

September 5, 2023

Sherri L. Golden  
Secretary of the Board

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Ms. Golden,

My name is Brian Broadley the owner and CEO of this family business that was founded in 1911. Our family tradition has, and always will be servicing our customers, and those who in the future will call upon us as a result of our over 120 year reputation, and the energy companies we have collaborated with for many decades.

It is our understanding that there is a strong possibility that there is a movement to cancel energy incentives issued by the energy companies, for the installation of high efficiency natural gas furnaces. Though we understand how important it is to recognize "Climate Change" and offer products that utilize high efficiency electric heating systems powered by "Clean Energy". Our Company offers and installs these types of products and is understanding that we want to do our best to protect our global environment.

However, much of our customer base is highly attached to utilizing natural gas heat, and over several years, has chosen very high efficiency natural gas HVAC equipment. They enjoy the warmth that these products produce, and though Cold Climate units have come a long way, many of our customers want to stay with products that they trust.

Without being able to apply for incentives for high efficiency heating and water systems, homeowners may actually turn to using traditional HVAC and water systems that have lower efficiencies and expel more carbon dioxide than high efficiency products. Many of our customers want to utilize modern high efficiency heating and water heating systems, but would not be able to afford modern natural gas heating and water heating system without a reasonable incentive.

With a ruling to prevent rebates for high efficiency rebates for HVAC and water heating units will definitely curtail the energy company's ability to meet their energy efficiency goals, and therefore will jeopardize their ability to offer energy efficiency programs in the future. Our company, our customers, and many other HVAC companies have worked with the utilities for many years and together have done well. The main reason is because the utilities are directly attached to their customers and want to the best they can for their ratepayers, contractors, and their regulated company.

Moreover; the natural gas utilities, especially South Jersey Industries, is highly committed to offering clean natural gas especially with the purchase of the company by the Infrastructure Investment Fund, a JP Morgan firm. The goals of this well known utility has already made great progress in meeting the energy efficiency goals through the process of creating "Renewable Energy" by working with dairy farms and taking the waste products from cattle and through the science of utilizing anaerobic digesters. If you look further into the South Jersey Industries website, you can see that the natural gas industry is committed to the goal of producing "Clean Energy".

Therefore, to make a decision to prohibit the sale and installation of high efficiency heating and water heating systems, given what is happening at rapid speed to meet the gas company's energy climate goals, would only put customers in a position to install products that they're not yet ready to install, or be able to purchase.

Furthermore; by gently pressuring customers to install solar panels to electrify their homes for heat pumps for HVAC and water heating systems, and other appliances, there is the risk that the homeowner will have too many solar panels installed. The problem with that can, and in some cases, some customers have already transmitted unused power back to the electric utility distribution system in areas where the power company can't handle the load. These are some of the things that should be considered before taking away high efficiency HVAC and water heating incentives.

Thank you for understanding our Company's position on this issue.

Sincerely,

A handwritten signature in blue ink, appearing to be "DJZ" or similar, with a long, sweeping underline.