ 3,167	50%
<b>Utility Total</b>	<b>\$ 9,289</b>	<b>\$ 24,532</b>	<b>\$ 48,654</b>	<b>50%</b>

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

## ACE Portfolio Annual Energy Savings

During Q3 of PY24, the utility administered programs generated 32,236 MWh of energy savings YTD. Comfort Partners also reached 2,098 MWh YTD. With respect to Residential and C&I's YTD performance, the Company recorded 12,231 MWh and 19,573 MWh of energy savings, respectively.

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

Annual Energy Savings <sup>1</sup>	Quarter Retail (MWh)	YTD Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	5,310	12,231	33,272	37%
Multifamily	182	432	3,240	13%
C&I	7,439	19,573	50,779	39%
<b>Reported Totals for Utility Administered Programs</b>	<b>12,931</b>	<b>32,236</b>	<b>87,291</b>	<b>37%</b>
Comfort Partners	1,974	2,098	N/A	N/A
<b>Utility Total</b>	<b>14,905</b>	<b>34,335</b>	<b>87,291</b>	<b>39%</b>

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

<sup>2</sup> NJ 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

## Portfolio Expenditures Breakdown

During Q3 of PY24, ACE continued spending in the cost categories that support planning, development, coordination, contracting, and systems development. These include Capital Costs, Utility Administration, and Outside Services. As new programs mature, ACE anticipates that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Loans, Evaluation, Measurement and Verification, and Inspections and Quality Control.

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

Total Utility EE/PDR <sup>1</sup>	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent <sup>2</sup>
Capital Costs	\$ 151	\$ 451	\$ 450	100%
Utility Administration	\$ 386	\$ 1,294	\$ 1,757	74%
Marketing	\$ 293	\$ 995	\$ 1,794	55%
Outside Services	\$ 1,597	\$ 3,750	\$ 7,410	51%
Rebates	\$ 5,379	\$ 12,574	\$ 29,485	43%
No- or Low-Interest Loans	\$ 790	\$ 2,773	\$ 2,522	110%
Evaluation, Measurement & Verification ("EM&V")	\$ 246	\$ 1,034	\$ 1,069	97%
Inspections & Quality Control	\$ 27	\$ 135	\$ 281	48%
<b>Utility Total</b>	<b>\$ 8,869</b>	<b>\$ 23,006</b>	<b>\$ 44,769</b>	<b>51%</b>

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

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

## Equity Metrics

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### Residential

Over-burdened communities continued to remain a focus for ACE's Efficient Products Program in Q3 as measures such as HVAC with its moderate to low-income rebate enhancement, point of sale Spray Foam measures, and appliance rebates being a particular focus for over-burdened customers. ACE's Field Team has continued to educate their retail partner employees as well as customers through store visits that allow field representatives to gauge opinions of the program and its offerings, and how ACE can better serve its customers through these programs. ACE's Field Team also takes advantage of Energy Efficiency Kit events where they can better engage with attendees on energy efficiency and the programs available to the customer that can be viewed in a tri-fold brochure that is included in the kit along with spray foam insulation, foam window stripping, 10 gasket liners, and an advanced power strip all to jump start LMI customers into becoming more energy efficient. Within the trifold, information can be found on HVAC and Appliance rebates, QHECs, and Bill Assistance that is available for LMI customers who meet certain household income specifications. These opportunities have been important to the program's growth as they allow the Field Team to engage customers and relay the importance of energy efficiency and its benefits. These events still allow the team to engage with all different demographics and ensure that they are given every chance to participate and take advantage of ACE's program offerings. ACE continues to actively seek these events as the program heads into Q4 of the fiscal year.

The Existing Homes programs participated in three community outreach events in Q3, joining other ACE EE program implementors to promote all program offerings and support underserved communities. The Home Weatherization and QHEC programs were promoted at the Stockton Community Resource Fair, Glassboro Energy Assistance Day, and the Rowan the Gloucester Campus Wellness Day in the third quarter, engaging with approximately 300 potential participants.

### Commercial and Industrial

During PY24 Q3, outreach to OBCs focused on increasing awareness of Atlantic City Electric's Energy Solutions for Business programs among customers and contractors. In-person

canvassing within targeted OBCs, in-person events, virtual and in-person meetings, along with phone and email campaigns, were all part of an equitable focus on customers and contractors located in OBCs.

