



**ELIZABETHTOWN  
GAS**

Deborah M. Franco, Esq.  
Regulatory Affairs Counsel

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CASE MANAGEMENT

JAN 15 2019

BOARD OF PUBLIC UTILITIES  
TRENTON, NJ

January 14, 2019

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*Jan 15/19*

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JAN 15 2019

BOARD OF PUBLIC UTILITIES  
TRENTON, NJ

***Via Email and FedEx***

Aida Camacho-Welch, Secretary  
State of New Jersey  
Board of Public Utilities  
44 South Clinton Avenue  
3<sup>rd</sup> Floor, Suite 314  
P.O. Box 350  
Trenton, New Jersey 08625-0350

**Re: In the Matter of the Petition of Pivotal Utility Holdings, Inc. d/b/a  
Elizabethtown Gas for Authority to Extend the term of Energy Efficiency  
Programs and Approval of Associated Cost Recovery Mechanism  
BPU Docket No. GR18070682**

Dear Secretary Camacho-Welch:

Enclosed for filing in the above proceeding are an original and ten copies of a Stipulation executed by representatives of Elizabethtown Gas Company ("Elizabethtown"), the Staff of the Board of Public Utilities and the Division of Rate Counsel.

Please contact the undersigned if you have questions or require further information. Thank you.

Respectfully submitted,

/s/ Deborah M. Franco

Deborah M. Franco

cc: Service List ✓

*Case print  
list copied*

JAN 15 2019

BOARD OF PUBLIC UTILITIES  
TRENTON, NJ

STATE OF NEW JERSEY  
BOARD OF PUBLIC UTILITIES

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JAN 15 2019

BOARD OF PUBLIC UTILITIES  
TRENTON, NJ

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<b>In the Matter of the Petition of Pivotal Utility</b>	:	<b>BPU Docket No. GO18070682</b>
<b>Holdings, Inc. d/b/a Elizabethtown Gas for</b>	:	
<b>Authority to Extend the term of Energy Efficiency</b>	:	
<b>Programs and Approval of Associated Cost</b>	:	<b>STIPULATION</b>
<b>Recovery Mechanism</b>	:	
_____	:	
	x	

**APPEARANCES:**

**Kenneth T. Maloney, Esq.** (Cullen and Dykman LLP), Attorneys for the Petitioner, Elizabethtown Gas Company (formerly Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas)<sup>1</sup>  
**Deborah M. Franco**, Regulatory Affairs Counsel for Elizabethtown Gas Company

**Felicia Thomas-Friel, Esq.**, Managing Attorney – Gas, Division of Rate Counsel, **Brian Lipman**, Litigation Manager, **Sarah H. Steindel, Esq.**, **Kurt S. Lewandowski, Esq.**, Assistant Deputy Rate Counsels, Division of Rate Counsel (Stefanie A. Brand, Director, Division of Rate Counsel)

**Alex Moreau and Timothy Oberleiton**, Deputy Attorneys General, for the Staff of the New Jersey Board of Public Utilities (Gurbir S. Grewal, Attorney General of New Jersey)

**TO THE NEW JERSEY BOARD OF PUBLIC UTILITIES:**

1. Pursuant to the New Jersey Regional Greenhouse Gas Initiative (“RGGI”) legislation, an electric or natural gas utility can offer and invest in regulated energy efficiency and conservation programs within its service territory. *N.J.S.A. 48:3-98.1*. Furthermore, utilities are authorized to seek approval from the New Jersey Board of Public Utilities (“Board”) for recovery of costs related to such programs. *Id.*

<sup>1</sup> In an order June 22, 2018 issued in BPU Docket No. GM17121309, the Board approved, *inter alia*, the acquisition of Elizabethtown Gas, then a utility operating division of Pivotal Utility Holdings, Inc. by ETG Acquisition Corp., a wholly owned subsidiary of South Jersey Industries, Inc. The acquisition was consummated on July 1, 2018 and ETG Acquisition Corp. was renamed “Elizabethtown Gas Company.”

2. Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas, now Elizabethtown Gas Company ("Elizabethtown" or "Company") filed a petition dated June 29, 2018 ("Petition") in BPU Docket No. GO18070682 to extend the term of the energy-efficiency program ("EE Program") made available to Elizabethtown's customers pursuant to *N.J.S.A. 48:3-98.1* for a one-year period effective January 1, 2019. The individual programs that comprise Elizabethtown's existing EE Program, described more fully below, were first authorized by an August 3, 2009 Board Order ("August 3 Order") in Docket Nos. EO09010056 and GO09010060 *et al.*, which approved a Stipulation of Settlement ("Stipulation") among Elizabethtown, Board Staff and the New Jersey Division of Rate Counsel ("Rate Counsel"). In that Stipulation, the parties agreed to the implementation of the EE Program and the establishment of a surcharge to enable the Company to recover the costs associated with its EE Program. The Board subsequently authorized a number of extensions of Elizabethtown's EE Program in BPU Docket Nos. GO10070446, GO11070399, GO12100946, GO15050504 and GR16070618. The currently effective EE Program was authorized in GO15050504 and GR16070618 by BPU Order dated April 21, 2017 ("April 21 Order"). The individual programs that comprise Elizabethtown's EE Program approved by the April 21 Order and which Elizabethtown proposed to extend in the Petition include the (i) Residential Gas Heating Ventilation and Air Conditioning and Gas Hot Water Heater Incentive Program, (ii) Residential Home Energy Assessment Program, (iii) Residential Home Energy Report (Opower) Program, (iv) Residential Home Weatherization for Income Qualified Customers Program, and (v) Commercial Steam Trap Survey and Repair Program. Recovery of the costs necessary to deliver these programs, including grants, incentives, incremental operations and maintenance ("O&M") expenses and carrying costs would continue to be provided through Rider G to the Company's Tariff ("EEP Rider rate").

