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VP, Rates, Regulatory & Sustainability

March 1, 2022

**VIA ELECTRONIC MAIL ONLY**

Aida Camacho-Welch, Secretary  
New Jersey Board of Public Utilities  
44 S. Clinton Avenue  
P.O. Box 350  
Trenton, NJ 08625  
[Board.secretary@bpu.nj.gov](mailto:Board.secretary@bpu.nj.gov)

**Re: Quarterly Progress Report of South Jersey Gas Company – 2<sup>nd</sup> Quarter Program  
Year 2022  
DOCKET NOS. QO19010040 & GO20090618**

Dear Secretary Camacho-Welch:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the second quarter ("Q2") of Program Year 2022<sup>1</sup> ("PY22") 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 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.

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<sup>1</sup> For the purposes of these quarterly reports, the numbering of the quarters align to these dates: **Q1** (7/1/21-9/30/21); **Q2** (10/1/21 - 12/31/21); **Q3** (1/1/22 - 3/31/22); **Q4** (4/1/22 - 6/30/22).

South Jersey Gas has been offering energy efficiency programs since 2009. SJG has a robust contractor network for HVAC and Home Performance with Energy Star programs. This enabled us to quickly transition to the new programs. SJG launched an Efficient Products marketplace in 2019 that provides low cost energy efficiency measures through an online platform. SJG has had a Behavioral program in place since 2015. This provides an opportunity to educate customers on their energy usage and share energy efficiency programs and tips to reduce consumption. SJG has previously offered a Moderate Income Weatherization program that provides an opportunity for income eligible customer to receive no-cost efficiency measures and upgrades.

SJG was approved to offer an On-Bill Repayment Program (OBRP) to make energy efficiency upgrades more accessible to residential, multi-family, and commercial customers. As part of the approval and to assist customers with the challenges of the ongoing pandemic and facilitate recovery, SJG offered deferred on-bill repayments for the first year of the program – July 1, 2021 through June 30, 2022. To date, 321 of residential customers have participated in OBRP.

SJG continued outreach to contractors during this quarter. Contractor training was held by the utility and their implementer on November 3<sup>rd</sup>, 2021 to refresh contractors on the Residential program offerings. The training focused on HVAC rebates, the on bill repayment program and income eligible weatherization program. The utilities established a recurring Home Performance contractor meeting which is designed to educate contractors, listen to their feedback, gain input and share best practices. Meetings were held on November 18, 2021 and November 29, 2021. Topics discussed included heat pumps, blower door, thermostats, and Snugg Pro. More meetings are planned for Q3. HVAC contractor meetings are scheduled to begin in Q3.

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

The BPU, Rate Counsel and the utilities worked to finalize Equity metrics for the quarterly report. While we were not able to complete the Equity metrics for this report, we look forward to providing metrics on the next report. This data will inform our overburdened community outreach strategy and drive participation.

SJG issued a Request for Proposal (RFP) for the Behavioral Program during this quarter. The incumbent, Uplight was awarded the bid. This allowed the customer home energy reports to continue without interruption.

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 have submitted a petition for consideration with a proposed solution for potential budget disparities. 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.

The utilities have submitted a petition for consideration with a proposed solutions for the budget disparities. The utilities worked to respond in a timely manner to all discovery requests.

SJG programs delivered 85,108 DTh of savings in the second quarter, or approximately 46% of the annual target.

### Residential Sector

- The Residential Sector has seen the strongest performance relative to targets so far. This is due to the established interest in similar programs from previous cycles. South Jersey Gas continues to see interest in our residential programs. This is due to our established network of participating contractors.
- 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 1,781 DTh in energy savings or approximately 27% of program's the PY22 target. The Home Performance with ENERGY STAR Program saw 104 projects completed.
- The Behavioral program reported 45,273 DTh in energy savings or approximately 71% of the program's PY22 target. The Behavioral Program had 182,454 customers in quarter's the treatment group.
- The Efficient Products program reported 37,982 DTh in energy savings or approximately 36% of the program's PY22 target.
  - The Marketplace Program had 4,258 participants in this quarter much of it due to Black Friday and Cyber Monday promotions.
  - The Appliance Rebates Program had 229 participants in this quarter.
    - SJG offers appliance rebates at 192 retail outlets including large and independent stores.
  - The HVAC Program had 760 participants in this quarter.
    - In this quarter, 6 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.
- The Quick Home Energy Check Up Program had 28 completed projects.
- While the Moderate Income Weatherization program did not have any projects completed during the reporting period, 5 audits were completed.

### Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.

- The Prescriptive and Customer Program had 2 participants in this quarter, with savings of 774 DTh.
- While the Small Business Direct Install Program did not have any projects completed during the reporting period, 8 audits were completed and 11 more are in progress.
- 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 start to ramp up.

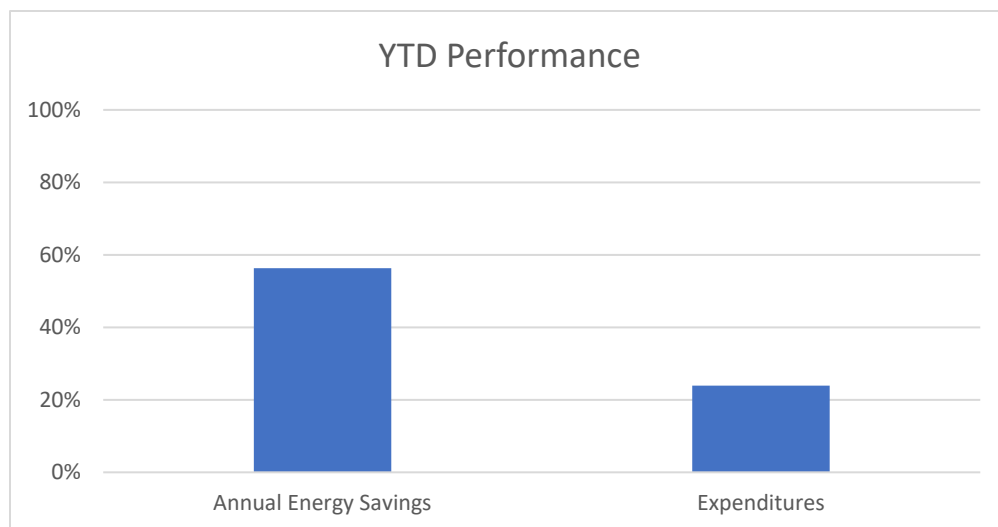
### Multi-Family Sector

- 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
- No projects were completed during Q2.

### 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 122 participants for this quarter resulting in 1,082 DTh annual savings. Year to date, Comfort Partners have had 214 participants and 2,270 DTh annual savings.

Figure 1 shows that year to date natural gas savings is 56% of the PY22 annual savings goal, and program year to date spending is 24% of the PY22 expenditure target.



*Figure 1: YTD performance of Annual Energy Savings and Budget*

**Table 1 – Quarterly Progress Table**

	Current Quarter Retail Savings <sup>1</sup>	YTD Retail Savings <sup>2</sup>	Current Quarter Wholesale Savings <sup>3</sup>	Energy Efficiency Baseline <sup>4</sup>	YTD Savings as Percent of Baseline	Annual Utility Retail Savings Target (DTh)	Percent of Annual Target Achieved
Annual Energy Savings (DTh)	85,882	107,981	87,128	In Progress	In Progress	195,943	55%
Lifetime Savings (DTh)	675,489	898,031	685,288				
Low/Moderate-Income Lifetime Savings (DTh) <sup>5</sup>	1,082	2,270	1,098				
Small Commercial Lifetime Savings (DTh) <sup>6</sup>	0	0	0				

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

<sup>2</sup> Encompasses all ex-ante savings for plan year, including prior period adjustments.

<sup>3</sup> Wholesale savings at the gross wholesale level include retail savings plus marginal line losses, using approved loss factor in utility’s tariff, per the Avoided Cost Methodology in the NJ Cost Test.

<sup>4</sup> In Progress, will be ready for the Q3 report.

<sup>5</sup> Low/Moderate-Income lifetime savings are the total of Comfort Partners, or any income-qualified Residential or Multifamily program.

