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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 4 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 Annual Progress Report, which includes activity through Quarter Four ("Q4") 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>	Home Energy Reports	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> Ratepayer 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

The ACE Residential programs faced fewer challenges as the program year progressed, adapting to Department of Energy changes and updated ENERGY STAR® specifications that impacted eligible products in the ACE service territory. The Appliance Rebates program benefited from the introduction of more energy-efficient refrigerators, washers, and dryers on sales floors, strategically timed with holiday promotions to encourage energy-conscious purchases. The Spray Foam program also performed well, with customers taking advantage of low point-of-sale (“POS”) pricing, leading to upfront savings at the register and long-term reductions in utility bills due to enhanced insulation.

ACE Efficient Products programs demonstrated continued adaptability in an ever-evolving appliance and HVAC landscape where efficiency standards are constantly being updated. A key example occurred at the start of 2024, when ENERGY STAR® introduced new EE standards for room air conditioners. This change prompted manufacturers and retailers to quickly stock the limited supply of qualified energy-efficient models, yet these adjustments led to a decline in room

air conditioner sales compared to Q4 of PY2. In contrast, dehumidifier sales remained strong, driven by the persistent humidity issues across New Jersey.

Overall, Appliances thrived in Q4 with newer refrigerators and washer and dryer units hitting sales floors, providing customers with more efficient products options than ever before. Spray Foam insulation, which also falls under the Appliance program umbrella, has also been a consistent savings and sales driver and Q4 proved no different, as rising temperatures and the need to better insulate proved to be important to the growth of the Appliance program. POS discounts as well as the inclusion of Spray Foam in EE Weatherization Kits have helped promote the measure. These events have given ACE the opportunity to reach different demographics across the territory and to educate them on the usage and savings not only of Spray Foam, but also of the many different facets of the ACE Energy Efficient programs.

The Appliance program also saw a boost from Memorial Day sales, the income tax refund season – which aligns with home improvement season – and other promotions like Spring Black Friday and the early Independence Day sales in late June. Similar to the Spray Foam program, appliance sales gained additional visibility through EE Weatherization Kit events. At these events, customers were informed about the wide range of items eligible for rebates, including washers, dryers, refrigerators, dehumidifiers, and room air conditioners. They also learned about potential savings on their electric bills by using more energy-efficient products, information provided through a trifold included in the kits.

The Appliance program further benefited from a shift back to traditional sales strategies, moving away from the Q3 focus on accessories like laundry pedestals and discounts on freezers. In Q4, retailers returned to offering more conventional promotions, such as buy-more-save-more incentives and discounts on kitchen sets that included energy-efficient refrigerators. Noteworthy sales during this period included substantial rebates on new all-in-one laundry units, with savings as high as \$900. Consumers not only appreciated the energy efficiency of these units but also their space-saving design.

In Q4, the Appliance program faced a challenge with the shortage of qualified room air conditioners, particularly as the ACE service territory experienced warmer-than-normal late spring and early summer months. Manufacturers struggled to adjust to the changes in efficiency standards in time to meet demand. While sales are expected to increase as manufacturers adapt, this is likely to happen only by the spring and summer of 2025. Dehumidifiers, however, continued to perform

well for the program, as humidity remains a persistent issue in the region, especially along the coastline.

The HVAC program continued its upward trend in Q4, bolstered by the warmer-than-normal spring, leading to better year-over-year performance compared to Q4 of PY2. HVAC contractors are leveraging benefits from the Inflation Reduction Act (“IRA”), which has driven increased program participation. The IRA, designed to invest in domestic energy production while promoting clean energy, has further incentivized consumers to choose more energy-efficient options by offering tax breaks on certain HVAC products in addition to the rebates already provided by utilities. These combined incentives have motivated customers to invest in energy-efficient solutions, resulting in savings both on equipment costs and long-term utility bills.

While the HVAC program did not face the same challenges encountered in previous program years, one issue consistently raised by Trade Allies (“TAs”) is the suspension of the National Energy Improvement Fund’s (“NEIF”) 0% financing program. This financing option had previously been a strong revenue driver for TAs, encouraging customers to invest in energy-efficient HVAC systems. The suspension of this program towards the end of Q1 left ACE’s contractor partners eagerly anticipating its return and the positive impact it will have on their business.

Energy Efficiency Kits (“EE Kits”) continue to enhance the Efficient Products program by promoting energy-saving products, with a particular focus on ACE's Spray Foam measure. These kits also serve as a platform to highlight ACE's Appliance and Recycling programs, HVAC program, Bill Assistance, and QHEC offerings. Each Weatherization Kit includes a 12 ounce can of spray foam insulation with a straw, a 17-foot strip of foam weather stripping, 10 gasket liners (five for outlet plates, five for light switch plates), an Advanced Power Strip, and a trifold detailing ACE’s additional programs.

The Field Team targets events that engage LMI or hard-to-reach customers, who are often less familiar with EE and may benefit most from the products and educational resources provided by ACE. Many attendees at these events were previously unaware of the potential for these energy-saving products to reduce their monthly bills or of ACE's other available programs. By distributing EE Weatherization Kits at these events, ACE can expand its outreach in the region while providing valuable services to those who may not be aware of the resources available to them.

The success of the EE Weatherization Kits has also bolstered the Spray Foam measure, which is now available in Lowe's and Home Depot locations within the ACE service territory. Prominently displayed with a \$1 instant POS discount, this measure helps consumers seal cracks around windows and doorways, preventing drafts and stabilizing heating and cooling costs. The success of this program has helped offset the savings losses experienced after the discontinuation of the Lighting Program in January 2023 due to the Energy Independence and Security Act ("EISA") backstop.