3. By Order dated August 29, 2018 ("August 29 Order"), the Board designated Commissioner Robert M. Gordon as the presiding officer who is authorized to rule on all motions and modify schedules. The August 29 Order further authorized Commissioner Gordon to render a decision on a stipulation to extend the 180-day review period applicable to these proceedings to the extent the stipulation is signed by all parties and it is limited to a single extension of the 180-day review period, with any further extension to be directed by the Board. The August 29 Order also directed that all motions to intervene, participate and appear *pro hac vice* be filed with the Board by September 21, 2018. On September 20, 2018, Public Service Electric and Gas Company ("PSE&G") moved to participate in this proceeding, which by letter dated October 25, 2018, Elizabethtown did not oppose. On October 4, 2018, the Parties executed a 180-Day Stipulation to extend the review period and the EE Programs approved by the April 21 Order and proposed to be extended in the Petition until February 28, 2019. The 180-Day Stipulation was approved on October 29, 2018 with an effective date of November 8, 2018.<sup>2</sup> In the same Order, the Board designated Commissioner Dianne Solomon as the presiding commissioner. By Order dated November 5, 2018, Commissioner Solomon approved a procedural schedule applicable to this proceeding and granted PSE&G participation status.

4. The parties to this proceeding are the Company, Board Staff and Rate Counsel (collectively "Parties"). Discovery was conducted in this proceeding and public hearings were held on October 22, 2018 in Flemington, New Jersey and October 24, 2018 in Union, New Jersey. No members of the public attended the public hearings.

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<sup>2</sup> As reflected in the approved 180-Day Stipulation, to fund program expenditures and O&M expenditures associated with the EE Program during the extension period, Elizabethtown will utilize (1) the \$405,955 projected to remain in ETG's EE Program budget as of December 31, 2018; and (2) additional funding of approximately \$136,899.

5. In a letter dated December 6, 2018, the Company requested that the procedural schedule in this case be suspended, including the deadline of December 7, 2018 for the filing of Intervenor/Rate Counsel testimony.

6. The Parties have engaged in settlement discussions and as a result of these efforts have reached this Stipulation.

### **STIPULATION**

Based upon and subject to the terms and conditions set forth herein, the Stipulating Parties agree as follows:

A. **Effective Date.** A Board Order approving this Stipulation will become effective upon the service of said Board Order, or upon such date after the service thereof as the Board may specify, in accordance with N.J.S.A. 48:2-40.

B. **Extension of EE Programs.** Elizabethtown is authorized to offer the individual EE Programs described in Appendix A through February 29, 2020 at a total budget of approximately \$3 million as set forth in Appendix B. Appendix A includes the following programs:

- (i) Residential Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program. As reflected in Appendix A, the water heating rebate for the Tankless, On Demand Water Heater and Tank, Power-Vented Water Heater is \$100. The efficiency standards for the equipment associated with all rebates offered under this program have been updated to align with the efficiency standards associated with the New Jersey Clean Energy Program ("NJCEP").
- (ii) Residential Home Energy Assessment Program;

- (iii) Residential Home Energy Report (Opower) Program;
- (iv) Residential Home Weatherization for Income Qualified Customers Program; and
- (v) Commercial Steam Trap Survey and Repair Program.

If and to the extent an extension of Elizabethtown's EE Programs is sought beyond February 29, 2020, the Company will solicit proposals from qualified vendors for work associated with the Residential Home Energy Assessment Program, Residential Home Energy Report (Opower) Program and the Commercial Steam Trap Survey and Repair Program.

**C. Cost Recovery Mechanism.** The Company will continue to recover EE Program costs through its existing EEP Rider G rate. The revenue requirement recovered through the EEP Rider rate will be calculated to include a return on program investments and a return of the Company's investments through amortization of the program costs, as well as associated carrying costs. The revenue requirement recovered through the EEP Rider rate for the programs and budget agreed to in this Stipulation will be calculated to include the following components:

- Return on the unamortized portion of the EE Program investments utilizing the after tax weighted average cost of capital ("WACC") of 6.063% established in the Company's most recent base rate case, adjusted for the Federal Income Tax change effective January 1, 2018, inclusive of a 9.60% return on equity, grossed up for a revenue expansion factor of 1.40828098 which consists of factors for state income taxes of 9%, federal income taxes of 21%, uncollectibles of 0.984% and Board/Rate Counsel assessments of 0.2421%. The unamortized portion of the EE Program investments are net of accumulated amortization and accumulated deferred income taxes associated with the EE Program investments. The Home Energy Report Program



will continue to be an EE program expenditure which will be capitalized upon which Elizabethtown will be able to earn a return at the after-tax WACC of 6.063%, inclusive of a 9.60% return on equity. The capitalization of the Home Energy Report Program and application of the WACC to Home Energy Report expenditures during the extension term does not provide precedential support for applying this treatment in future proceedings, nor does it affect the rights of any Party to take any position it deems appropriate in connection with this issue in future proceedings;

