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March 1, 2023

VIA ELECTRONIC MAIL ONLY

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

**Re: Quarterly Progress Report of South Jersey Gas Company – 2nd Quarter Program
Year 2023
DOCKET NOS. QO19010040 & GO20090618**

Dear Acting Secretary Diaz:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the second quarter ("Q2") of Program Year 2023¹ ("PY23") of South Jersey Gas ("SJG" or "Company") with respect to its Clean Energy Act of 2018 Energy Efficiency ("EE") and Peak Demand Reduction ("PDR") Programs.

In accordance with the Order issued by the Board in connection with I/M/O the New Jersey Board of Public Utilities' Response to the COVID-19 Pandemic for a Temporary Waiver of Requirements for Certain Non-Essential Obligations, BPU Docket No. E020030254, Order dated March 19, 2020, this document is being electronically filed. No paper copies will follow.

Energy Efficiency Program Progress - Executive Summary:

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

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

The utilities continued to collaborate and participate on working calls to ensure consistent implementation, address joint budget needs, and support contractors.

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

SJG programs delivered 129,080 DTh of savings in the second quarter, or approximately 63% of the annual target.

Residential Sector

- South Jersey Gas has contracted Honeywell as the implementation party for the residential programs, save for the Marketplace Program and the Behavioral Program which will be served by Uplight.
- The Existing Homes Home Performance with Energy Star program reported 472 DTh in energy savings or approximately 6% of the program's PY23 target. The Home Performance with ENERGY STAR Program saw 22 projects completed.
- The Behavioral program reported 42,670 DTh in energy savings or approximately 77% of the program's PY23 target. The Behavioral Program had 172,508 customers in this quarter's treatment group.
- The Efficient Products program reported 83,843 DTh in energy savings or approximately 73% of the program's PY23 target.
 - The Marketplace Program saw 9,324 participants in this quarter.
 - The Appliance Rebates Program saw 437 participants in this quarter.
 - SJG offers appliance rebates at 60 retail outlets including large and independently-owned stores.
 - The HVAC Program saw 1,885 participants in this quarter.
 - In this quarter, 55 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.

- 66 EE Giveaway Kits were distributed through EmPowered Schools to students at schools located in SJG's service territory in this quarter.
- The Quick Home Energy Check Up Program had 127 completed projects.
- The Moderate Income Weatherization Program had 29 completed projects.

Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- The Small Business Direct Install Program had 4 projects completed and an additional 31 audits were completed during the reporting period.
- The Prescriptive and Custom Program had 4 completed projects in this quarter.
- The Engineered Solutions and Energy Management Programs did not deliver any savings during the reporting period but outreach efforts to larger customers are in progress and we expect these programs to start to ramp up.

Multi-Family Sector

- South Jersey Gas has contracted Honeywell as the implementation party for the Multi-Family Home Performance Program and Multi-Family Direct Install Program.
- South Jersey Gas has contracted Applied Energy Group as the implementation party for Multi-Family Engineered Solutions and Multi-Family Prescriptive and Custom Programs
- The Multi-Family: Direct Install program saw 187 participants this quarter.

Comfort Partners Summary

SJG continues to partner with the BPU and our utility partners to implement Comfort Partners and support our low income customers. Comfort Partners had 145 participants for this quarter resulting in 1,283 DTh annual savings.

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

Table 1 – Program Year 2023 Program Results

Period Covered	Utility-Administered Retail Savings (DTh) ^{1,2}	Comfort Partners Retail Savings (DTh) ^{1,2}	Other Programs Retail Savings (DTh) ³	Total Portfolio Retail Savings (DTh) ^{1,2}	Compliance Baseline (DTh) ⁴	Annual Target (%)	Annual Target (DTh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	129,090	1,283	N/A	130,363				
YTD	218,298	2,587	N/A	220,885	50,429,293	0.34%	171,460	129%

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

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

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

⁴ Calculated as average annual gas usage in the prior three plan years (i.e., July – June) per N.J.S.A. 48:3-87.9(a). Details are provided in Appendix E.

Figure 1 shows that year to date natural gas savings is 109% of the PY23 annual savings goal, and program year to date spending is 65% of the PY23 expenditure target.