The Existing Homes programs continue to face challenges, particularly with nuisance issues related to processing applications through the eTrack+ system. These issues have occasionally caused delays, affecting the overall efficiency of application processing. However, the process has improved significantly compared to previous program years. The team remains focused on resolving these technical hurdles to ensure a smoother experience for both contractors and participants, thereby sustaining the program's momentum and success. Another challenge has been maintaining a stable QHEC canvassing team. Turnover in this role has previously impacted production consistency. To address this, ICF Auditors have started supporting canvassing efforts to help sustain high production levels.

## Commercial and Industrial

The ACE SBDI program continues to reflect consistent performance in PY24 Q4. The pipeline remains robust, and the on-line applications, which is a leading indicator, is staying steady at 120 in queue. In Q4, the SBDI program evaluated the existing TA network performance, determining that six TAs were not meeting performance requirements. These six were removed, bringing the total to 34 TAs for the program. SBDI program performance continued to increase and by the first month of Q4, the SBDI program incentive budget was fully committed. The program continued to accept projects for review, which were added to an approval queue awaiting further program funding. This queue is growing at approximately 25 projects per month, outpacing previous program participation. The projected savings goals were not realized by the end of the Triennium. HVAC equipment delays regarding affected lead times are staying steady at four months but continued to cause estimated project completion dates to push 6 - 8 months for comprehensive SBDI projects. Despite these delays, SBDI project completion forecasts have grown increasingly accurate, relying on historical data more now that the program has matured.

The Prescriptive and Custom program incentive expenditures experienced a decrease in PY24 Q4 as compared to the previous quarter. The number of completed and paid projects also experienced a decrease. A prevailing challenge in savings achievement and incentive budgeting for this program continued to be program acquisition costs which are significantly higher than those previously modeled and has caused incentive budgeting issues at the end of the Triennium.

The Energy Management program experienced a sharp increase in applications received under the HVAC Tune-Up pathway during Q4. Recruitment of contractors who perform this specialized service in the ACE territory has proven to be effective at bolstering participation numbers.

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.

## 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.

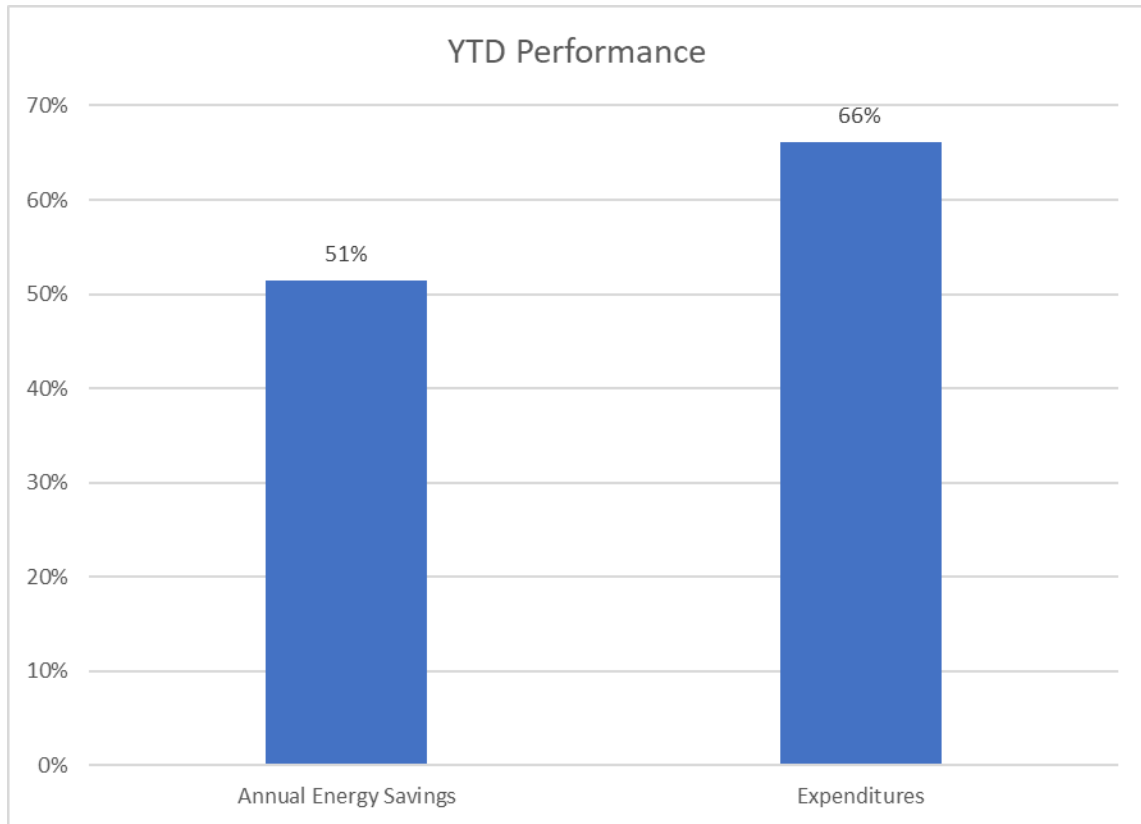
In line with discussions held during Utility Working Group meetings, utilities are collaborating to provide incentives for comprehensive projects that address various energy sources. This information will be shared through the SWC once the system is fully operational and integrated with each utility's 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 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

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	9,017	85	199	9,301				
YTD	39,724	2,184	3,041	44,948	8,712,503	0.97%	84,511	53%

<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, the 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 – QPIs**

	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)	9,017	85	199	9,301	39,724	2,184	3,041	44,948	87,291	11%
Lifetime Savings (MWh)	106,656	1,385	3,167	111,208	461,019	32,938	45,026	538,983		
Annual Demand Savings (MW)	1.385	0.029	0.624	2.037	5.061	1.175	1.685	7.92		
Low/Moderate-Income Lifetime Savings (MWh)	1,126			1,126	3,154	32,938		36,092		
Small Commercial Lifetime Savings (MWh)	64,604			64,604	242,980			242,980		

<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 delivered strong results in Q4, capping off a successful PY3. The program benefited from the seasonal transition from winter to spring, along with sales events like Spring Black Friday, Memorial Day, and the early Independence Day promotions that began in late June. The start of the income tax refund season in April also aligned with the beginning of home improvement season, driving a focus on home remodeling projects, such as new kitchen sets and washer-dryer sets.