- The Company shall update the WACC applied to EE Program unamortized investments in future reconciliation proceedings to reflect any Board-approved WACC used to set rates in a subsequent Company base rate case. This Stipulation does not affect the rights of any Party to take any position it deems appropriate in connection with this issue in a future base rate case, reconciliation proceeding or otherwise. However, the Parties have agreed that any change in the WACC authorized by the Board in a subsequent base rate case and applied to EE Program unamortized investments in future reconciliation proceedings will be reflected in the subsequent monthly revenue requirement calculations. The Parties have further agreed that any change in the revenue requirement resulting from the change in the WACC will not be included in the monthly interest calculation for over- and under-recoveries until the date of the filed annual true up in which the WACC change is proposed and approved by the Board;
- Amortization expense calculated using a four-year amortization period;
- Prudent and reasonable O&M expenses, including customer education and outreach costs, and internal labor costs; the labor allocation will not include incentive

compensation costs; and

- Carrying costs on over- and under-recovery balances calculated in the manner set forth below.

A sample calculation of the EEP Rider rate as well as projected rates inclusive of the Extension Period costs are set forth in Appendix C that will be included in the Company's Annual Filings as discussed below.

As reflected on Appendix B, the budget reflects approximately \$272,000 in EE Program related labor costs. If and to the extent an extension of Elizabethtown's EE Programs is sought beyond February 29, 2020, the parties reserve their rights to examine the allocation of labor costs to the EE Program that are recoverable through the EE Rider rate. In any such filing, the Company will provide information to support the allocation of labor costs to the EE Program, including a list of the responsibilities performed by the employees whose costs are allocated to the EE Program and recovered through the EE Rider rate. The Parties expressly reserve their rights to argue their respective positions on the issue of allocation of labor costs to the EE Program and take any position they deem appropriate.

**D. Carrying Costs.** In calculating the monthly interest on net over-recoveries and under-recoveries, the interest rate shall be based upon the Company's interest rate obtained on its commercial paper and/or bank credit lines. If both commercial paper and bank credit lines have been utilized, the weighted average of both sources of capital shall be used. The Company shall accrue simple interest with an annual roll-in at the end of each 12-month period. The interest rate shall not exceed the Company's WACC as defined above. Interest shall be calculated based on the net-of-tax average monthly balance. The true-up calculation for over-recoveries and under-



recoveries will be included in the Company's Annual Filing as defined below.

E. **Rate Design.** Rate recovery through the EEP Rider rate will be effectuated through the assessment of a non-bypassable volumetric surcharge on all customer service classes, except customers exempt from such charges by law, or specifically and expressly exempted from such charges under special contracts previously filed with and approved by the Board. Any new or existing large volume customer who participates in any EE Program will be subject to the EEP Rider rate.

F. **Annual Filing.** As is currently the case, the Company will file an annual petition ("Annual Filing") to adjust its EEP Rider rate on an annual basis, with copies provided to Board Staff and Rate Counsel with a proposed implementation of the revised EEP Rider rate in October of each year. Each Annual Filing will contain a reconciliation of the projected EEP Rider rate costs and recoveries and actual revenue requirements. As is currently the case, Elizabethtown will provide separate information for each approved program and extension.

G. **Rate Impact.** There is no impact to the annual bill of a typical residential heating customer using 1,000 therms as a result of this Stipulation as there is no rate change being implemented in accordance herewith.

H. **Reporting.** The Company will provide monthly reports ("Monthly Activity Reports") to Board Staff and Rate Counsel on EE Program activity and estimated impacts for each calendar month from the Board's approval of the program through February 29, 2020, or such date as the Board approves for the end of the program. The Company will submit detailed data regarding the EE programs and expenses within thirty (30) days of the end of the calendar month covered by the report or consistent with the timing set by Board Staff. The Company will report, on a Quarterly basis: (i) the number of full-time equivalents that the Company hires to perform

work associated with EE programs; (ii) the number of full-time equivalents that entities under contract with the Company hire to perform work with the EE programs; (iii) the number of EE program participants; (iv) quarterly and cumulative EE program expenditures and commitments along with the originally projected expenditures in the Petition; and (v) quarterly and cumulative EE program energy savings (calculated based on actual participants and deemed savings) along with the originally projected savings in the Petition.

**I. Home Energy Report Reporting.** Specific to the Home Energy Report program, the Company will continue to report on a quarterly basis: (i) projected and actual participation rates; (ii) nature of behavioral changes; (iii) baseline and actual energy savings; and (iv) all other metrics collected from the control group.