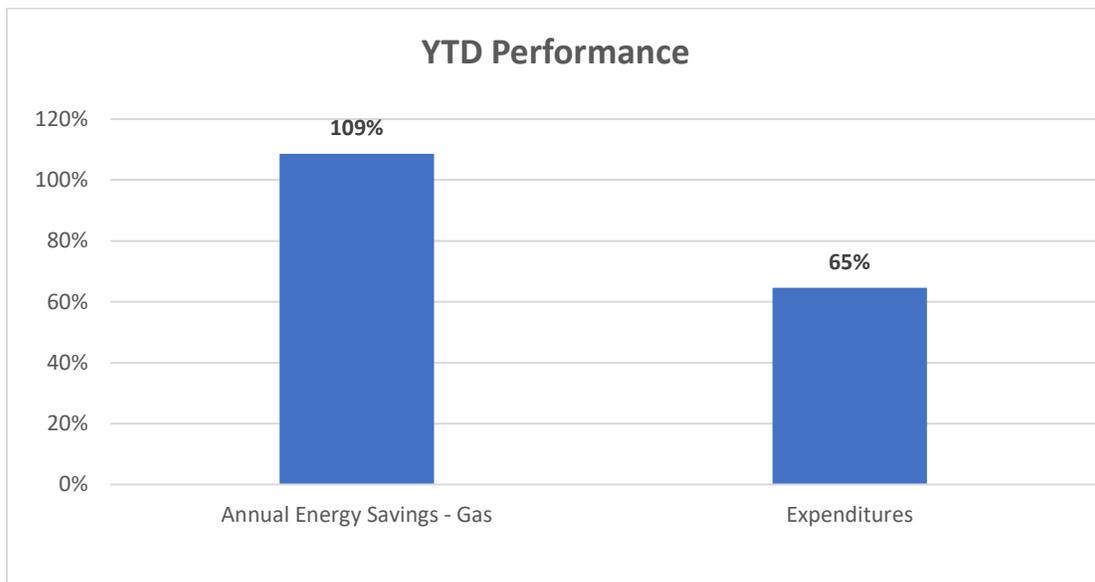


Figure 1: YTD performance of Annual Energy Savings and Budget

The Residential sector has represented 99% of the annual target savings. Low to Moderate-Income Savings was driven by the Moderate-Income Weatherization Program at 536 DTh in

annual savings and 9,696 DTh in lifetime savings. This quarter, 4 Small Commercial projects in the C&I Direct Install program were completed for 226 DTh in annual savings.

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

Table 2 – Quantitative Performance Indicators

	Quarter				Year to Date				Annual Target ¹	Percent of Annual Target Achieved
	Utility-Administered Quarter Retail Savings	Comfort Partners Quarter Retail Savings	Other Programs Quarter Retail Savings	Total Portfolio Quarter Retail Savings	Utility-Administered YTD Retail Savings	Comfort Partners YTD Retail Savings	Other Programs YTD Retail Savings	Total Portfolio YTD Retail Savings		
Annual Energy Savings (Dth)	129,080	1,283	N/A	130,363	218,298	2,587	N/A	220,885	203,310	109%
Lifetime Savings (Dth)	1,213,441	23,585	N/A	1,237,027	2,272,784	49,586	N/A	2,322,371	1,780,406	130%
Annual Demand Savings (Dth Peak Day)										
Low/Moderate-Income Lifetime Savings (Dth) ²	24,969	23,585	N/A	48,554	61,451	49,586	N/A	111,038		
Small Commercial Lifetime Savings (Dth) ³	3,401		N/A	3,401	4,542		N/A	4,542		

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

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

³ Small Commercial lifetime savings are Direct Install program savings and those from C&I small business customers (<200 kW peak demand) in other programs.

Sector-Level Participation, Expenditures, and Annual Energy Savings

Residential Programs had 184,398 participants and delivered 127,922 DTh of energy savings during the reporting period, amounting to 63% of the overall PY23 target. The savings were driven by the Efficient Products program, especially the Marketplace Program and its smart thermostats sales delivering 60,637 DTh of energy savings. The Efficient Products programs had 11,712 participants and delivered 83,843 DTh of energy savings. The Behavioral program had 172,508 participants and delivered 42,670 DTh of energy savings. The Multi-Family Programs had 187 participants and delivered 782 DTh of energy savings. To date, the utility administered programs delivered 129,080 DTh in savings or 63% of the PY23 annual target.

Expenditures during the quarter are approximately 28% of the budget for PY23 and were driven by Residential Programs. The closing of multiple C&I and Multi-Family projects this quarter was also a contributing factor. We are partnering with our implementation teams to develop marketing and outreach plans to connect customers with trade allies, present projects, and establish a pipeline that will provide the participation needed to achieve our energy savings targets.