The Spray Foam measure continued to be a standout performer, providing significant savings both for the program and for customers through its POS discount. Introduced late in Q1 as a replacement for the lighting measure discontinued by EISA, the Spray Foam measure offers a \$1 discount on a 12 ounce can of spray foam with a straw. This product allows consumers to fill gaps and cracks around windows and doorways, improving insulation. The measure's success was supported by its prominent placement in multiple Lowe's and Home Depot stores, where it was featured in wing stacks, endcaps, and regular shelf displays. Additionally, its inclusion in ACE's EE Weatherization Kits further enhanced its visibility. These kits, distributed at various events, helped promote the EE programs and educated customers on the short-term savings at the register and the long-term energy savings on their utility bills. Q4 provided more opportunities for EE Weatherization Kit distribution as the region moved from winter to spring, resulting in a busy event calendar. ACE participated in senior-focused events such as the Bridgeton Senior Expo, the Ventnor Senior Walk, the Pitman Total Turf Senior Expo, and Gloucester County Senior Picnics. These events targeted seniors, who may be less familiar with EE or have limited means to implement energy-saving measures due to being on low or fixed incomes. ACE also engaged with a broader audience at the annual ACUA Festival in Egg Harbor Township, Winslow Township's Juneteenth Festival, the Nanticoke Lenni-Lenape Strawberry Moon 43rd Annual Pow-Wow, and the Mays Landing Merchants Association Festival. These events allowed ACE to reach a diverse range of demographics, providing insight and education on the benefits of EE and information on ACE's programs, including the Products Program, QHEC, and Bill Assistance.

The Appliance Recycling program continued to benefit ACE customers and appliance retailers by offering a convenient way to dispose of older, inefficient refrigerators, room air conditioners, and dehumidifiers, while receiving rebate incentives that could offset the cost of new appliances. Unlike most appliance retailers, who charge for haul-away services, ACE's partnership with Key Recycling adds value by offering customers \$50 for their old refrigerator and an additional \$25 for room air conditioners and dehumidifiers. This initiative not only provides financial benefits to consumers but also allows appliance retailers to use these savings to upsell more energy-efficient appliances or offer extended warranties. The incentives for both parties enhance the overall experience and deliver greater savings to consumers in the short and long term.

During Q4, the recycling program completed 271 total appliance pickups, with 148 units collected from inside customers' homes and 123 units collected curbside. In May, ACE held a

Recycling Drop-off Event at the Lowe's location in Rio Grande. This event, the second of its kind hosted by ACE, allowed customers to turn in old room air conditioners and dehumidifiers in exchange for a rebate.

Customers were also given an EE Weatherization Kit containing 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 designed to help the Company's customers save energy and money. Despite inclement weather, ACE surpassed the previous year's results, collecting 236 units overall. These community events enable the Company to engage with customers in a relaxed setting, share information about ACE's wide range of programs, and kickstart customers' EE journeys by providing EE Weatherization Kits.

The Field Team continued its efforts to educate store personnel and consumers during store visits and events throughout Q4. These interactions are crucial to the program's success, as retail environments often experience staff turnover. By consistently engaging with retail salespeople and educating them about the program and its offerings, the Field Team ensures that retailers remain strong advocates for ACE's programs. The team also cross-promotes the Company's other offerings, such as HVAC, QHEC, and Bill Assistance, to both retailers and customers. This ongoing education helps retailers provide accurate information, position products with potential savings, and ultimately benefit ACE's customers by offering savings on both their purchases and their electric bills.

The HVAC program also showed positive results in Q4, as New Jersey transitioned from the colder weather of Q3 to a warmer spring season. The HVAC rebate program incentivizes consumers to upgrade to more energy-efficient systems. TA partners capitalized on the seasonal change and warmer weather to promote ACE's HVAC rebates and their own company-specific promotions, successfully positioning more energy-efficient HVAC models. The partners have also adapted to the Seasonal Energy Efficiency Ratio ("SEER") and Energy Efficiency Ratio ("EER") changes implemented at the start of the fiscal year, resulting in fewer issues with rebate submissions compared to earlier in the year.

The HVAC program continued to benefit from tax breaks under the IRA, combined with ACE's rebates. These incentives encouraged customers to invest in more energy-efficient systems, offering immediate savings on equipment costs and long-term savings on utility bills. As TAs

adapted to the evolving HVAC landscape, ACE saw growth in air conditioners and in ductless mini-split heat pumps and air-source heat pumps. As the program enters the Triennium 1 extension period and temperatures continue to rise, the HVAC program is expected to sustain its growth.

## Marketplace

The ACE Marketplace experienced a notable improvement in sales during Q4, continuing its progress from Q3 of PY3. Efforts to improve website functionality and user experience had a direct impact on smart thermostat sales, which continue to show consistent growth. Looking forward, the ACE Marketplace looks to further improve sales with additional planned marketing efforts in the months to follow.