The Prescriptive and Custom program added three new TAs in PY24 Q3, of which one (or 33%) is in a New Jersey OBC municipality located outside Atlantic City Electric territory. Small Business Direct Install added four new Trade Allies in PY24 Q3, two (or 50%) are located within a New Jersey OBC municipality within the Atlantic City Electric territory. Engineered Solutions added four new TAs in PY24 Q3, two (or 50%) are in a New Jersey OBC municipality. Fifty-five of 133 (or 41%) completed projects in PY24 Q3 were in an OBC with a good pipeline of projects carrying forward into Q4.

Outreach to customer sectors in January targeted healthcare and office building facilities. The outreach team held multiple meetings with ACE's Large Customer Services ("LCS") representatives, with Stockton University and Jefferson Health representatives. Jefferson Health has hospitals and other healthcare facilities located in many OBCs, including Somerdale, Stratford, Glassboro, and Bridgeton. Stockton University's main campus in Galloway Township, a second campus in Atlantic City, and satellite centers in Hammonton and Woodbine, are all in OBCs. Also, the Outreach Team conducted in-person canvassing campaigns for commercial customers and contractors located in the Overburdened Communities of Egg Harbor City, Gloucester Township, Hi-Nella, Pine Hill, and Somerdale. Total engagement for the five canvassing campaigns was 126 commercial customers and contractors.

Outreach to customer sectors in February targeted retail and warehouse facilities. The outreach team joined the Company's LCS representatives to meet with representatives of Buona Vita, Inc., a food product producer located in the OBC of Bridgeton. The outreach team attended and gave a program presentation at the Bridgeton Area Urban Enterprise Zone Meeting, engaging 16 small to medium sized businesses regarding ACE's portfolio of commercial and industrial programs. Outreach also gave a presentation at the Burlington County Chamber of Commerce luncheon, engaging with 66 businesses, non-profit organizations, and other stakeholders, most of which are believed to serve OBC communities within the Company's service territory. The Outreach Team conducted in-person canvassing campaigns of commercial customers and contractors in the OBCs of Winslow Township, Chesilhurst, Berlin, and Cape May, engaging 65

commercial customers and contractors to introduce them to the portfolio of programs and provide informative marketing materials.

During March, outreach campaigns targeted the market sectors of restaurant and hospitality facilities. The outreach team joined ACE’s LCS representatives in a working meeting with representatives of Buona Vita, Inc. Outreach also joined the LCS team in a meeting with Thomas Foods, a foods product producer in the OBC of Swedesboro,. The Outreach Team conducted in-person canvassing campaigns for commercial and industrial customers and contractors in the OBCs of Clementon, Bridgeton, Sicklerville, and Commercial Township. These canvassing campaigns enabled outreach to share program marketing assets with 65 commercial customers and contractors. The outreach team also attended the New Jersey Non-Profit Summit at Rowan University and engaged with eight nonprofit entities within the Company’s service area.

**Table 7 – Equity Performance**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	%OBC <sup>2</sup>
Population			
# of Household Accounts	115,731	378,633	23.4%
# of Business Accounts	17,707	44,356	28.5%
Total Annual Energy (MWh)	2,655,546	6,418,945	29.3%