<sup>6</sup> Small Commercial lifetime savings are Direct Install program savings and those from commercial and industrial (“C&I”) small business customers (<200 kW peak demand) in other programs.

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

Residential Programs had 187,833 participants and delivered 85,108 DTh of energy savings during the reporting period, amounting to 43% of the overall PY22 target. The savings were driven by the Efficient Products program and Home Performance with Energy Star program. The Efficient Products programs had 5,247 participants and delivered 37,982 DTh of energy savings. The Behavioral program had 182,454 participants and delivered 45,273 DTh of energy savings. The Commercial Programs had 2 participants and delivered 774 DTh of energy savings. To date, the utility administered programs delivered 107,981 DTh in savings or 55% of the PY22 annual target.

Expenditures during the quarter are approximately 17% of the budget for PY22 and were driven by Residential Programs. We expect expenditures to grow as Multi-Family, and more Commercial, projects begin to close. We are partnering with our implementation teams to develop marketing and outreach plans in order to connect customers with trade allies and present projects and establish a pipeline that will provide the participation needed to achieve our energy savings targets.

**Table 2 – Quarterly Sector-Level Participation**

Sector <sup>1</sup>	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	187,833	189,011	177,217	107%
Multi-Family	0	0	652	0%
C&I	2	2	858	0%
Reported Totals for Utility Administered Programs	187,835	189,013	178,727	106%
Comfort Partners <sup>2</sup>	122	214	5700	N/A
Utility Total	187,957	189,227	178,727	106%

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

<sup>2</sup> 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 costs and budget variances by sector. South Jersey Gas's expenses for this quarter were 17% of the PY22 budget.

**Table 3 – Quarterly Sector-Level Expenditures**

Expenditures <sup>1</sup>	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$5,162	\$7,202	\$29,187	25%
Multi-Family	\$102	\$205	\$1,212	17%
C&I	\$249	\$395	\$2,238	18%
Reported Totals for Utility Administered Programs	\$5,514	\$7,802	\$32,637	24%
Comfort Partners	\$766	\$1,390	\$3,333	N/A
Utility Total	\$6,280	\$9,192	\$32,637	28%

<sup>1</sup> 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 85,108 DTh of energy savings, or 46% of the PY22 annual target. As outreach efforts continue, we expect a ramp up in activity, and energy savings, for the Commercial and Multi-Family Sectors.

**Table 4 – Quarterly Sector-Level Annual Energy Savings**

Annual Energy Savings <sup>1</sup>	Current Quarter Retail (DTh)	YTD Retail (DTh)	Annual Target Retail (DTh)	Percent of Annual Target
Residential	85,108	107,207	184,301	58%
Multi-Family	0	0	1,801	0%
C&I	774	774	9,841	8%
Reported Totals for Utility Administered Programs	85,882	107,981	195,943	55%
Comfort Partners <sup>2</sup>	967	2,151	33,830	N/A
Utility Total	86,849	110,132	195,943	56%

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

<sup>2</sup> Comfort Partners Annual Target Retail Savings is a statewide target.

### **Portfolio Expenditures Breakdown**

Program expenditures reflect South Jersey Gas expenditures for the second quarter were 17% of the PY22 budget. Capital Costs in this quarter was driven by the construction of South Jersey Gas’s On-Bill Repayment Program system that will greatly enhance the customer experience of participants utilizing financing for energy efficiency projects.

**Table 5 – Quarterly costs and budget variances by category <sup>1</sup>**

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$76	\$76	\$610	12%
Utility Administration	\$212	\$309	\$1,079	29%
Marketing	\$148	\$216	\$738	29%
Outside Services	\$910	\$1,460	\$4,083	36%
Rebates <sup>2</sup>	\$1,511	\$1,988	\$10,997	18%
No- or Low-Interest Loans	\$2,419	\$3,507	\$13,712	26%
Evaluation, Measurement & Verification (“EM&V”)	\$196	\$201	\$1,115	18%
Inspections & Quality Control	\$46	\$46	\$303	15%
Utility EE/PDR Total	\$5,518	\$7,802	\$32,637	24%

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

<sup>2</sup> Rebates include rebates and other direct investments.