**J. Assessment.** Elizabethtown will conduct a comprehensive assessment of this EE Program with the Board and Rate Counsel. This assessment will be completed by August 2019. This assessment will include, but not be limited to, the following items:

1. A Cost Benefit Analysis ("CBA"), reflective of actual costs, savings and customer participation. The CBAs shall be calculated in accordance with prevailing approved NJCEP protocols at the subprogram level and will include:
  - a. CBA ratios for the following tests:
    - (i) Participant Cost Test
    - (ii) Program Administrator Cost Test
    - (iii) Ratepayer Impact Measure Test
    - (iv) Total Resource Cost Test; and
    - (v) Societal Cost Test
  - b. Energy savings by fuel type
  - c. Monetary savings

d. Environmental savings

2. Summary CBAs will also be provided at the program and portfolio level;
3. The number of participants by sub program;
4. The budgeted dollars per sub program;
5. The actual dollars spent through June 2019 by type of expenditure:
  - a. Program expenditures; and
  - b. Administrative costs
6. The actual dollars committed through June 2019;
7. The original annual savings projections provided in the Petition by sub program;
8. The actual annual savings from program participants by sub program;
7. Recap of recent policy determinations or NJCEP program changes that are relevant by sub program;
8. Summary of insights and barriers identified to date for the subprograms;
9. Summary of relevant insights regarding the potential for joint/aligned utility efforts by sub program, including potential timing for advancements in this area; and
10. Description of how the program delivery and administrative mechanisms of those programs which are subsequently determined to be more appropriately delivered by NJCEP will be transitioned from Elizabethtown to NJCEP management.

Elizabethtown will provide this assessment to Staff and Rate Counsel once complete and discuss the results. Elizabethtown will endeavor to modify any future EE Program to comply with

the recently approved State legislation L. 2018, c. 21, changes in the NJCEP, or policy decisions made by the Board since the date of Board approval of this stipulation, or based on program results. In addition, Elizabethtown commits to share market insights from all subprograms in its EE Program with the BPU and other stakeholders as the State begins to address the legislative mandates for energy efficiency and renewable energy or as otherwise deemed appropriate by the Board.

Furthermore, to the extent feasible, in support of any future petition for an extension of the EE Programs, Elizabethtown will consider an evaluation, measurement & verification study to examine factors such as net-to-gross, free-ridership, spillover, and savings persistence.

**K. Transfer of Funds.** Based on market response, spending on the aggregate EE programs or any of the individual programs may be accelerated and completed sooner than the proposed period. To provide flexibility to changing market conditions and customer demand, the Parties agree that the Company may transfer EE program funds between its sub-program components to maximize energy savings subject to certain conditions. The Company shall file with the Board, with a copy to Board Staff and Rate Counsel, a description of its proposed transfer of funds, including the rationale for such transfer. The Company may implement the proposed transfer if no objections are received from Board Staff or Rate Counsel within thirty (30) days.

**L. Entirety Of Stipulation.** This Stipulation is intended to be accepted and approved in its entirety. In the event any particular aspect of this Stipulation is not accepted and approved in its entirety by the Board, then any Party aggrieved thereby shall not be bound to proceed with this Stipulation and shall have the right to litigate all issues addressed herein to a conclusion. More particularly, in the event this Stipulation is not adopted in its entirety by the Board in its Order in

this matter, then any Party hereto is free to pursue its then available legal remedies with respect to all issues addressed in this Stipulation, as though this Stipulation had not been signed.

M. **Binding Effect.** It is the intent of the Stipulating Parties that the provisions hereof be approved by the Board. The Stipulating Parties further agree that they consider this Stipulation to be binding on them for all purposes herein.

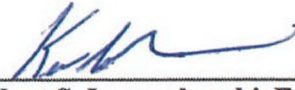
N. **General Reservation.** It is specifically understood and agreed that this Stipulation represents a negotiated agreement and, except as otherwise expressly provided for herein, is intended to be binding only in this proceeding and only as to the matters specifically addressed herein. Except as expressly provided herein, Elizabethtown, Board Staff, and Rate Counsel shall not be deemed to have approved, agreed to, or consented to any principle or methodology underlying or supposed to underlie any agreement provided herein, in total or by specific item, and is in no way binding upon them in any other proceeding, except to enforce the terms of this Stipulation.

WHEREFORE, the Parties hereto do respectfully submit this Stipulation and request that the Board issue a Decision and Order approving it in its entirety, in accordance with the terms hereof, as soon as reasonably possible.

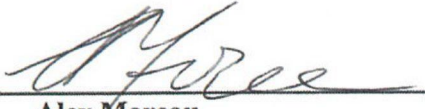
**ELIZABETHTOWN GAS COMPANY**

**STEFANIE A. BRAND,  
DIRECTOR, DIVISION OF  
RATE COUNSEL**

By:   
Deborah M. Franco  
Regulatory Affairs Counsel

By:   
Kurt S. Lewandowski, Esq.  
Assistant Deputy Rate Counsel

**GURBIR S. GREWAL  
ATTORNEY GENERAL OF NEW JERSEY  
Attorney for the Staff of the New Jersey Board of Public Utilities**

By:   
Alex Moreau  
Deputy Attorney General

**Dated: January 11, 2019**

**Description Of Program**

This program is designed to enhance the existing New Jersey Clean Energy Program ("NJCEP") gas HVAC and hot water heater incentive program by supplementing the incentives offered through NJCEP. The name of the NJCEP program being supplemented by this Elizabethtown Gas (ETG) Program is WARMADVANTAGE.