Programs	Sub Program or Offering	Type of Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	%OBC <sup>2</sup>	Annual Overburdened <sup>1</sup>	Annual Non-Overburdened	%OBC <sup>2</sup>
<b>Participants</b>								
Residential - Efficient Products	HVAC	Core	63	544	10.4%	226	2,089	9.8%
	Appliance Rebates	Core	66	840	7.3%	150	2,612	5.4%
	Appliance Recycling	Core	14	74	15.9%	53	410	11.4%
	Online Marketplace	Core	39	371	9.5%	232	1,739	11.8%
	Food Banks	Core	-	1,200	0.0%	-	4,500	0.0%
	Others - Lighting	Core	-	-	-	257	8,162	3.1%
Residential - Existing Homes	Home Performance with Energy Star	Core	1	33	2.9%	10	87	10.3%
	Quick Home Energy Check-Up	Additional	1,041	1,558	40.1%	1,653	3,356	33.0%
	Moderate Income Weatherization	Additional	148	89	62.4%	150	92	62.0%
Res - Home Energy Education & Management	Behavioral	Additional	71,240	157,828	31.1%	71,240	157,828	31.1%
C&I Direct Install	Direct Install	Core	23	32	41.8%	44	55	44.4%
	Prescriptive/Custom	Core	30	45	40.0%	83	132	38.6%
Energy Solutions for Business	Energy Management	Additional	2	1	66.7%	3	2	60.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	6	7	46.2%	6	7	46.2%
	Direct Install	Core	257	81	76.0%	379	86	81.5%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Participation			499	3,227	13.4%	1,440	19,879	6.8%
Total Additional Participation			72,431	159,476	31.2%	73,046	161,278	31.2%
Total Participation			72,930	162,703	31.0%	74,486	181,157	29.1%
<b>Annual Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	24	189	11.1%	66.32	653	9.2%
	Appliance Rebates	Core	18	115	13.5%	36	288	11.2%
	Appliance Recycling	Core	17	82	17.4%	51	388	11.6%
	Online Marketplace	Core	6	61	8.6%	37	279	11.8%
	Food Banks	Core	-	113	0.0%	-	462	0.0%
	Others - Lighting	Core	-	-	-	49	1,259	3.7%
Existing Homes	Home Performance with Energy Star	Core	0	49	0.2%	6	103	5.2%
	Quick Home Energy Check-Up	Additional	480	947	33.6%	802	2,040	28.2%
	Moderate Income Weatherization	Additional	95	68	58.2%	101	74	57.5%
Home Energy Education & Management	Behavioral	Additional	947	2,098	31.1%	1,686	3,735	31.1%
C&I Direct Install	Direct Install	Core	646	844	43.4%	1,459	1,817	44.5%
	Prescriptive/Custom	Core	1,785	4,068	30.5%	7,013	8,910	44.0%
Energy Solutions for Business	Energy Management	Additional	67	27	71.3%	105	268	28.2%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	7	-	100.0%	7	-	100.0%
	Direct Install	Core	140	36	79.5%	389	36	91.4%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Annual Energy Savings			2,642	5,558	32.2%	9,113	14,195	39.1%
Total Additional Annual Energy Savings			1,589	3,140	33.6%	2,693	6,116	30.6%
Total Annual Energy Savings			4,231	8,698	32.7%	11,807	20,311	36.8%
<b>Lifetime Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	361	2,937	10.9%	1029	10,143	9.2%
	Appliance Rebates	Core	208	1,324	13.6%	427	3,363	11.3%
	Appliance Recycling	Core	85	404	17.4%	247	1,856	11.7%
	Online Marketplace	Core	43	460	8.6%	281	2,093	11.8%
	Food Banks	Core	-	1,222	0.0%	-	5,169	0.0%
	Others - Lighting	Core	-	-	-	736	18,889	3.8%
Existing Homes	Home Performance with Energy Star	Core	2	980	0.2%	135	1,894	6.6%
	Quick Home Energy Check-Up	Additional	6,099	12,156	33.4%	10,303	26,278	28.2%
	Moderate Income Weatherization	Additional	1,117	794	58.5%	1,168	860	57.6%
Home Energy Education & Management	Behavioral	Additional	947	2,098	31.1%	1,686	3,735	31.1%
C&I Direct Install	Direct Install	Core	9,557	12,469	43.4%	21,358	26,969	44.2%
	Prescriptive/Custom	Core	24,236	55,497	30.4%	101,281	125,228	44.7%
Energy Solutions for Business	Energy Management	Additional	203	83	71.0%	316	2,300	12.1%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	111	1	99.4%	111	1	99.4%
	Direct Install	Core	1,209	393	75.5%	3,627	400	90.1%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Lifetime Energy Savings			35,812	75,687	32.1%	129,231	196,005	39.7%
Total Additional Lifetime Energy Savings			8,365	15,131	35.6%	13,472	33,173	28.9%
Total Lifetime Energy Savings			44,178	90,817	32.7%	142,703	229,178	38.4%

<sup>1</sup> Across all programs, subprograms, or offerings, participation/savings are classified as either in a low-income Environmental Justice Overburdened Community census block or not based on the program participant's address. Overburdened Community census blocks were developed and defined by the NJ Department of Environmental Protection ([www.nj.gov/dep/ej/communities.html](http://www.nj.gov/dep/ej/communities.html)).