Table 3 – Quarterly Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	184,398	195,386	180,407	108%
Multi-Family	187	343	1,072	32%
C&I	8	9	872	1%
Reported Totals for Utility Administered Programs	184,593	195,738	182,351	107%
Comfort Partners ²	145	260	5,760	N/A
Utility Total	184,738	195,998	182,351	107%

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

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

Quarterly Level Expenditures

The following table provides quarterly level expenditures by sector. South Jersey Gas’s expenses for this quarter were 28% of the PY23 budget.

Table 4 – Quarterly Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$9,298	\$21,540	\$29,755	72%
Multi-Family	\$158	\$276	\$2,215	12%
C&I	\$292	\$597	\$2,745	22%
Reported Totals for Utility Administered Programs	\$9,748	\$22,414	\$34,715	65%
Comfort Partners	\$943	\$1,566	\$3,620	43%
Utility Total	\$10,691	\$23,980	\$34,715	69%

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

Quarterly Level Energy Savings

The Residential Sector largely contributed to the energy savings in this quarter, reporting 127,922 DTh of energy savings, or 114% of the PY23 annual target for its sector. This is attributed to the increased activity in the Marketplace Program. As outreach efforts continue, we expect increased activity, and energy savings, for the Commercial and Multi-Family Sectors.

Table 5 – Quarterly Sector-Level Annual Energy Savings

Annual Energy Savings ¹	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	127,922	216,425	189,287	114%
Multi-Family	782	1397	3,090	45%
C&I	376	475	10,933	4%
Reported Totals for Utility Administered Programs	129,080	218,298	203,310	107%
Comfort Partners ²	1,283	2,587	29,535	N/A
Utility Total	130,363	220,885	203,310	109%

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

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

Portfolio Expenditures Breakdown

Program expenditures reflect South Jersey Gas expenditures for the second quarter as 28% of the PY23 budget. Capital Costs in this quarter was driven by the development and improvements on the On-Bill Repayment Program system.

Table 6 – Quarterly Costs and Budget Variances by Category ¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs ²	\$7	\$168	\$0	N/A
Utility Administration	\$480	\$663	\$1,207	55%
Marketing	\$83	\$175	\$816	21%
Outside Services	\$514	\$1,228	\$3,737	33%
Rebates ³	\$2,830	\$5,621	\$12,889	44%
No- or Low-Interest Loans	\$5,716	\$14,282	\$14,556	98%
Evaluation, Measurement & Verification (“EM&V”)	\$91	\$242	\$1,211	20%
Inspections & Quality Control	\$27	\$33	\$300	11%
Utility EE/PDR Total	\$9,748	\$22,414	\$34,715	65%

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

² Capital Costs for South Jersey Gas had approximately \$251,000 left over from the PY22 Capital Costs budget for the On-Bill Repayment Program. The expenditures seen here in PY23 are using the remaining budget.

³ Rebates include rebates and other direct investments.

Equity Metrics

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

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

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

Table 7 – Quarterly Equity Performance

**Table 7 – Equity Performance
For Period Ending PY23Q2**

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

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Over-burdened ¹	Quarter Non-Over-burdened	% OBC ²	YTD Over-burdened	YTD Non-Over-burdened	% OBC ²
Participation								
Residential - Efficient Products	HVAC	Core	185	1,700	10%	357	3,461	9%
	Appliance Rebates	Core	61	376	14%	136	848	14%
	Online Marketplace	Core	1,608	7,716	17%	2,895	14,317	17%
	EE Giveaway Kits	Core	29	37	44%	179	346	34%
Residential - Existing Homes	Home Performance with Energy Star	Core	0	22	0%	2	46	4%
	Quick Home Energy Checkup	Additional	26	101	20%	37	159	19%
	Moderate Income Weatherization	Additional	10	19	34%	30	65	32%
Behavioral	Behavioral	Additional	23,334	149,174	14%	23,334	149,174	14%
C&I Direct Install	Direct Install	Core	1	3	25%	1	4	20%
Energy Solutions for Business	Prescriptive/Custom	Core	0	4	0%	0	4	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Direct Install	Core	0	187	0%	3	340	1%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
			Core	0	0	N/A	0	0
Total Core Participation			1,884	10,045	16%	3,573	19,366	16%
Total Additional Participation			23,370	149,294	14%	23,401	149,398	14%
Total Participation			25,254	159,339	14%	26,974	168,764	14%