This program will be available to all residential customers as follows:

Customers will be informed via outreach opportunities of the energy efficiency offerings of both the NJCEP and ETG's Energy Efficiency Program.

If qualifying energy efficient units are installed, ETG will supplement the NJCEP incentive in an amount of \$250 for furnaces and \$300 for boilers.

ETG will supplement the NJCEP incentive in an amount \$100 for the installation of an energy efficient gas hot water heater, including power vented gas hot water heaters.

In no event will the combined NJCEP and ETG incentive exceed the total project cost.

The specific types of equipment that qualify for incentives under this program are as follows:

**Gas Fired Boilers**

Gas Boiler – Hydronic AFUE\* 90% or greater

**Gas Furnaces**

Tier 1 – AFUE 95% or greater

Tier 2 - AFUE 97% or greater

**Gas Water Heater**

Tankless (On Demand) - <2 gallons & UEF\*\* 0.81 or greater

Tank (Power Vented) - ≤55 gallons & UEF 0.64 or greater or >55 gallons, TE\*\*\* 0.90, & UEF 0.85 or greater

\*AFUE (Annual Fuel Utilization Efficiency)

\*\* UEF (Uniform energy Factor)

\*\*\*TE (Thermal Efficiency)

Only those customers who are in good standing and subject to the EEP surcharge are eligible to participate in and receive the incentives associated with this program.

The equipment standards reflected in this program description track the standards utilized by the NJCEP. To the extent these standards are modified by NJCEP during the term of the program, the ETG own equipment standard will reflect such modified standard.



**Summary of Program Description As Set Forth Above:**

		ETG Rebates	NJCEP Rebates	Total
<b>HEATING</b>	Furnace -- Tier 1 AFUE* 95% or greater	\$250	\$250	\$500
	Furnace -- Tier 2 AFUE 97% or greater	\$250	\$500	\$750
	Boiler -- Hydronic* AFUE 90% or greater <i>Steam boilers do not qualify for rebate</i>	\$300	\$300	\$600
<b>WATER HEATING</b>	Tankless, On-Demand Water Heater <2 gallons & UEF 0.81 or greater	\$100	\$300	\$400
	Tank, Power-Vented Water Heater ≤55 gallons & UEF 0.64 or greater or >55 gallons, TE 90% and UEF 0.85	\$100	\$300	\$400
<b>COMBINATIONS</b>	Furnace and Water Heater Combination			
	(1) Qualifying Tier 1 gas furnace and a qualifying water heater above	\$350	\$700	\$1,050
	(2) Qualifying Tier 2 gas furnace and a qualifying water heater above	\$350	\$950	\$1,300
	Boiler and Water Heater Combination Qualifying boiler (above) and water heater (above): • Integrated water heating and boiler unit (Combi Boilers) • OR a qualifying water heater • OR an indirect water heater attached to a qualifying boiler	\$400	\$700	\$1,100

The NJCEP incentives may be subject to change. The change in an NJCEP incentive level will not impact the ETG incentive level, but may impact the total grant amount.

Participation in this program does not require an energy audit, however ETG will refer participants to the ETG Home Energy Assessment Program and the NJCEP Home Performance with Energy Star ("HPwES") Program in order to promote a whole house solutions approach to energy efficiency.

Appendix A

<b>Delivery Method</b>
HVAC installation and/or quality control work will be performed by trained heating, home improvement and energy service providers, including contractors providing such services for the NJCEP.
<b>Estimated 12-Month Program Participants (March 1, 2019 - February 29, 2020)</b>
Total: 934 Participants
732 Participants (HVAC – Furnaces & Boilers); 61 Participants monthly 134 Participants (Hot Water Heaters); 11 Participants monthly 48 Participants (Boiler / Water Heater combination)/ 4 Participants monthly 12 Participants (Furnace / Water Heater combination) / 1 Participant monthly
<b>12-Month Budget Information (March 1, 2019 - February 29, 2020)</b>
Total Rebates: \$232,200 Averages \$19,350 per month
Total Rebate Processing: \$9,600 Averages \$800 per month

### Description Of Program

Elizabethtown Gas' Home Energy Assessment Program is available to all residential customers and provides a 75-minute home energy assessment, free direct installs and educational information on additional energy-saving measures and activities. A customized report provides details on specific measures the homeowner can take to reduce their energy consumption.

The incentive for this program covers 100% of the assessment fee. Although not mandatory, customers who apply for a rebate will be referred to this program as an additional incentive.

Direct install energy-saving measures and activities include:

- A programmable thermostat, if needed
- Programmable thermostat education
- Faucet aerators
- Low-flow shower heads
- Water heater pipe wrap insulation
- Water heater setback

The assessor will evaluate the age and functionality of gas-related energy consuming equipment within the home and provide the customer with details on eligible rebates the customer can receive as a result of upgrading their furnace, boiler or hot water heater. Rebates are available from both the NJ Clean Energy Warm Advantage Program and the Elizabethtown Gas Energy Efficiency Program.