## Existing Homes

Participation in the HPwES and QHEC Existing Homes programs continued to grow in Q4, reaching all-time highs for both programs. Contractors' confidence has increased due to efficient incentive processing, consistent communication, and active participation in quarterly TA meetings. The updated PY3 Marketing Plan maintained its focus on LMI customers and Overburdened Communities ("OBCs") through targeted canvassing and direct mail campaigns that cross-promoted the Income Qualified Home Weatherization and QHEC programs.

NEIF financing remains a key attraction for the HPwES program, with approximately 80% of participants taking advantage of the 0% financing offer. Additionally, partner utilities that have exhausted their annual funding are contributing to increased contractor participation in the ACE program. The team remains committed to keeping contractors engaged with ACE as partner budgets are replenished.

Experienced canvassing staff dedicated to the QHEC program continued to drive high participation through Q4, though there was a slight decline in April following a record-setting performance in March due to canvassing staffing turnover and reorganization. New field team roles and optimized scheduling have contributed to sustaining strong performance. QHEC auditors have effectively driven production, benefiting from a revised incentive program. The ongoing evaluation of an increased Marketing Fee has shown promising results, leading to more scheduled audits in Q4 and positively impacting overall program participation. Increasing awareness of the program remains a priority, with QR codes prominently displayed on field team business cards

and at outreach events, making it easier for individuals to learn about ACE's EE programs and specifically request a QHEC audit. Additionally, survey cards have been included in the EE Weatherization Kits to further promote engagement.

Participation in Home Weatherization remained limited in Q4 but saw a slight increase compared to Q3. Phase II deeper retrofit projects continue to contribute primarily to Therm savings, generating minimal kWh savings by comparison. QHEC auditors consistently work to inform customers about the Home Weatherization program and encourage them to explore the program's qualifications. An increased audit fee was implemented in Q3 with the expectation that it would enable contractors to better promote the program and enhance canvassing efforts. The increase appears to be having some modest initial effects and will continue to be evaluated for its impact on program success.

## Multi-family

The Multi-family program experienced a substantial increase in participation during Q4, achieving its highest participation levels to date. This success was largely driven by more accessible property management during the spring-summer tenant moving season, as well as a focused effort on canvassing and leveraging CoStar Property data. Additionally, referrals from Multi-family projects completed in neighboring territories and with shared property owners further contributed to the program's strong performance. The completion of eTrack+ integration in Q3 also played a crucial role in this success, enabling the accurate reflection of previously completed projects in the System of Record and significantly reducing the time required for disbursing incentive payments. This improvement has bolstered contractor confidence and further fueled program participation.

## Behavioral

The re-randomized 2023 treatment wave of the Behavioral program saw growing pains in this year's savings performance but is beginning to improve as more customers are adapting to the program's behavioral tips, increased HER print reports and expanded digital engagements.

The Behavioral program is continuing to leverage the hourly data that is available through the Advanced Metering Infrastructure ("AMI") that continues to be installed across the territory. Customers with AMI data have access to the full suite of behavioral communications and web

widgets to increase engagement and get more detailed insights into their energy use, all of which helps to educate customers on how best to manage their energy usage, and save energy.

One of the ways the Company is leveraging the AMI data is through the proactive alert expansions launched in March 2024. The Behavioral program increased the number of customers receiving Weekly AMI (“WAMI”) and High User Alert (“HUA”) communications. WAMI communications are emails that inform customers of their weekly usage and compare to the prior weeks. High usage alerts are emails, texts, phone calls, and mobile app notifications that notify customers when they are on track for an unusually high bill. The treatment for these populations increased from 2,000 customers to over 80,000 customers. These communications have helped boost savings rates and increase customer engagement in the Behavioral program. The marketing team also collaborated with Home Energy Reports to cross-promote other residential programs such as QHEC, HPwES, Appliance Recycling, and HVAC.

The table below is the Behavioral engagement metrics report that provides data on the enrollments in the Home Energy Reports, various alerts, and notifications and web metrics on unique customer visitors and duration.

<b>ACE EE Program</b>		
<b>Opower Reports</b>	<b>Enrollments</b>	
<b>Report Totals</b>		
<i>Email Home Energy Reports</i>	162,593	
<i>High Usage Alerts</i>	82,727	
<i>Weekly AMI Reports</i>	150,795	
<i>Behavioral Load Shaping Reports</i>	N/A	
<i>Solar Update Notifications</i>	5,420	
<b>Opower Web Metrics</b>	<b>Unique Visitors</b>	<b>Average Duration (in seconds)</b>
<b>Widget Totals</b>		
<i>Bill Forecast</i>	6,883	24
<i>Bill Comparison</i>	10,515	47
<i>What uses most / Home Energy Audit Disagg (Completed)</i>	7,907	51
<i>Home Energy Audit Survey</i>	7,930	28
<i>Data Browser</i>	54,487	16
<i>My Plan</i>	N/A	N/A
<i>My Rates</i>	N/A	N/A
<i>Neighbor Comparison</i>	5,494	46
<i>Peak Time Rebates Widget</i>	N/A	N/A
<i>Ways to Save</i>	3,865	47
<i>Green Button Download</i>	3,714	72

## Commercial and Industrial

The SBDI Program demonstrated continued progress and performance in Q4 of PY3 with its largest incentive payment quarter to date. SBDI completed 28 projects totaling \$1,854,514.52 in incentives, 716,140 kWh savings, and 36,855 Therm savings. Existing TA network participation continues to grow and remains strong. Customer market segment participation has been across 14 market segments and primarily in retail, education, restaurant, and religious worship facilities.

The Prescriptive & Custom Program completed 50 projects resulting in 5,041,000 kWh in energy savings with \$1,394,001 in incentive spend. Customer participation was primarily driven by lighting projects within the retail, warehouse, education, and grocery market segments.