<sup>2</sup> The Ratio column shows the ratio of the overburdened metric over the non-overburdened metric. Comparing the territory-level benchmark ratios versus the program ratios shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program ratio is greater than the benchmark ratio, then the overburdened population is better represented in the program.

## Conclusion

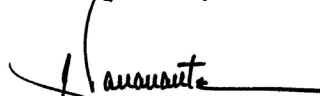
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ACE is pleased to provide the above information regarding the performance of the Company's portfolio of EE programs. The Company looks forward to continued collaboration with Board Staff, the New Jersey Division of Rate Counsel ("Rate Counsel"), and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

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

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

Respectfully submitted,



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

Enclosures

cc: Service List



# Appendices

## Appendix A – Participation Definitions

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

## Appendix B – Energy Efficiency and PDR Savings Summary

For Period Ending PY24 Q3		Participation				Actual Expenditures				Ex Ante Energy Savings							
		A	B	C	D=C/B	E	F	G	H=G/F	I	J	K	L=K/J	M	N	O	P
		Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) 2	YTD Reported Program Costs (\$000)	YTD % of Annual Budget	Quarter Annual Retail Energy Savings (MWh)	Annual Forecasted Retail Energy Savings (MWh)	YTD Reported Annual Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Quarter Annual Wholesale Energy Savings (MWh)	YTD Retail Peak Demand Savings (MW)	Quarter Lifetime Retail Energy Savings (MWh)	YTD Lifetime Retail Energy Savings (MWh)
<b>Residential Programs</b>	<b>Sub Program or Category<sup>1</sup></b>																
Efficient Products*	HVAC	607	N/A	2,315	N/A	\$ 1,022	N/A	\$ 3,934	N/A	213	N/A	719	N/A	237	0.426	3,298	11,172
	Appliance Rebates	906	N/A	2,762	N/A	\$ 252	N/A	\$ 952	N/A	133	N/A	324	N/A	149	0.038	1,532	3,791
	Appliance Recycling	88	N/A	464	N/A	\$ 117	N/A	\$ 448	N/A	100	N/A	439	N/A	111	0.084	489	2,103
	Online Marketplace	410	N/A	1,971	N/A	\$ 118	N/A	\$ 406	N/A	67	N/A	316	N/A	75	0.000	503	2,374
	Food Banks	1,200	N/A	4,500	N/A		N/A		N/A	113	N/A	564	N/A	126	0.052	1,222	6,438
	Others - Lighting	-	N/A	8,419	N/A	\$ 34	N/A	\$ 128	N/A	-	N/A	1,308	N/A	-	0.098	-	19,625
	<b>Subtotal Efficient Products</b>		<b>3,211</b>	<b>80,610</b>	<b>20,431</b>	<b>25.3%</b>	<b>\$ 1,543</b>	<b>\$ 5,657</b>	<b>\$ 5,868</b>	<b>103.7%</b>	<b>626</b>	<b>13,496</b>	<b>3,671</b>	<b>27.2%</b>	<b>698</b>	<b>0.698</b>	<b>7,045</b>
Existing Homes	Home Performance with Energy Star*	34	360	97	26.9%	\$ 410	\$ 3,704	\$ 1,098	29.6%	49	803	109	13.6%	55	0.059	983	2,028
	Quick Home Energy Check-Up <sup>3</sup>	2,599	9,000	5,009	55.7%	\$ 960	\$ 5,028	\$ 1,671	33.2%	1,427	9,464	2,856	30.2%	1,591	0.190	18,255	36,581