If needed, assessors will recommend additional measures for air sealing & insulation. An implementation contractor will qualify a select group of contractors to provide air sealing and insulation services. These contractors will receive an incentive for which they can provide customers an "instant rebate" on the work completed. The on-site assessor will provide a listing of the pre-qualified contractors to the customer. Incentives include:

• Air Sealing	\$250-\$500/unit (average \$375/unit)
• Duct Sealing	\$350/unit
• Attic Insulation r5-r38	\$600/unit
• Attic Insulation r11-r38	\$520/unit
• Attic Insulation r19-r38	\$400/unit
• Attic Knee Wall Insulation	\$250/unit
• Wall Insulation	\$200/unit
• Basement Sidewall Insulation	\$300/unit

Assessors will focus on the "whole-house" approach and if needed, will recommend the NJCEP's Home Performance with Energy Star (HPwES) Program.

Elizabethtown Gas will contract with a third-party vendor to schedule and perform the home energy assessment and to provide quality assurance.

The Elizabethtown Gas Home Energy Assessment is similar to Home Energy Assessments offered by New Jersey Natural Gas and South Jersey Gas. Key differences include:

- Not required to receive a rebate – Required by NJNG and SJG

#### **Delivery Method**

Home Energy Assessment services is provided by a third party vendor . This includes the scheduling of appointments, answering of inquiries and quality control. Air sealing/insulation work will be performed by trained heating, home improvement and energy service providers, including contractors providing such services for the NJCEP.

#### **Estimated 12-Month Program Participants (March 1, 2019 – February 29, 2020)**

768 Home Energy Assessment Participants, 64 per month

60 Air Sealing & Insulation Participants, approximately 5 per month (8% take rate)

#### **12-Month Budget Information (March 1, 2019 – February 29, 2020)**

\$300,000 Total, \$25,000 per month

\$144,000 Total, \$12,000 per month – Administrative Fees

### Description Of Program

Elizabethtown Gas (ETG) will continue to partner with Opower to provide a sample population of residential customers with Home Energy Reports that compare energy usage against that of their neighbors. Home Energy Reports are user-friendly, detailed, and informative messages that provide personalized information to customers about their natural gas energy usage and easy to follow tips that can quickly lead to energy savings.

The Home Energy Reports have proven results in influencing customer behavior in the reduction of energy usage and is a means to leverage customer participation in other energy efficiency programs offered by both ETG and the New Jersey Clean Energy Program (NJCEP).

At the heart of each report is a "neighborhood comparison," or "similar homes comparison" that compares a participating customer's energy use against that of similar sized homes, so they have meaningful context regarding their overall energy consumption. Comparisons are based on "like" homes and excludes homes that are not the same home type, use a different heating fuel, are not of similar size, are far away, or are vacant. Customers in the test group are provided with an energy efficiency score that are calculated through comparisons with these neighbors.

Energy consumption is monitored for the test group and is measured against a control group who do not receive the reports. The use of test and control groups has proven to be highly successful Worldwide in reducing customer energy usage cost-effectively through information, education, and also by increasing customer participation rates in other energy efficiency programs.

Participating customers are also given the opportunity to access a customized portal, where they can change profile information, track energy usage, access tips, find out more about our other energy-saving programs and learn about rebate opportunities.

All ETG customers have access to and are encouraged to use an Online Home Energy Audit. This interactive tool provides suggestions on how to improve home energy usage. Customers enter specifics about their home and the tool determines where the most energy is being utilized and recommends ways to reduce energy usage.

In addition, a dedicated call center phone number is provided on all reports, where participating customers can ask questions or opt out of the program at any time.

Proven results for the Opower offering show a 60% participation lift in energy efficiency programs and a 5% increase in customer satisfaction. In addition, New Jersey Natural Gas has utilized Opower's offerings since 2010 claiming successful results and South Jersey Gas contracted and successfully launched this offering with Opower in 2015.

The Home Energy Reports and Online Energy Audits recommend other programs to customers such as the ETG Home Energy Assessment & the NJCEP Home Performance with Energy Star Program.

## Appendix A

### **Delivery Method**

The Home Energy Reports and Online Energy Audits are provided by Opower, a subsidiary of Oracle Corporation, who specializes in behavioral science, data analytics, and user-centric software design, currently working with over 100 utilities in nine countries.

### **Estimated 12-Month Program Participants (March 1, 2019 – February 29, 2020)**

155,000 Residential Customers in the Test Group / 25,000 Residential Customers in the Control Group

### **12-Month Budget Information (March 1, 2019 – February 29, 2020)**

#### **Program Costs:**

Total: \$720,000

### Description Of Program

This program is an energy saving and energy education program provided to those residential customers with low to moderate income who based on household salary, would not qualify for the Comfort Partners Program.