Energy Management recorded 22 participants within the HVAC Tune-Up pathway primarily in the hospitality sector that yielded 472,134 kWh and paid \$87,525 in incentives.



Engineered Solutions had no project completions to formally report for PY24 Q4 due to the program’s timeframes for these types of larger, more complex projects. However, the program has six projects in queue in various stages from kick off meeting to design phase with committed incentives of \$1,230,667.

**Table 3 –Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	233,848	273,139	245,420	111%
Multifamily	967	1445	3,117	46%
C&I <sup>2</sup>	100	419	169,802	0%
<b>Reported Totals for Utility Administered Programs</b>	<b>234,915</b>	<b>275,003</b>	<b>418,339</b>	<b>66%</b>
Comfort Partners <sup>3</sup>	180	623	671	93%
<b>Utility Total</b>	<b>235,095</b>	<b>275,626</b>	<b>419,010</b>	<b>66%</b>

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

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

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

## ACE Portfolio Expenditures

ACE’s Residential and C&I programs spent approximately \$2.4 million (“M”) and \$4.4M, respectively, across all cost categories during Q4 of PY24. Also, ACE’s Multi-family and Comfort Partners programs spent approximately \$242,000 and \$507,000 in Q4, respectively.

**Table 4 –Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 2,464	\$ 12,843	\$ 23,271	55%
Multifamily	\$ 242	\$ 990	\$ 1,846	54%
C&I	\$ 4,430	\$ 16,264	\$ 20,372	80%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 7,136</b>	<b>\$ 30,097</b>	<b>\$ 45,488</b>	<b>66%</b>
Comfort Partners	\$ 507	\$ 2,078	\$ 3,167	66%
<b>Utility Total</b>	<b>\$ 7,643</b>	<b>\$ 32,175</b>	<b>\$ 48,654</b>	<b>66%</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 Q4 of PY24, the utility-administered programs generated 42,764 MWh of energy savings YTD. Comfort Partners also reached 2,184 MWh YTD. With respect to Residential and C&I's YTD performance, the Company recorded 16,108 MWh and 25,834 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	2,596	16,108	33,272	48%
Multifamily	391	823	3,240	25%
C&I	6,229	25,834	50,779	51%
<b>Reported Totals for Utility Administered Programs</b>	<b>9,216</b>	<b>42,764</b>	<b>87,291</b>	<b>49%</b>
Comfort Partners	85	2,184	N/A	N/A
<b>Utility Total</b>	<b>9,301</b>	<b>44,948</b>	<b>87,291</b>	<b>51%</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 Q4 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	\$ 112	\$ 518	\$ 450	115%
Utility Administration	\$ 412	\$ 1,707	\$ 1,757	97%
Marketing	\$ 358	\$ 1,352	\$ 1,794	75%
Outside Services	\$ 1,231	\$ 4,981	\$ 7,410	67%
Rebates	\$ 4,698	\$ 17,272	\$ 29,485	59%
No- or Low-Interest Loans	\$ 168	\$ 2,941	\$ 2,522	117%
Evaluation, Measurement & Verification ("EM&V")	\$ 55	\$ 1,089	\$ 1,069	102%
Inspections & Quality Control	\$ 82	\$ 135	\$ 281	48%
<b>Utility Total</b>	<b>\$ 7,114</b>	<b>\$ 29,994</b>	<b>\$ 44,769</b>	<b>67%</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

LMI customers and OBCs remain a central focus for ACE's Field Team, as educating both retail partners and their customers is crucial to the program's success. In Q4, ACE's Energy Efficiency Days and EE Weatherization Kit distribution events were key to this success, with more events held as the weather improved into spring and early summer. The Field Team continued its efforts to make retail store partners effective promoters of ACE's programs. Education continues to be pivotal for reaching underserved customers who may not be familiar with energy-efficient products or who cannot afford them. For the past three years, the Field Team has used store visits to personally engage with retail personnel and customers, gaining insights into trends, instructing on best practices, and identifying ways ACE can better serve its customers.

EE Weatherization Kit distribution events have also been instrumental, allowing the Field Team to interact with customers in a relaxed setting. These events cover various programs, including HVAC and Appliance rebates, Appliance Recycling, Bill Assistance, and QHEC. Attendees receive a weatherization kit containing spray foam insulation, foam window stripping, gasket liners, an Advanced Power Strip, and a trifold brochure detailing ACE's offerings – all presented in an ACE-branded drawstring bag.

The Field Team has actively participated in events focused on OBC communities and LMI customers, such as the Gloucester County Senior Picnic, Pitman Total Turf Senior Expo, Winslow Township's annual Juneteenth Festival, Nanticoke Lenni-Lenape Strawberry Moon 43rd Annual Pow-Wow, and the Mays Landing Vendor Association Festival. Additionally, ACE held its second Recycling Event at Lowe's in Rio Grande, where customers could recycle old room air conditioners and dehumidifiers for a rebate, while also receiving EE Weatherization Kits and educational materials.

These outreach efforts are crucial for the program's growth, providing opportunities to engage with diverse customer demographics and ensure they are informed about EE. As ACE approaches the six-month Triennium 1 program extension, it will continue to seek opportunities to further educate consumers, alleviate the costs of energy efficiency improvements, and enhance environmental awareness. The Existing Homes programs participated in seven community

outreach events in Q4, collaborating with other ACE EE program implementers to promote all program offerings and support underserved communities, engaging approximately 600 potential participants.

### Commercial and Industrial

By end of PY3 Q4, 45% percent or 372 of a total of 827 completed projects were in an OBC with a good pipeline of projects carrying forward.

