



One South Jersey Plaza
Folsom, NJ 08037

T: (609) 694-9349

ddirocco@sjindustries.com

Dominick DiRocco, Esq.
VP, Rates and Regulatory Affairs

October 16, 2023

VIA ELECTRONIC MAIL ONLY

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

**Re: Annual Progress Report of Elizabethtown Gas Company – Program
Year 2023
DOCKET NOS. QO19010040 & GO20090619**

Dear Secretary Golden:

Pursuant to the Board’s current filing procedures, herein is the Annual Progress Report for Program Year 2023¹ (“PY23”) of Elizabethtown Gas (“ETG” 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:

For this reporting period, ETG continues to focus on implementing residential, multi-family and commercial programs and educating customers, contractors, and retailers on the portfolio of programs. ETG has also worked to identify, engage, and onboard new contractors through trainings.

¹ Program Year 2023 runs from July 1, 2022 through June 30, 2023.

On-Bill Repayment

ETG offers On-Bill Repayment for Energy Efficiency program financing. On-Bill Repayment is an easy way to facilitate repayment and offers an enhanced customer experience. The On-Bill Repayment offering has helped drive customer participation in the Residential sector and proven a useful tool for our contractors.

Statewide Coordinator System (SWC)

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 Elizabethtown Gas including those as the Lead Utility on behalf of a Partner Utility. Energy savings shown within this report only reflects savings for Elizabethtown Gas's primary fuel.

ETG programs delivered 199,777 DTh of savings in the second Program Year, or approximately 111% of the annual target.

Residential Sector

- Elizabethtown 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 908 DTh in energy savings or approximately 18% of the program's PY23 target. The Home Performance with ENERGY STAR Program saw 24 projects completed.
- The Behavioral program reported 85,349 DTh in energy savings or approximately 146% of the program's PY23 target. The Behavioral Program had 170,691 customers in PY23's treatment group.
- The Efficient Products program reported 90,001 DTh in energy savings or approximately 106% of the program's PY23 target.
 - The Marketplace Program saw 17,601 participants in PY23.
 - The Appliance Rebates Program saw 1,537 participants in PY23.
 - ETG offers appliance rebates at 78 retail outlets including large and independently-owned stores.

- The HVAC Program saw 1,071 participants in PY23.
 - In this Program Year, 57 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers and 50 participants were in an Overburdened Community.
- 306 EE Giveaway Kits were distributed through EmPowered Schools to students at schools located in ETG's service territory and another 25 Kits through the Mark Cuban Foundation – AI Bootcamp.
- The Quick Home Energy Check Up Program had 256 completed projects.
- The Moderate Income Weatherization Program had 179 completed projects.

Commercial Sector

- Elizabethtown Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- Small Business Direct Install Program had 9 projects completed and an additional 23 audits were completed during the Program Year contributing to a robust pipeline.
- Prescriptive and Custom Program had 8 completed projects in this Program Year.
- 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.
- This Program Year, the Commercial sector has reported 10,427 DTh in energy savings or approximately 50% of the sector's PY23 target.

Multi-Family Sector

- Elizabethtown Gas has contracted Honeywell as the implementation party for the Multi-Family Home Performance Program, and Multi-Family Direct Install Program.
- Elizabethtown 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 386 participants this quarter and a total of 617 participants in PY23.
- The Multi-Family: Home Performance with Energy Star program saw 352 participants during this Program Year.
- Year to date, the Multi-Family sector has reported 6,666 DTh in energy savings or approximately 173% of the sector's PY23 target.

Comfort Partners Summary

ETG continues to partner with the BPU and our utility partners to implement Comfort Partners and support our low income customers. Comfort Partners had 154 participants for this quarter and a total 457 participants in PY23 resulting in 3,370 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 Elizabethtown 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	32,818	975	N/A	33,793				
YTD	196,407	3,370	N/A	199,777	49,647,793	0.34%	168,802	118%

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 111% of the PY23 annual savings goal, and program year to date spending is 56% of the PY23 expenditure target.