Participants of this program are provided with a free Home Energy Assessment, as well as energy-saving information and weatherization measures. A certified contractor will evaluate the home's energy efficiency, provide comprehensive, personalized information that educates customers on their energy usage and educates them on how to save energy daily. If eligible, participants will also be provided with systems testing and the direct install of energy-saving measures (determined on a home-specific basis) which can include:

- A programmable thermostat
- Programmable thermostat education
- Faucet aerators
- Low-flow shower heads
- Pipe wrap insulation
- Air sealing
- Insulation
- Efficient lighting products
- Heating/cooling equipment maintenance
- Combustion safety testing

**The maximum approved measures cannot exceed \$6000 per home.** *Note: Any exceptions made to rectify safety issues \*must\* have pre-approval from ETG Program Manager prior to completing the project.*

Comfort Partners qualification level includes household income that falls in the category of up to 225% over the Federal Income Poverty Level. The Home Weatherization for Income Qualified Customers Program qualification includes household income that falls in the category of over 225% up to 400% over the Federal Income Poverty Level for the number of family members living in the home. *The Federal Income Poverty Level is updated yearly and Elizabethtown Gas will update our requirements to show the appropriate income levels with each update.*

Gas appliance replacement will be provided to those participants who fail safety testing who are unable to purchase the replacement product on their own. Approved energy efficient gas appliances only will be installed by qualified technicians provided by the program.

#### Other requirements:

- The customer must also use the home as a primary residence and be the ratepayer of record with the electric or gas utility.
- The customer must be a Residential-Heat Elizabethtown Gas customer to qualify for this program.



## Appendix A

### **Delivery Method**

Elizabethtown Gas will continue to partner with Green Life Energy Solutions to provide this offering to the Company's qualified residential customers. Green Life Energy Solutions will provide all in-home work and will also provide income verification, set-up appointments, perform quality control and provide a phone contact for customer inquiries.

### **Estimated 12-Month Program Participants (March 1, 2019 – February 29, 2020)**

Total: 132  
(approximately 11 per month)

### **12-Month Budget Information (March 1, 2019 – February 29, 2020)**

Total Program Costs: \$792,000, approximately \$66,000 per month

Total Program Administrative Fees: \$79,200 approximately \$6,600 per month

#### Description Of Program

Steam trap surveys test and document the operational status of steam traps, utilizing both ultrasound and temperature differentials. In steam systems that have not been maintained for 3 to 5 years, between 15% to 30% of the installed steam traps fail allowing live steam to escape into the condensate return system. In systems with a regularly scheduled maintenance program, leaking traps should account for less than 5% of the trap population.

Customers eligible for this program are hospitals, municipalities and schools. The goal of this program is to incorporate a steam trap survey and repair cycle to hospitals, municipalities, and/or schools, who use steam heating to ensure their leaking traps account for no more than 5% of the total number of traps.

A goal of the program is to change the equipment maintenance behavior of hospitals, municipalities and schools such that these customers will continue with regular maintenance regardless of whether incentives are available. Toward this end, customers will be advised that regular maintenance has the potential to provide consistent therm savings and significantly reduce the cost for future repairs.

A surveyor completes a comprehensive survey and provides a detailed steam-trap functionality report. Survey documentation details a complete trap inventory including location, type, and application engineering. Survey reports also include a full economic analysis (return on investment) and recommendations for overall system improvements. The goal of the report is to document recommendations aimed at improving energy/emission losses, steam generation and distribution, engineering practices/correct applications, health and safety, and heat recovery/return of condensate.

Qualified and fully experienced technicians will repair or replace the defective steam traps as required. Since this program places the building on a yearly maintenance cycle, each year the building is surveyed and repairs are made. It is the cycle of maintenance that reduces the number of failing steam traps yearly, ensuring that ultimately no more than 5% of the trap population fail.

Incentives include:

- Incentive covers 50% of survey costs
- Incentive pays \$0.50 per therm saved up to 50% of the total service, repair or replacement costs

Incentives are paid for both the survey costs and total project costs once the project is completed.

*Note: The project must include a natural gas boiler system to be eligible for this project.*

Elizabethtown Gas will work with the company performing the surveys to identify and recommend hospitals, municipalities, schools, etc.

## Appendix A

### **Delivery Method**

Steam trap surveys and the repair/replacement of steam traps will be performed by American Plant Maintenance, Inc., an independent steam trap and repair company . Their independent gives them the ability to perform unbiased surveys and recommend the optimum solution for our customers regardless of the manufacturer.

### **Estimated 12-Month Program Participants (March 1, 2019 – February 29, 2020)**

Anticipating approximately 2 hospitals, 3 municipality buildings and 3 schools.

### **12-Month Budget Information (March 1, 2019 – February 29, 2020)**

Total: \$100,000

**ELIZABETHTOWN GAS COMPANY  
ENERGY EFFICIENCY PROGRAM ("EEP") ESTIMATED SPENDING BY PROGRAM**

<b>MAR 1, 2019 - FEB 29, 2020 ESTIMATE</b>		<b>Total Budget</b>
<b>O&amp;M EXPENDITURES</b>		
Labor	\$	272,122
Customer Education, Outreach	\$	96,000
Program Evaluation	\$	30,000
<b>TOTAL O&amp;M</b>	<b>\$</b>	<b>398,122</b>
<b>PROGRAM EXPENDITURES</b>		
<b>Residential Gas:</b>		
Rebates, Grants, Incentives	\$	232,200
Rebate Processing	\$	9,600
Home Energy Assessments	\$	300,000
HEA Administrative Fees	\$	144,000
Home Weatherization for Income Qualified	\$	792,000
HW for IQC Administrative Fees	\$	79,200
Home Energy Report - Opower	\$	720,000
	<b>\$</b>	<b>2,277,000</b>
<b>Commercial Gas:</b>		
Steam Trap Survey & Cleaning Pilot	\$	100,000
	<b>\$</b>	<b>100,000</b>
<b>Total Program Expenditures</b>	<b>\$</b>	<b>2,377,000</b>
<b>Total RGGI Expenditures</b>	<b>\$</b>	<b>2,775,122</b>