Annual Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	2,469	19,993	11%	4,508	40,180	10%
	Appliance Rebates	Core	44	270	14%	98	607	14%
	Online Marketplace	Core	10,455	50,182	17%	18,708	92,428	17%
	EE Giveaway Kits	Core	189	241	44%	1,164	2,251	34%
Residential - Existing Homes	Home Performance with Energy Star	Core	0	472	0%	46	1,023	4%
	Quick Home Energy Check-Up	Additional	85	317	21%	113	420	21%
	Moderate Income Weatherization	Additional	165	371	31%	492	1,175	30%
Behavioral	Behavioral	Additional	5,772	36,898	14%	7,198	46,015	14%
C&I Direct Install	Direct Install	Core	103	123	45%	103	222	32%
Energy Solutions for Business	Prescriptive/Custom	Core	0	150	0%	0	150	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	782	0%	7	1,390	1%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Annual Energy Savings			13,260	72,214	16%	24,633	138,252	15%
Total Additional Annual Energy Savings			6,021	37,586	14%	7,803	47,610	14%
Total Annual Energy Savings			19,281	109,800	15%	32,436	185,862	15%
Lifetime Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	44,393	365,801	11%	81,602	730,758	10%
	Appliance Rebates	Core	505	3,121	14%	1,129	7,016	14%
	Online Marketplace	Core	114,901	551,448	17%	205,515	1,015,195	17%
	EE Giveaway Kits	Core	1,848	2,358	44%	1,848	2,358	44%
Residential - Existing Homes	Home Performance with Energy Star	Core	0	11,790	0%	987	23,656	4%
	Quick Home Energy Checkup	Additional	847	3,174	21%	1,132	4,211	21%
	Moderate Income Weatherization	Additional	3,483	6,213	36%	11,700	23,414	33%
Behavioral	Behavioral	Additional	12,121	77,486	14%	15,115	96,631	14%
C&I Direct Install	Direct Install	Core	1,549	1,852	46%	1,549	2,993	34%
Energy Solutions for Business	Prescriptive/Custom	Core	0	2,724	0%	0	2,724	0%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
	Multi-Family Direct Install	Core	0	7,827	0%	73	13,922	1%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	0	0	N/A
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
Total Core Lifetime Energy Savings			163,198	946,920	15%	292,702	1,798,622	14%
Total Additional Participation			16,451	86,872	16%	27,948	124,256	18%
Total Lifetime Energy Savings			179,649	1,033,792	15%	320,651	1,922,878	14%

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

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

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

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

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

Respectfully,

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

Deborah M. Franco

DMF/caj

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

Appendix A – Participant Definitions

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

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix B

For Period Ending PY23Q2

		Participation				Actual Expenditures			
		A	B	C	D=C/B	E	F	G	H=G/F
	Sub Program or Category ¹	Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) ²	YTD Reported Program Costs (\$000)	YTD % of Annual Budget
Residential Programs									
Efficient Products*	HVAC	1,885		3,818		\$6,942		\$15,617	
	Appliance Rebates	437		984		\$131		\$279	
	Marketplace Efficient Products	9,324		17,212		\$979		\$2,078	
	EE Giveaway Kits	66		525		\$2		\$14	
	Subtotal Efficient Products	11,712	28,547	22,539	79%	\$8,053	\$19,423	\$17,988	93%
Existing Homes	Home Performance with Energy Star*	22	260	48	18%	\$537	\$3,877	\$2,064	53%
	Quick Home Energy Check-Up	127	1,200	196	16%	\$85	\$876	\$139	16%
	Moderate Income Weatherization	29	400	95	24%	\$376	\$4,525	\$861	19%
Behavioral	Behavioral	172,508	150,000	172,508	115%	\$247	\$1,055	\$488	46%
Total Residential		184,398	180,407	195,386	108%	\$9,298	\$29,755	\$21,540	72%
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	4	18	5	28%	\$182	\$1,537	\$330	21%
Energy Solutions for Business	Prescriptive/Custom* ³	4	852	4	0%	\$55	\$962	\$167	17%
	Energy Management	0	2	0	N/A	\$20	\$246	\$37	N/A
	Engineered Solutions	0	0	0	N/A	\$35	\$0	\$63	N/A
Total Business		8	872	9	1%	\$292	\$2,745	\$597	22%
Multi-Family*	HPwES	0		0		\$10		\$17	
	Direct Install	187		343		\$58		\$97	
	Prescriptive/Custom*	0		0		\$0		\$0	
	Engineered Solutions	0		0		\$90		\$162	
	Subtotal MultiFamily	187	1,072	343	32%	\$158	\$2,215	\$276	12%
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		184,593	182,351	195,738	107%	\$9,748	\$34,715	\$22,414	65%

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

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

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

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

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix B
For Period Ending PY23Q2