	Moderate Income Weatherization	237	825	242	29.3%	\$ 508	\$ 7,660	\$ 1,221	15.9%	164	1,511	175	11.6%	183	0.008	1,910	2,028
Home Energy Education & Management	Behavioral <sup>5</sup>	229,068	155,000	229,068	147.8%	\$ 173	\$ 1,221	\$ 521	42.7%	3,045	7,998	5,420	67.8%	3,395	1.480	3,045	5,420
<b>Total Residential</b>		<b>235,149</b>	<b>245,795</b>	<b>254,847</b>	<b>103.7%</b>	<b>\$ 3,594</b>	<b>\$ 23,271</b>	<b>\$ 10,378</b>	<b>44.6%</b>	<b>5,310</b>	<b>33,272</b>	<b>12,231</b>	<b>36.8%</b>	<b>5,921</b>	<b>2.435</b>	<b>31,238</b>	<b>91,560</b>
<b>Business Programs</b>	<b>Sub-Program</b>																
C&I Direct Install	Direct Install*	55	189	99	52.4%	\$ 2,093	\$ 12,442	\$ 5,393	43.3%	1,490	8,782	3,276	37.3%	1,637	0.571	22,063	48,509
Energy Solutions for Business	Prescriptive/Custom <sup>4</sup>	75	169,482	215	0.1%	\$ 2,173	\$ 5,168	\$ 5,159	99.8%	5,854	36,619	15,924	43.5%	6,386	2.325	79,733	226,467
	Energy Management	3	130	5	3.8%	\$ 184	\$ 1,363	\$ 544	39.9%	95	4,163	374	9.0%	102	0.031	285	2,615
	Engineered Solutions	-	1	-	N/A	\$ 229	\$ 1,399	\$ 738	52.8%	-	1,216	-	0.0%	-	-	-	-
<b>Total Business</b>		<b>133</b>	<b>169,802</b>	<b>319</b>	<b>0.2%</b>	<b>\$ 4,679</b>	<b>\$ 20,372</b>	<b>\$ 11,835</b>	<b>58.1%</b>	<b>7,439</b>	<b>50,779</b>	<b>19,573</b>	<b>38.5%</b>	<b>8,126</b>	<b>2.926</b>	<b>20</b>	<b>277,591</b>
Multi-Family*	HPwES	13	N/A	13	N/A	\$ -	N/A	\$ -	N/A	7	N/A	7	N/A	7	-	111	111
	Direct Install	338	N/A	465	N/A	\$ -	N/A	\$ -	N/A	175	N/A	426	N/A	196	0.026	1,602	4,027
	Prescriptive/Custom*		N/A		N/A	\$ -	N/A	\$ -	N/A		N/A		N/A				
	Engineered Solutions		N/A		N/A	\$ -	N/A	\$ -	N/A		N/A		N/A				
	<b>Subtotal Multi-Family</b>	<b>351</b>	<b>3,117</b>	<b>478</b>	<b>15.3%</b>	<b>\$ 562</b>	<b>\$ 1,846</b>	<b>\$ 749</b>	<b>40.6%</b>	<b>182</b>	<b>3,240</b>	<b>432</b>	<b>13.3%</b>	<b>203</b>	<b>0.026</b>	<b>1,713</b>	<b>4,139</b>
<b>Supportive Costs Outside Portfolio</b>					<b>\$ 34</b>	<b>\$ 200</b>	<b>\$ 45</b>	<b>22.6%</b>									
<b>Portfolio Total</b>		<b>235,633</b>	<b>418,714</b>	<b>255,644</b>	<b>61.1%</b>	<b>\$ 8,868</b>	<b>\$ 45,688</b>	<b>\$ 23,006</b>	<b>50.4%</b>	<b>12,931</b>	<b>87,291</b>	<b>32,236</b>	<b>36.9%</b>	<b>14,250</b>	<b>5.387</b>	<b>32,971</b>	<b>373,290</b>

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

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

<sup>3</sup> Quick Home Energy Check-Up Program costs in PY3 are supported by merger funding. For consistency with the Company's approved plan, the costs and participation counts for projects funded this way are excluded from the table above. Savings from these programs is included in this report as permitted by the June 10th Board Order.

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

<sup>5</sup> Denotes a core EE program. Home Performance with Energy Star only includes non-LMI; the comparable program for LMI participants is Comfort Partners, which is jointly administered by the State and Utilities.