By end of PY3 Q4, 44% of all Prescriptive/Custom projects received are in an OBC. Approximately 278 projects located in OBCs have been installed and paid \$4,985,841.29 in total incentives, achieving 20,154,549.84 annual kWh savings installed and 2,939.83 annual kW reduction.

By end of PY3 Q4, 51% of all installed projects are in OBCs as defined by New Jersey's Department of Environmental Protection. A total of 78 located in over-burdened communities have been installed and paid \$2,844,166.75 in total incentives, resulting in savings of 2,094,672.72 annual kWh and 346.712 annual kW reduction.

**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	51	508	9.1%	277	2,597	9.6%
	Appliance Rebates	Core	102	4,248	2.3%	418	20,205	2.0%
	Appliance Recycling	Core	45	343	11.6%	116	736	13.6%
	Online Marketplace	Core	57	558	9.3%	289	2,297	11.2%
	Food Banks	Core	-	4,400	0.0%	-	8,900	0.0%
Residential - Existing Homes	Others - Lighting	Core	-	-	-	-	8,419	0.0%
	Home Performance with Energy Star	Core	2	61	3.2%	12	148	7.5%
	Quick Home Energy Check-Up	Additional	205	384	34.8%	1,858	3,741	33.2%
Res - Home Energy Education & Management	Moderate Income Weatherization	Additional	24	166	12.6%	65	367	15.0%
	Behavioral	Additional	69,258	153,437	31.1%	69,258	153,437	31.1%
C&I Direct Install	Direct Install	Core	10	18	35.7%	54	73	42.5%
	Prescriptive/Custom	Core	18	32	36.0%	101	164	38.1%
Energy Solutions for Business	Energy Management	Additional	11	11	50.0%	14	13	51.9%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	9	4	69.2%
	Direct Install	Core	340	627	35.2%	719	713	50.2%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Participation			625	10,795	5.5%	1,995	44,256	4.3%
Total Additional Participation			69,498	153,998	31.1%	71,195	157,558	31.1%
Total Participation			70,123	164,793	29.9%	73,190	201,814	26.6%
<b>Annual Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	17	168	9.0%	83	821	9.2%
	Appliance Rebates	Core	14	497	2.7%	50	2,316	2.1%
	Appliance Recycling	Core	32	280	10.4%	98	653	13.1%
	Online Marketplace	Core	10	90	10.2%	48	369	11.4%
	Food Banks	Core	-	414	0.0%	-	978	0.0%
Existing Homes	Others - Lighting	Core	-	-	-	-	1,308	0.0%
	Home Performance with Energy Star	Core	2	39	5.2%	8	142	5.2%
	Quick Home Energy Check-Up	Additional	86	112	43.5%	889	2,165	29.1%
Home Energy Education & Management	Moderate Income Weatherization	Additional	26	66	28.4%	59	208	22.1%
	Behavioral	Additional	231	512	31.1%	1,839	4,073	31.1%
C&I Direct Install	Direct Install	Core	319	397	44.5%	1,778	2,214	44.5%
	Prescriptive/Custom	Core	1,774	3,267	35.2%	9,787	11,178	46.7%
Energy Solutions for Business	Energy Management	Additional	237	234	50.3%	368	509	42.0%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	7	0	99.4%
	Direct Install	Core	140	251	-	529	287	67.8%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Annual Energy Savings			2,307	5,402	29.9%	12,387	20,267	37.9%
Total Additional Annual Energy Savings			581	924	38.6%	3,155	6,956	31.2%
Total Annual Energy Savings			2,888	6,326	31.3%	15,542	27,223	36.3%
<b>Lifetime Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	257	2,620	8.9%	1,286	12,763	9.2%
	Appliance Rebates	Core	160	7,118	2.2%	588	33,462	1.7%
	Appliance Recycling	Core	153	1,319	10.4%	468	3,107	13.1%
	Online Marketplace	Core	77	674	10.2%	358	2,768	11.4%
	Food Banks	Core	-	4,481	0.0%	-	10,918	0.0%
Existing Homes	Others - Lighting	Core	-	-	-	-	19,625	0.0%
	Home Performance with Energy Star	Core	57	703	-	191	2,597	21.4%
	Quick Home Energy Check-Up	Additional	1,047	1,377	-	11,358	27,756	89.2%
Home Energy Education & Management	Moderate Income Weatherization	Additional	306	820	-	681	2,473	45.4%
	Behavioral	Additional	231	512	31.1%	1,839	4,073	31.1%
C&I Direct Install	Direct Install	Core	4,538	5,868	43.6%	26,037	32,878	44.2%
	Prescriptive/Custom	Core	38,585	33,185	53.8%	139,889	158,347	46.9%
Energy Solutions for Business	Energy Management	Additional	712	704	50.3%	1,103	3,022	26.7%
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	111	1	99.4%
	Direct Install	Core	1,513	2,809	35.0%	5,140	3,209	61.6%
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Lifetime Energy Savings			45,339	58,776	43.5%	174,067	279,674	38.4%
Total Additional Lifetime Energy Savings			2,295	3,413	40.2%	14,981	37,324	28.6%
Total Lifetime Energy Savings			47,635	62,189	43.4%	189,048	316,998	37.4%

<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

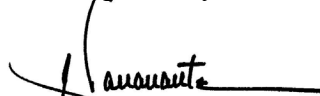
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ACE is pleased to provide the above information regarding the performance of the Company's portfolio of EE programs. ACE looks forward to continued collaboration with Board Staff, the Division of Rate Counsel, and other parties to continue to address 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 the Division of 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 – EE and PDR Savings Summary