Equity Metrics

SJG continues to work with the Board staff on the development of Equity Metrics. Information is not available for this current reporting cycle, but key agreed-upon metrics are expected to be addressed in future reporting within this triennial.

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

Respectfully,



Deborah M. Franco

DMF/caj  
F109

cc: Brian Lipman  
Maura Caroselli  
Stacy Peterson  
Phillip Chao  
Maureen Minkel  
Peter Druckenmiller  
Michael Savacool



Appendix 1 – 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)
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
	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

**SIG Energy Efficiency and PDR Savings Summary**  
 South Jersey Gas Quarterly Report - Appendix 2A  
 For Period Ending PY22Q2

		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
		Current Quarter	Annual Forecasted Participation Number	Reported Participation Number YTD	YTD % of Annual Participants	Current Quarter (\$000)	Annual Forecasted Program Costs (\$000) <sup>2</sup>	Reported Program Costs YTD (\$000)	YTD % of Annual Budget	Current Quarter Annual Retail Energy Savings (DTh)	Annual Forecasted Retail Energy Savings (DTh)	Reported Retail Energy Savings YTD (DTh)	YTD % of Annual Energy Savings	Current Quarter Reported Wholesale Energy Savings (DTh)	Peak Demand Savings YTD (DT) <sup>4</sup>	Current Quarter Lifetime Retail Savings (DTh)
<b>Residential Programs</b>	<b>Sub Program or Category<sup>1</sup></b>															
Efficient Products*	HVAC	760		925		\$2,904		\$3,553		8,055		9,020		9,151	N/A	113,285
	Appliance Rebates	229		276		\$121		\$160		161		195		198	N/A	1,874
	Marketplace Efficient Products	4,258		5,165		\$603		\$718		29,766		36,000		36,522	N/A	338,457
	EE Giveaway Kits	0		0		\$0		\$0		0		0		0	N/A	0
	Subtotal Efficient Products	5,247	25,817	6,366	25%	\$3,628	\$20,073	\$4,431	22%	37,982	106,126	45,215	43%	45,871	N/A	453,615
Existing Homes	Home Performance with Energy Star*	104	200	162	81%	\$1,173	\$3,142	\$2,220	71%	1,781	6,598	3,351	51%	3,400	N/A	16,541
	Quick Home Energy Check-Up	28	850	28	3%	\$55	\$660	\$91	14%	72	2,403	72	3%	73	N/A	377
	Moderate Income Weatherization	0	350	0	0%	\$283	\$4,209	\$430	10%	0	5,754	0	0%	0	N/A	0
Behavioral	Behavioral	182,454	150,000	182,454	122%	\$23	\$1,103	\$29	3%	45,273	63,420	58,569	92%	59,419	N/A	191,861
<b>Total Residential</b>		<b>187,833</b>	<b>177,217</b>	<b>189,010</b>	<b>107%</b>	<b>\$5,162</b>	<b>\$29,187</b>	<b>\$7,202</b>	<b>25%</b>	<b>85,108</b>	<b>184,301</b>	<b>107,207</b>	<b>58%</b>	<b>108,762</b>	<b>N/A</b>	<b>662,394</b>
<b>Business Programs</b>	<b>Sub-Program</b>															
C&I Direct Install	Direct Install*	0	15	0	0%	\$127	\$1,357	\$194	14%	0	2,071	0	0%	0	N/A	0
	Prescriptive/Custom <sup>3</sup>	2	843	2	0%	\$84	\$881	\$119	14%	774	7,770	774	10%	785	N/A	13,095
	Energy Management	0	0	0	N/A	\$16	\$0	\$31	N/A	0	0	0	N/A	0	N/A	0
	Engineered Solutions	0	0	0	N/A	\$23	\$0	\$51	N/A	0	0	0	N/A	0	N/A	0
<b>Total Business</b>		<b>2</b>	<b>858</b>	<b>2</b>	<b>0%</b>	<b>\$249</b>	<b>\$2,238</b>	<b>\$395</b>	<b>18%</b>	<b>774</b>	<b>9,841</b>	<b>774</b>	<b>8%</b>	<b>785</b>	<b>N/A</b>	<b>13,095</b>
<b>Multifamily Programs</b>	<b>Sub-Program</b>															
Multifamily*	HPWES	0		0		\$5		\$18		0		0		0	N/A	0
	Direct Install	0		0		\$11		\$37		0		0		0	N/A	0
	Prescriptive/Custom*	0		0		\$0		\$0		0		0		0	N/A	0
	Engineered Solutions	0		0		\$86		\$150		0		0		0	N/A	0
	Subtotal Multifamily	0	652	0	0%	\$102	\$1,212	\$205	17%	0	1,801	0	0%	0	N/A	0
<b>Other Programs</b>																
Home Optimization & Peak Demand Reduction																
<b>Total Other</b>																
<b>Portfolio Total</b>		<b>187,835</b>	<b>178,727</b>	<b>189,012</b>	<b>106%</b>	<b>\$5,514</b>	<b>\$32,637</b>	<b>\$7,802</b>	<b>24%</b>	<b>85,882</b>	<b>195,943</b>	<b>107,981</b>	<b>55%</b>	<b>109,547</b>	<b>N/A</b>	<b>675,489</b>
<b>Supportive Costs Outside Portfolio</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 filings and may incorporate budget adjustments as provided for in the June 10, 2020 Board Order.