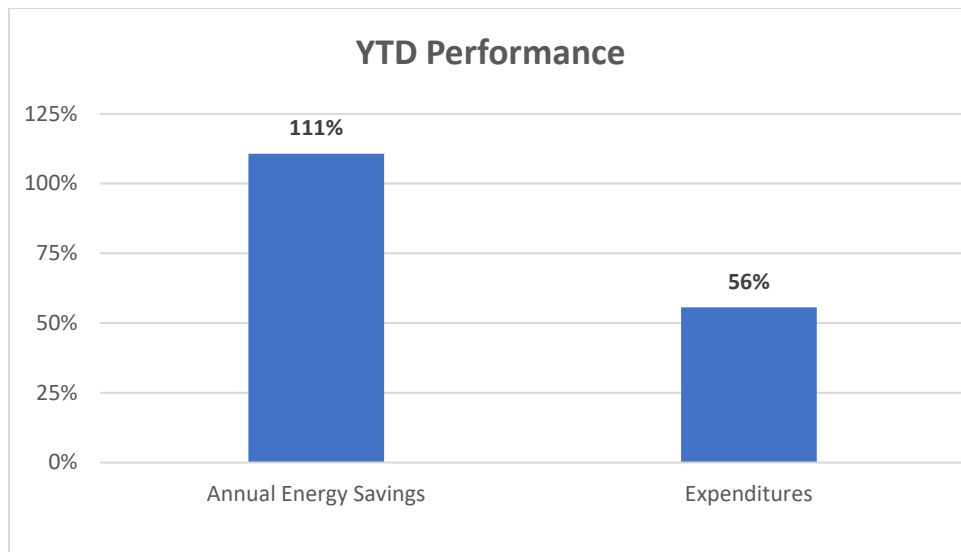


Figure 1: YTD performance of Annual Energy Savings and Budget

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 2,464 DTh in annual savings and 57,800 DTh in lifetime savings. In PY23, 10 Small Commercial projects were completed for 1,997 DTh in annual savings with the majority of the participants enrolling in the Small Business Direct Install Program.

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 ETG that were authorized or funded by or through a prior filing or authorization. As indicated on the table, ETG do not have any savings associated with any legacy energy efficiency programs to report on due to the completion of the programs prior to the start of the Program Year.

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)	32,818	975	N/A	33,793	196,407	3,370	N/A	199,777	180,426	111%
Lifetime Savings (Dth)	204,154	19,416	N/A	223,570	1,321,220	65,215	N/A	1,386,435	1,310,254	106%
Annual Demand Savings (Dth Peak Day)										
Low/Moderate-Income Lifetime Savings (Dth) ²	18,932	19,416	N/A	38,348	73,714	65,215	N/A	138,929		
Small Commercial Lifetime Savings (Dth) ³	12,888		N/A	12,888	27,762		N/A	27,762		
Net Present Value of Utility Cost Test Net Benefits (\$000)					\$292			\$292		

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 178,227 participants and delivered 155,620 DTh of energy savings during the Program Year, amounting to 99% of the overall PY23 target. The savings were

driven by the Efficient Products program especially the Marketplace Program and its smart thermostats sales delivering 70,408 DTh of energy savings. The Efficient Products programs had 20,540 participants and delivered 90,001 DTh of energy savings. The Behavioral program had 170,691 participants and delivered 85,349 DTh of energy savings. The Multi-Family Programs had 969 participants and delivered 6,666 DTh of energy savings. The C&I Programs has 17 participants and delivered 10,427 DTh of energy savings. To date, the utility administered programs delivered 196,407 DTh in savings or 109% of the PY23 annual target.

Expenditures during the quarter are approximately 13% 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 – Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	172,412	191,690	178,227	108%
Multi-Family	430	969	913	106%
C&I	6	17	1,398	1%
Reported Totals for Utility Administered Programs	172,848	192,676	180,538	107%
Comfort Partners ²	154	457	5,760	N/A
Utility Total	173,002	193,133	180,538	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 Elizabethtown Gas and the other investor-owned electric and gas utility companies.

Sector-Level Expenditures

The following table provides quarterly level expenditures by sector. Elizabethtown Gas’s expenses for this quarter were 13% of the PY23 budget.

Table 4 – Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$2,030	\$9,073	\$15,753	58%
Multi-Family	\$195	\$1,210	\$1,903	64%
C&I	\$560	\$1,727	\$3,913	44%
Reported Totals for Utility Administered Programs	\$2,785	\$12,010	\$21,569	56%
Comfort Partners ^{2 3}	\$826	\$2,642	\$3,791	70%

Utility Total	\$3,611	\$14,652	\$25,359	58%
---------------	---------	----------	----------	-----

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

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

³ On April 2023, the BPU approved to increase Elizabethtown Gas' Comfort Partners Budget from \$3,434,353 to \$3,790,632.