For Period Ending PY24 Q4		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	559	N/A	2,874	N/A	\$ 337	N/A	\$ 4,271	N/A	185	N/A	904	N/A	206	0.545	2,877	14,049
	Appliance Rebates	4,350	N/A	20,623	N/A	\$ 325	N/A	\$ 1,277	N/A	510	N/A	2,367	N/A	569	0.073	7,278	34,049
	Appliance Recycling	388	N/A	852	N/A	\$ 182	N/A	\$ 630	N/A	312	N/A	751	N/A	348	0.154	1,472	3,575
	Online Marketplace	614	N/A	2,585	N/A	\$ 112	N/A	\$ 518	N/A	100	N/A	416	N/A	112	0.000	750	3,124
	Food Banks	4,400	N/A	8,900	N/A	N/A	N/A	N/A	N/A	414	N/A	978	N/A	462	0.084	4,481	10,918
	Others - Lighting	-	N/A	8,419	N/A	\$ 35	N/A	\$ 163	N/A	-	N/A	1,308	N/A	-	0.098	-	19,625
	<b>Subtotal Efficient Products</b>	<b>10,311</b>	<b>80,610</b>	<b>44,253</b>	<b>54.9%</b>	<b>\$ 991</b>	<b>\$ 5,657</b>	<b>\$ 6,859</b>	<b>121.2%</b>	<b>1,522</b>	<b>13,496</b>	<b>6,724</b>	<b>49.8%</b>	<b>1,697</b>	<b>0.954</b>	<b>16,858</b>	<b>85,340</b>
Existing Homes	Home Performance with Energy Star*	63	360	160	44.4%	\$ 522	\$ 3,704	\$ 1,620	43.7%	41	803	150	18.6%	45	0.084	759	2,788
	Quick Home Energy Check-Up <sup>3</sup>	589	9,000	5,599	62.2%	\$ 319	\$ 5,028	\$ 1,990	39.6%	199	9,464	3,055	32.3%	222	0.205	2,424	39,114
	Moderate Income Weatherization	190	450	432	96.0%	\$ 468	\$ 7,660	\$ 1,689	22.0%	92	1,511	267	17.7%	103	0.012	1,126	3,154
Home Energy Education & Management	Behavioral <sup>3</sup>	222,695	155,000	222,695	143.7%	\$ 165	\$ 1,221	\$ 686	56.2%	743	7,998	5,912	73.9%	828	1.480	743	5,912
<b>Total Residential</b>		<b>233,848</b>	<b>245,420</b>	<b>273,139</b>	<b>111.3%</b>	<b>\$ 2,464</b>	<b>\$ 23,271</b>	<b>\$ 12,843</b>	<b>55.2%</b>	<b>2,596</b>	<b>33,272</b>	<b>16,108</b>	<b>48.4%</b>	<b>2,895</b>	<b>2.735</b>	<b>21,909</b>	<b>136,308</b>
<b>Business Programs</b>	<b>Sub-Program</b>																
C&I Direct Install	Direct Install*	28	189	127	67.2%	\$ 2,293	\$ 12,442	\$ 7,686	61.8%	716	8,782	3,992	45.5%	787	0.713	10,406	58,914
Energy Solutions for Business	Prescriptive/Custom <sup>4</sup>	50	169,482	265	0.2%	\$ 1,716	\$ 5,168	\$ 6,875	133.0%	5,041	36,619	20,965	57.3%	5,500	3.163	71,769	298,236
	Energy Management	22	130	27	20.8%	\$ 224	\$ 1,363	\$ 768	56.3%	472	4,163	877	21.1%	508	0.072	1,416	4,125
	Engineered Solutions	-	1	-	N/A	\$ 198	\$ 1,399	\$ 936	66.9%	-	1,216	-	0.0%	-	-	-	-
<b>Total Business</b>		<b>100</b>	<b>169,802</b>	<b>419</b>	<b>0.2%</b>	<b>\$ 4,430</b>	<b>\$ 20,372</b>	<b>\$ 16,264</b>	<b>79.8%</b>	<b>6,229</b>	<b>50,779</b>	<b>25,834</b>	<b>50.9%</b>	<b>6,795</b>	<b>3.947</b>	<b>83,591</b>	<b>361,276</b>
Multi-Family*	HPwES	-	N/A	13	N/A	\$ -	N/A	\$ -	N/A	-	N/A	7	N/A	-	-	-	111
	Direct Install	967	N/A	1,432	N/A	\$ -	N/A	\$ -	N/A	391	N/A	816	N/A	436	0.064	4,322	8,350
	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>967</b>	<b>3,117</b>	<b>1,445</b>	<b>46.4%</b>	<b>\$ 242</b>	<b>\$ 1,846</b>	<b>\$ 990</b>	<b>53.6%</b>	<b>391</b>	<b>3,240</b>	<b>823</b>	<b>25.4%</b>	<b>436</b>	<b>0.064</b>	<b>4,322</b>	<b>8,461</b>
<b>Supportive Costs Outside Portfolio</b>						<b>\$ 200</b>		<b>0.0%</b>									
<b>Portfolio Total</b>		<b>234,915</b>	<b>418,339</b>	<b>275,003</b>	<b>65.7%</b>	<b>\$ 7,136</b>	<b>\$ 45,688</b>	<b>\$ 30,097</b>	<b>65.9%</b>	<b>9,216</b>	<b>87,291</b>	<b>42,764</b>	<b>49.0%</b>	<b>10,125</b>	<b>6.746</b>	<b>109,823</b>	<b>506,045</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.