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

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Retail Energy Savings (MWh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	38	2,277	\$ 14	\$ 937	16	703
	Food Banks	0	4,500	\$ -	\$ 151	0	564
	Others	92	25,064	\$ 9	\$ 755	34	3,589
Existing Homes	Home Performance with Energy Star <sup>1,2</sup>	20	77	\$ 93	\$ 337	20	88
	Quick Home Energy Check-Up <sup>2</sup>	2,915	2,094	\$ 769	\$ 574	1,493	1,363
	Moderate Income Weatherization	242	-	\$ 102	N/A	175	N/A
Home Energy Education & Management	Behavioral <sup>3</sup>	N/A	71,240	N/A	\$ 160	N/A	1,686
<b>Total Residential</b>		<b>3,307</b>	<b>105,252</b>	<b>\$ 988</b>	<b>\$ 2,913</b>	<b>1,738</b>	<b>7,994</b>
Multi-Family	HPwES	6	7	\$ 161	\$ 180	(0)	7
	Direct Installation/MF QHEC <sup>2</sup>	390	75	\$ 80	\$ 12	394	31
<b>Total Multi-Family</b>		<b>396</b>	<b>82</b>	<b>\$ 241</b>	<b>\$ 191</b>	<b>394</b>	<b>38</b>
<b>Other Programs</b>							
NONE		N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>3,703</b>	<b>105,334</b>	<b>\$ 1,229</b>	<b>\$ 3,105</b>	<b>2,132</b>	<b>8,031</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> In previous quarters, only low-income customers included in LMI values. LMI values include low and moderate-income customers for PY2 Q3 filing.

<sup>3</sup> LMI assumption factor of 31.1% was used to calculate incentive costs.

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

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings							
		A	B	C	D	E	F	G	H	I	J	K	L
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Annual Retail Energy Savings (MWh)		Reported Lifetime Retail Energy Savings Current Quarter (MWh)		Reported Lifetime Retail Energy Savings YTD (MWh)		Reported Lifetime Wholesale Energy Savings Current Quarter (MWh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	99	N/A	\$ 3,815	N/A	3,276	N/A	22,026	N/A	48,328	N/A	23,546	N/A
Energy Solutions for Business	Prescriptive/Custom	150	65	\$ 2,863	\$ 1,142	9,075	6,850	46,367	33,366	129,625	96,841	49,566	35,668
	Energy Management	2	3	\$ 18	\$ 64	68	306	202	83	202	2,413	216	89
	Engineered Solutions	0	0	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Total Business</b>		<b>251</b>	<b>68</b>	<b>\$ 6,696</b>	<b>\$ 1,206</b>	<b>12,419</b>	<b>7,156</b>	<b>68,595</b>	<b>33,449</b>	<b>178,155</b>	<b>99,254</b>	<b>73,328</b>	
Multi-Family	Prescriptive/Custom	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Other Programs</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Home Optimization & Peak Demand Reduction		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>			<b>68,595</b>	<b>33,449</b>	<b>178,155</b>	<b>99,254</b>	<b>73,328</b>	<b>-</b>
<b>Portfolio Total</b>		<b>251</b>	<b>68</b>	<b>\$ 6,696</b>	<b>\$ 1,206</b>	<b>12,419</b>	<b>7,156</b>						

## Appendix E - Annual Baseline Calculation

Energy Efficiency Compliance Baselines and Benchmarks (MWh)												
Electric Utility	Plan Year	Sales Period	Sales (MWh)	Adjustments (MWh)	Adjusted Retail Sales (MWh)	Compliance Baseline (MWh)	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (MWh)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (MWh)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (MWh)
			(A)	(B)	(C) = (A)-(B)	(D) = Average (C)	(E)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
ACE	2021	7/1/20 - 6/30/21	9,725,505	954,628	8,770,877							
	2022	7/1/21 - 6/30/22	10,200,284	1,407,029	8,793,255							
	2023	7/1/22 - 6/30/23	8,607,976	34,600	8,573,376							
	Plan Year 2024	7/1/23 - 6/30/24		-	-	8,712,503	1.45%	126,331	0.48%	41,820	0.97%	84,511

**Notes:**

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

(B) ACE totals for resale

(E,G,I) No formal targets were established for PY22 in the June 2020 CEA Framework Order

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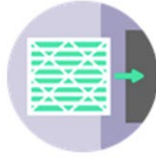
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\*Rebate amount is based on energy savings achieved at completion of a home improvement job.



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Maintain your thermostat at a constant temperature of 68°F. This helps avoid triggering your heat pump's auxiliary heating system, which uses more energy.



Check your ducts for leaks that let in chilly air. This could save you up to 10% on heating costs.

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

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