		Ex Ante Energy Savings							
		I	J	K	L=K/J	M	N	O	P
		Quarter Annual Retail Energy Savings (DTh)	Annual Forecasted Retail Energy Savings (DTh)	YTD Reported Retail Energy Savings (DTh)	YTD % of Annual Energy Savings	YTD Reported Wholesale Energy Savings (DTh)	YTD Peak Demand Savings (DT) ³	Quarter Lifetime Retail Savings (DTh) ⁴	YTD Lifetime Retail Savings (DTh) ⁴
Residential Programs	Sub Program or Category¹								
Efficient Products*	HVAC	22,463		44,688		45,336		410,194	812,359
	Appliance Rebates	314		705		715		3,627	8,146
	Marketplace Efficient Products	60,637		111,136		112,748		666,349	1,220,710
	EE Giveaway Kits	429		3,415		3,465		4,207	33,462
	Subtotal Efficient Products	83,843	115,047	159,943	139%	162,264	N/A	1,084,377	2,074,676
Existing Homes	Home Performance with Energy Star*	472	8,578	1,069	12%	1,085		11,790	24,643
	Quick Home Energy Check-Up	402	3,392	533	16%	541		4,021	5,343
	Moderate Income Weatherization	536	6,576	1,667	25%	1,691		9,696	35,114
Behavioral	Behavioral	42,670	55,694	53,213	96%	53,985		89,606	111,747
Total Residential		127,922	189,287	216,425	114%	219,565	N/A	1,199,490	2,251,523
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	226	2,486	325	13%	330		3,401	4,542
Energy Solutions for Business	Prescriptive/Custom* ²	150	7,963	150	2%	152		2,724	2,724
	Energy Management	0	484	0	N/A	0		0	0
	Engineered Solutions	0	0	0	N/A	0		0	0
Total Business		376	10,933	475	4%	482	N/A	6,125	7,266
Multi-Family*	HPwES	0		0		0		0	0
	Direct Install	782		1,397		0		7,827	13,995
	Prescriptive/Custom*	0		0		0		0	0
	Engineered Solutions	0		0		0		0	0
	Subtotal MultiFamily	782	3,090	1,397	45%	0	N/A	7,827	13,995
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		129,080	203,310	218,298	107%	220,047	N/A	1,213,441	2,272,784

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

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

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

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

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

Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix C

For Period Ending PY23Q2

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$000)		Reported Retail Energy Savings YTD (Dth)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	127	3,691	\$644	\$14,446	1,314	43,374
	Appliance Rebates	0	984	\$0	\$136	0	705
	Marketplace Efficient Products	0	17,212	\$0	\$1,645	0	111,136
	Efficient Products Kits	0	525	\$0	\$14	0	3,415
	Subtotal Efficient Products	127	22,412	\$644	\$16,241	1,314	158,629
Existing Homes	Home Performance with Energy Star ¹	0	48	\$0	\$1,758	0	1,069
	Quick Home Energy Check-Up	0	196	\$0	\$60	0	533
	Moderate Income Weatherization	95	0	\$524	\$0	1,667	0
Behavioral	Behavioral	0	172,508	\$0	\$440	0	53,213
Total Residential		222	195,164	\$1,168	\$18,499	2,981	213,444
Multi-Family	HPwES	0	0	\$0	\$0	0	0
	Direct Installation/MF QHEC	0	343	\$0	\$45	0	1,397
Total Multifamily							
Home Optimization & Peak Demand Reduction							
Total Other		0	343	\$0	\$45	0	1,397
Portfolio Total		222	195,507	\$1,168	\$18,544	2,981	214,842
Supportive Costs Outside Portfolio							

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

Energy Efficiency and PDR Savings Summary

South Jersey Gas Annual Report - Appendix D

For Period Ending PY23Q2

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		Reported Participation Number YTD		Reported Incentive Costs YTD (\$000)		Reported Retail Energy Savings YTD (DTh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	5	0	\$145	\$0	325	0
Energy Solutions for Business	Prescriptive/Custom	0	4	\$0	\$46	0	150
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Business		5	4	\$145	\$46	325	150
Multi-Family	Prescriptive/Custom	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Other Programs		0	0	\$0	\$0	0	0
Home Optimization & Peak Demand Reduction							
Total Other		0	0	\$0	\$0	0	0
Portfolio Total		5	4	\$145	\$46	325	150
Supportive Costs Outside Portfolio							

**Appendix E Annual Report Baseline Calculation
For Period Ending PY23Q2**

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

Notes:

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