\* 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 - EE and PDR Savings Summary, Electric LMI Customers**

<b>For Period Ending PY24 Q4</b>		<b>Participation</b>		<b>Incentive Expenditures (Customer Rebates and Low/no-cost financing)</b>		<b>Ex Ante Energy Savings</b>	
		<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
		<b>YTD Reported Participation Number</b>		<b>YTD Reported Incentive Costs (\$000)</b>		<b>YTD Reported Retail Energy Savings (MWh)</b>	
<b>Residential Programs</b>	<b>Sub Program</b>	<b>LMI</b>	<b>Non-LMI or Unverified</b>	<b>LMI</b>	<b>Non-LMI or Unverified</b>	<b>LMI</b>	<b>Non-LMI or Unverified</b>
Efficient Products	HVAC	60	2,814	\$ 23	\$ 1,151	23	881
	Food Banks	0	8,900	\$ -	\$ 304	0	978
	Others	132	29,762	\$ 9	\$ 304	58	4,367
Existing Homes	Home Performance with Energy Star <sup>1,2</sup>	27	133	\$ 125	\$ 569	26	124
	Quick Home Energy Check-Up <sup>2</sup>	3,363	2,235	\$ 873	\$ 608	1,635	1,420
	Moderate Income Weatherization	229	203	\$ 242	\$ 190	117	151
Home Energy Education & Management	Behavioral <sup>3</sup>	N/A	69,258	N/A	\$ 213	N/A	1,839
<b>Total Residential</b>		<b>3,811</b>	<b>113,305</b>	<b>\$ 1,273</b>	<b>\$ 3,339</b>	<b>1,858</b>	<b>9,759</b>
Multi-Family	HPwES	6	7	\$ 161	\$ 291	-	7
	Direct Installation/MF QHEC <sup>2</sup>	1,065	367	\$ 188	\$ 597	668	148
<b>Total Multi-Family</b>		<b>1,071</b>	<b>374</b>	<b>\$ 349</b>	<b>\$ 888</b>	<b>668</b>	<b>155</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>4,882</b>	<b>113,679</b>	<b>\$ 1,622</b>	<b>\$ 4,227</b>	<b>2,526</b>	<b>9,913</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 - EE and PDR Savings Summary, Electric Business Customers

For Period Ending PY24 Q4

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings		G	H	I	J	K	L
		A	B	C	D	E	F						
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Annual Retail Energy Savings (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	127	N/A	\$ 5,669	N/A	3,992	N/A	10,406	N/A	58,914	N/A	11,124	N/A
Energy Solutions for Business	Prescriptive/Custom	190	75	\$ 4,014	\$ 1,385	12,825	8,140	52,782	18,987	182,407	115,829	56,424	20,297
	Energy Management	24	3	\$ 106	\$ 64	553	324	1,416	-	1,658	2,467	1,514	-
	Engineered Solutions	0	0			-	-	-	-	-	-	-	-
<b>Total Business</b>		<b>341</b>	<b>78</b>	<b>\$ 9,789</b>	<b>\$ 1,448</b>	<b>17,369</b>	<b>8,464</b>	<b>64,604</b>	<b>18,987</b>	<b>242,980</b>	<b>118,296</b>	<b>69,062</b>	
Multi-Family	Prescriptive/Custom	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
<b>Other Programs</b>		-	-	\$ -	\$ -	-	-	-	-	-	-	-	-
Home Optimization & Peak Demand Reduction		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>			<b>64,604</b>	<b>18,987</b>	<b>242,980</b>	<b>118,296</b>	<b>69,062</b>	<b>-</b>
<b>Portfolio Total</b>		<b>341</b>	<b>78</b>	<b>\$ 9,789</b>	<b>\$ 1,448</b>	<b>17,369</b>	<b>8,464</b>						

## Appendix E - Annual Baseline Calculation

For Period Ending PY24 Q4

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:**

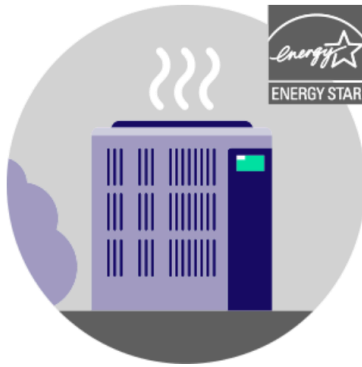
(A) Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year)

(B) ACE totals for resale

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

## Appendix F – Marketing Modules

### Is it time to replace your HVAC system?



If your heating or cooling equipment is more than 10 years old, it may be time for a replacement. Frequent repairs and rising energy bills are also a sign that you should consider making a change to your HVAC system.

Upgrading to high-efficiency equipment can make your home more comfortable and energy efficient. Keep your heating and cooling system at peak performance by having a contractor do annual preseason check-ups.

### April 22 is Earth Day



Let's celebrate Earth Day by taking action – together! Explore the solutions and tools we offer that can help you make simple changes in your home to conserve energy, save money and reduce your impact on the environment.

Find ways to make smart energy choices that are good for you and the planet.

**Find more ways to save**

## Let us recycle your old fridge or freezer



We'll pick it up and haul it away at no cost to you. Customers who recycle a refrigerator or freezer can receive a \$50 rebate!

[Schedule a pick-up](#)

## Go paperless with eBill



Paperless eBill is the safe and secure way to view and pay your bill online. Signing up is quick, easy, and free. Just go to My Account and select "Enroll in eBill" in Billing and Payment Options, and you'll receive an email notification whenever your bill is ready to view. Plus you can download and print up to 2 years of archived bills—identical to your current paper bill—whenever you need them. Get started today!

[Enroll now](#)

## Schedule a Quick Home Energy Check-up!



It's more important than ever to save energy and money. During your no-cost Quick Home Energy Check-up (QHEC), a certified Energy Analyst will inspect your heating and cooling systems—as well as windows, doors, and more—to show you how your home uses energy and identify easy ways to save. They may also provide and install free energy-saving products to make your home more energy efficient!

[Request a QHEC appointment](#)

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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