Sector-Level Energy Savings

The Residential Sector largely contributed to the energy savings in this year, reporting 179,315 DTh of energy savings, or 115% of the PY23 annual target. This is attributed to the strong 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 – 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	28,127	179,315	155,620	115%
Multi-Family	2,590	6,666	3,848	173%
C&I	2,101	10,427	20,958	50%
Reported Totals for Utility Administered Programs	32,818	196,407	180,426	109%
Comfort Partners ²	975	3,370	29,535	N/A
Utility Total	33,793	199,777	180,426	111%

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 Elizabethtown Gas expenditures for the fourth quarter as 13% of the PY23 budget.

Table 6 – Costs and Budget Variances by Category¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs ²	\$0	\$184	\$0	N/A
Utility Administration	\$198	\$901	\$957	94%
Marketing	\$64	\$298	\$527	57%
Outside Services	\$348	\$1,570	\$2,896	54%
Rebates ³	\$1,337	\$6,173	\$10,259	60%
No- or Low-Interest Loans	\$747	\$2,558	\$6,188	41%
Evaluation, Measurement & Verification (“EM&V”)	\$73	\$284	\$526	54%
Inspections & Quality Control	\$17	\$42	\$216	19%
Utility EE/PDR Total	\$2,785	\$12,010	\$21,569	56%

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

² Capital Costs for Elizabethtown Gas had approximately \$316,000 left over from PY22 Capital Cost 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. Elizabethtown 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 – Equity Performance

Territory-Level Benchmarks		Overburdened ¹	Non-Overburdened	%OBC ²
# of Household Accounts		42,911	236,301	15%
# of Business Accounts		3,837	18,997	17%
Total Annual Energy (DTh)		7,127,164	41,694,008	15%

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Overburdened ¹	Quarter Non-Overburdened	%OBC ²	YTD Overburdened	YTD Non-Overburdened	%OBC ²
Participation								
Residential - Efficient Products	HVAC	Core	5	273	2%	50	1,021	5%
	Appliance Rebates	Core	28	316	8%	98	1,439	6%
	Online Marketplace	Core	107	870	11%	1,805	15,796	10%
Residential - Existing Homes	Energy Efficient Kits	Core	1	12	8%	91	240	27%
	Home Performance with Energy Star	Core	0	3	0%	2	22	8%
	Quick Home Energy Check-Up	Additional	3	50	6%	15	241	6%
	Moderate Income Weatherization	Additional	9	44	17%	33	146	18%
Behavioral	Behavioral	Additional	31,735	138,956	19%	31,735	138,956	19%
C&I Direct Install	Direct Install	Core	1	2	33%	1	8	11%
Energy Solutions for Business	Prescriptive/Custom	Core	0	3	0%	0	8	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	1	0%	2	7	22%
	Multi-Family Direct Install	Core	2	384	1%	55	562	9%
	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 Participation			144	1,864	7%	2,104	19,103	10%
Total Additional Participation			31,747	139,050	19%	31,783	139,343	19%
Total Participation			31,891	140,914	18%	33,887	158,446	18%
Annual Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	105	4,231	2%	825	15,729	5%
	Appliance Rebates	Core	10	132	7%	40	591	6%
	Online Marketplace	Core	415	3,388	11%	7,218	63,190	10%
Residential - Existing Homes	Energy Efficient Kits	Core	3	39	8%	674	1,735	28%
	Home Performance with Energy Star	Core	0	167	0%	124	785	14%
	Quick Home Energy Check-Up	Additional	19	171	10%	46	548	8%
	Moderate Income Weatherization	Additional	48	551	8%	305	2,159	12%
Behavioral	Behavioral	Additional	2,549	16,299	14%	11,544	73,804	14%
C&I Direct Install	Direct Install	Core	89	810	10%	89	1,897	4%
Energy Solutions for Business	Prescriptive/Custom	Core	0	1,201	0%	0	8,440	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	347	0%	830	2,588	24%
	Multi-Family Direct Install	Core	9	2,234	0%	312	2,936	10%
	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			633	12,549	5%	10,112	97,890	9%
Total Additional Annual Energy Savings			2,617	17,020	13%	11,895	76,511	13%
Total Annual Energy Savings			3,250	29,569	10%	22,007	174,401	11%
Lifetime Energy Savings (DTh)								
Residential - Efficient Products	HVAC	Core	2,089	81,639	2%	15,809	301,121	5%
	Appliance Rebates	Core	122	1,545	7%	463	6,912	6%
	Online Marketplace	Core	3,130	25,623	11%	54,724	477,896	10%
Residential - Existing Homes	Energy Efficient Kits	Core	31	372	8%	6,625	17,034	28%
	Home Performance with Energy Star	Core	0	4,595	0%	2,810	18,182	13%
	Quick Home Energy Check-Up	Additional	192	1,711	10%	460	5,492	8%
	Moderate Income Weatherization	Additional	1,032	13,488	7%	6,734	51,066	12%
Behavioral	Behavioral	Additional	2,549	16,299	14%	11,544	73,804	14%
C&I Direct Install	Direct Install	Core	999	11,889	8%	999	26,540	4%
Energy Solutions for Business	Prescriptive/Custom	Core	0	8,518	0%	0	152,420	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	6,473	0%	18,803	56,462	25%
	Multi-Family Direct Install	Core	93	22,339	0%	3,116	29,356	10%
	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			6,463	162,991	4%	103,348	1,085,923	9%
Total Additional Lifetime Energy Savings			3,773	31,497	11%	18,739	130,363	13%
Total Lifetime Energy Savings			10,236	194,488	5%	122,087	1,216,286	9%