<sup>3</sup> Prescriptive/Custom Participation Number is reported on a Measure Level

<sup>4</sup> 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.

\* 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 Quarterly Report - Appendix 2B  
For Period Ending PY22Q2

		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	7	918	\$7	\$618	119	8,901
	Appliance Rebates	0	276	\$0	\$38	0	195
	Marketplace Efficient Products	0	5,165	\$0	\$497	0	36,000
	Efficient Products Kits	0	N/A	\$0	N/A	0	N/A
	Subtotal Efficient Products	7	6,359	\$7	\$1,153	119	45,096
Existing Homes	Home Performance with Energy Star <sup>1</sup>	0	162	\$0	\$796	0	3,351
	Quick Home Energy Check-Up	0	28	\$0	\$9	0	72
	Moderate Income Weatherization	0	N/A	\$0	N/A	0	N/A
Home Energy Education & Management	Behavioral	0	182,454	\$0	N/A	0	58,569
<b>Total Residential</b>		<b>7</b>	<b>189,003</b>	<b>\$7</b>	<b>\$1,958</b>	<b>119</b>	<b>107,087</b>
<b>Multifamily Programs</b>							
Multifamily	HPwES	0	0	\$0	\$0	0	0
	Direct Installation/MF QHEC	0	0	\$0	\$0	0	0
<b>Total Multifamily</b>		<b>0</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>0</b>	<b>0</b>
Home Optimization & Peak Demand Reduction							
<b>Total Other</b>		<b>0</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>0</b>	<b>0</b>
<b>Portfolio Total</b>		<b>7</b>	<b>189,003</b>	<b>\$7</b>	<b>\$1,958</b>	<b>119</b>	<b>107,087</b>
<b>Supportive Costs Outside Portfolio</b>							

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

# SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix 2C

For Period Ending PY22Q2 PYTD

		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 (\$)		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	0	N/A	\$0	N/A	0	N/A
Energy Solutions for Business	Prescriptive/Custom	0	2	\$0	\$24	0	774
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
<b>Total Business</b>		<b>0</b>	<b>2</b>	<b>\$0</b>	<b>\$24</b>	<b>0</b>	<b>774</b>
Multifamily	Prescriptive/Custom	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
<b>Other Programs</b>							
Home Optimization & Peak Demand Reduction							
<b>Total Other</b>		<b>0</b>	<b>0</b>	<b>\$0</b>	<b>\$0</b>	<b>0</b>	<b>0</b>
<b>Portfolio Total</b>		<b>0</b>	<b>2</b>	<b>\$0</b>	<b>\$24</b>	<b>0</b>	<b>774</b>
<b>Supportive Costs Outside Portfolio</b>							