ELIZABETHTOWN GAS COMPANY ENERGY EFFICIENCY PROGRAM ("EEP") ESTIMATED SPENDING BY PROGRAM

Appendix B

MAR 1, 2019 - FEB 29, 2020 ESTIMATE	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Total Budget
<b>O&amp;M EXPENDITURES</b>													
Labor	\$ 22,070	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 22,732	\$ 272,122
Customer Education, Outreach	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 96,000
Program Evaluation	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000
<b>TOTAL O&amp;M</b>	<b>\$ 30,070</b>	<b>\$ 60,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 30,732</b>	<b>\$ 398,122</b>
<b>PROGRAM EXPENDITURES</b>													
<b>Residential Gas:</b>													
Rebates, Grants, Incentives	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 19,350	\$ 232,200
Rebate Processing	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 9,600
Home Energy Assessments	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 300,000
HEA Administrative Fees	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 144,000
Home Weatherization for Income Qualified	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 66,000	\$ 792,000
HW for IQC Administrative Fees	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 79,200
Home Energy Report - Opower	\$ -	\$ -	\$ 180,000	\$ -	\$ -	\$ 180,000	\$ -	\$ -	\$ 180,000	\$ -	\$ -	\$ 180,000	\$ 720,000
	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 309,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 309,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 309,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 309,750</b>	<b>\$ 2,277,000</b>
<b>Commercial Gas:</b>													
Steam Trap Survey & Cleaning Pilot	\$ -	\$ -	\$ 25,000	\$ -	\$ -	\$ 25,000	\$ -	\$ -	\$ 25,000	\$ -	\$ -	\$ 25,000	\$ 100,000
	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ 100,000</b>
<b>Total Program Expenditures</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 334,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 334,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 334,750</b>	<b>\$ 129,750</b>	<b>\$ 129,750</b>	<b>\$ 334,750</b>	<b>\$ 2,377,000</b>
<b>Total RGGI Expenditures</b>	<b>\$ 169,820</b>	<b>\$ 190,482</b>	<b>\$ 366,482</b>	<b>\$ 160,482</b>	<b>\$ 160,482</b>	<b>\$ 366,482</b>	<b>\$ 160,482</b>	<b>\$ 160,482</b>	<b>\$ 366,482</b>	<b>\$ 160,482</b>	<b>\$ 160,482</b>	<b>\$ 366,482</b>	<b>\$ 2,775,122</b>



PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS

ENERGY EFFICIENCY PROGRAM ("EEP")

CALCULATION OF THE EEP RATE  
October 1, 2018 through September 30, 2019  
RECOVERY YEAR - 2019

1	Prior Year Balance - (Sch. TK-2)	June 30, 2017			(\$314,764)
	<u>Actuals Through April, Projected Through June 30, 2018</u>				
2	Current Year O&M Costs (Sch. TK-2)				\$397,328
3	Current Year Revenue Requirements (Sch. TK-2)				\$592,760
4	Current Year Recovery Credits (Sch. TK-2)				\$311,286
5	Current Year Carrying Costs (Sch. TK-2)				<u>\$3,902</u>
6	Proforma Current Year TK-2 Ending Balance (Sum L1-L5)				\$990,512
7	<u>Projected Recoverables:</u>	June 30, 2019			
	- Revenue Requirements (Sch. TK-3)		\$1,145,697		
	- O&M Costs (Sch. TK-4)		<u>\$736,792</u>		<u>\$1,882,489</u>
8	Total Proposed Recoveries (L6+L7)				\$2,873,001
9	<u>12 Month Projected Normalized Sales and Services:</u>				
	- Residential and GLS		234,387,400		
	- Commercial		145,223,714		
	- Industrial		73,317,600		
	- NGV		97,998		
	- Cogeneration		0	453,026,712 therms	
10	EEP Rate, before taxes (L8/L9)				\$0.0063 /therm
11	Sales & Use Tax @	6.625%			<u>\$0.0004</u>
12	EEP Rate (L10+L11)				<u>\$0.0067 /therm</u>



**IN THE MATTER OF THE PETITION OF PIVOTAL UTILITY HOLDINGS, INC. D/B/A  
ELIZABETHTOWN GAS FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
PROGRAMS AND APPROVAL OF ASSOCIATED COST RECOVERY MECHANISM**

**BPU DOCKET NO. GO18070682**

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**IN THE MATTER OF THE PETITION OF PIVOTAL UTILITY HOLDINGS, INC. D/B/A  
ELIZABETHTOWN GAS FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
PROGRAMS AND APPROVAL OF ASSOCIATED COST RECOVERY MECHANISM**

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