

# WILENTZ

—ATTORNEYS AT LAW—

T. DAVID WAND, ESQ.

T: 732.855.6093  
F: 732.855.4793  
dwand@wilentz.com

90 Woodbridge Center Drive  
Suite 900 Box 10  
Woodbridge, NJ 07095-0958  
732.636.8000

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BOARD OF PUBLIC UTILITIES  
TRENTON, NJ

May 15, 2019

**Via Electronic and Overnight Delivery**

Aida Camacho-Welch, Secretary of the Board  
Board of Public Utilities  
44 South Clinton Avenue, 9th Floor  
Trenton, New Jersey 08625

**RE: I/M/O Petition Of Public Service Electric and Gas Company  
For Approval of its Clean Energy Future-Energy Efficiency ("CEF-EE")  
Program on a Regulated Basis  
BPU Docket Nos. GO18101112 & EO18101113**

Dear Secretary Camacho-Welch:

Please accept this letter brief in lieu of a more formal filing on behalf of Signify, formerly Philips Lighting North America Corporation, in support of the CEF-EE filing by Public Service Electric and Gas Company ("PSE&G"). Signify is a global market leader in the development, manufacture and sale of innovative, energy efficient lighting products, systems and services, and a champion energy efficiency initiatives and sustainability, as detailed in its statement at the New Jersey Board of Public Utilities' ("Board") evidentiary hearing on May 1, 2019, attached hereto as Exhibit A. Signify's U.S. operations, headquartered in New Jersey, became carbon neutral in September of 2018 and the Company's entire operation will be carbon neutral by 2020. More than 79% of the Company's revenues are derived from sustainable product sales, like LEDs.

Based on its experience creating and developing energy efficiency technologies and implementing energy efficiency goals, Signify is well-versed in the benefits that energy efficiency improvements can provide on an individual and aggregate level. Energy efficiency is regarded as an important utility system resource that can reduce greenhouse gases, save money for customers and generate new jobs.

Accordingly, we support the energy efficiency goals set by the New Jersey Legislature through the Clean Energy Act, L. 2018, c. 17, and the energy efficiency program proposed by PSE&G, which coincide with Signify's own commitment to sustainability. Signify made an additional commitment to promote energy efficiency at the COP 21 Paris Climate Accord Summit.

*Case signed by: W. Westland, Esq. R. Boylan, Esq. C. Vachon, Esq.  
A. Wood, Esq. S. Richardson, Esq. A. Mearns, Esq. S. Peterson*

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Wilentz, Goldman & Spitzer, P.A.

Woodbridge | Eatontown | New York | Philadelphia

www.wilentz.com

Signify committed to distribute 2 billion LED light bulbs within two years and the Company will likely meet its goal by the end of this year.

Nonetheless, opportunities for consumer utilization of energy efficiency technologies remain. For instance, less than 28% of the streetlights in the United States have been converted to energy efficient LEDs, and only 3% of those utilize connected light points, which would increase energy savings even further. PSE&G's program addresses this opportunity through a subprogram that would upgrade municipal streetlights to state-of-the-art LED lighting, which will reduce energy consumption by upwards of 70% when combined with control systems. Signify supports the goals of PSE&G's CEF-EE program and New Jersey's commitment to energy efficiency.

Lastly, as a New Jersey-based business and PSE&G customer, Signify supports PSE&G's efforts to make New Jersey a national leader in energy efficiency and considers the potential for participating customers to save billions of dollars to be an exciting prospect. Signify further applauds the CEF-EE program's commitment to help low income, small business and local government customers. Through these efforts, Signify is confident that PSE&G's CEF-EE proposal will meet customer needs, save energy, reduce greenhouse gases emissions, and foster a healthy environment for the State's residents and businesses.

Based on the foregoing, Signify recommends that the Board approve PSE&G's CEF-EE filing.

Respectfully submitted,

WILENTZ, GOLDMAN & SPITZER, P.A.  
A Professional Association  
Attorneys for Participant Signify

By: 

T. DAVID WAND

cc: Service List (via email)

## **Exhibit A**

**STATEMENT BY SIGNIFY**  
**PSE&G CLEAN ENERGY FUTURE-ENERGY EFFICIENCY PROGRAM**  
**MAY 1, 2019**

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Good morning. on behalf of Signify, formerly known as Philips Lighting, I appreciate the opportunity to provide comments about the Clean Energy Future-Energy Efficiency Program.

Signify employs 30,000 people in 70 countries, with its largest market being the US. Signify has manufacturing operations in several US locations and employs 3,000 people across the nation. Its US corporate headquarters is located in Somerset NJ and is home to more than 275 employees. Signify is proud to lead the lighting industry's transformation from conventional to connected lighting. The Company expects all of its LED products will be connectable by 2020.

As a global champion of sustainability, Signify's U.S. operations became carbon neutral in September of 2018; and the entire enterprise will be carbon neutral by 2020. More than 79% of the company's revenues are derived from sustainable product sales, like LEDs. To promote energy efficiency, Signify made an aggressive commitment at the COP 21 Paris Climate Accord Summit to distribute 2 billion LED light bulbs within two years. The company is more than half way to that goal and will meet its goal by the end of this year.

Signify partners with utility companies in all parts of the U.S. to support energy efficiency programs and initiatives and is pleased to be here today to support the energy efficiency program proposed by PSE&G. New Jersey, through Governor Murphy and the Board of Public Utilities, is "walking the talk" on energy efficiency as shown by the Legislature's passage of the Clean Energy Act. And, while much has been done, there is still more to do.

Today, energy efficiency is regarded as an important utility system resource that can reduce greenhouse gases, save money for customers and generate new jobs. What we have witnessed over the last few years, in response to both economic concerns and climate change, is an increasing number of policymakers supporting energy efficiency programs at unprecedented levels.

The American Council for an Energy Efficient Economy, conducts an annual survey to rank states on energy efficiency policies and programs. For the last several years, Massachusetts and California have been #1 and #2 on the scorecard. In its most recent report, New Jersey (18) was deemed the most improved moving up in the ranks by five slots. So, it is clear NJ is moving in the right direction but we know more can - and must - be done to keep New Jersey competitive. We applaud PSE&G's efforts to make New Jersey a national leader in energy efficiency.

As a PSE&G customer, Signify is excited about the prospect of the Clean Energy Future Energy Efficiency proposal saving participating customers billions of dollars. And, in reviewing PSE&G's energy efficiency plan, we support its commitment to help low income, small business and local government customers. Included in the proposal is a program to upgrade municipal streetlights from an old technology - high pressure sodium lamps - to state-of-the-art LED lighting, which - when coupled with control systems - will reduce energy consumption by 70% or more. This initiative will make New Jersey municipalities more sustainable while improving the quality of light and increasing public safety for its citizens.



While energy saving technologies, such as LED streetlights, are widely available, less than 28% of the streetlights in the United States have been converted to LED, and only 3% of those utilize connected light points, which would increase energy savings even further. Through the efforts of the State of New Jersey and PSE&G's energy efficiency proposal, we are confident PSE&G will meet the needs of customers, conserve energy, reduce greenhouse gases and create an environment where citizens and businesses can thrive and flourish.

Thank you for the opportunity to provide comments on behalf of Signify.