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.

Benefit-Cost Test Results

The below table evaluates the cost effectiveness of ETG's energy efficiency programs based on the performance during this reporting period against the forecasted estimates.

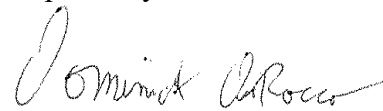
	Initial						Final					
	NJCT	PCT	PACT	RIMT	TRCT	SCT	NJCT	PCT	PACT	RIMT	TRCT	SCT
Behavioral	1.9	2.7	0.7	0.4	0.7	1.7	1.9	3.5	0.7	0.4	1.4	1.9
Efficient Products	2.2	3.1	0.9	0.5	0.7	5.1	1.2	1.8	0.6	0.4	0.7	1.8
Existing Homes	1.3	2.4	0.5	0.4	0.5	2.1	1.1	2.1	0.5	0.2	0.6	1.7
Multi-Family	2.1	2.7	1.0	0.7	0.9	4.4	0.9	3.6	0.1	0.1	0.5	1.2
Energy Solutions for Business	4.4	3.9	3.3	1.9	2.4	7.3	8.8	7.5	7.3	2.2	5.3	16.1
C&I Direct Install	3.7	5.0	1.5	0.9	1.8	7.5	3.6	15.7	0.3	0.3	2.1	4.5
Portfolio	2.2	3.1	1.0	0.7	0.9	4.2	1.5	2.4	1.0	0.4	0.9	2.8

Conclusion

As discussed in this report, ETG is focused on continuing to establish a contractor network, particularly in the HVAC and Home Performance with Energy Star programs. ETG looks forward to continued collaboration with Board Staff, Rate Counsel, and other stakeholders in achieving the State's aggressive energy savings goals.

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

Respectfully,



Dominick DiRocco

DD/caj

cc: Brian Lipman
Maura Caroselli
Mamie Purnell
Carlena Morrison
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

Energy Efficiency and PDR Savings Summary

Elizabethtown Gas Annual Report - Appendix B

For Period Ending PY23Q4

		Participation				Actual Expenditures			
		A	B	C	D=C/B	E	F	G	H=G/F
		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	Sub Program or Category¹								
Efficient Products*	HVAC	278		1,071		\$1,043		\$3,492	
	Appliance Rebates	344		1,537		\$76		\$341	
	Marketplace Efficient Products	977		17,601		\$123		\$1,940	
	EE Giveaway Kits	13		331		\$0		\$9	
	Subtotal Efficient Products	1,612	21,627	20,540	95%	\$1,242	\$8,347	\$5,782	69%
Existing Homes	Home Performance with Energy Star*	3	150	24	16%	\$105	\$2,652	\$705	27%
	Quick Home Energy Check-Up	53	1,200	256	21%	\$49	\$869	\$207	24%
	Moderate Income Weatherization	53	250	179	72%	\$392	\$2,805	\$1,428	51%
Behavioral	Behavioral	170,691	155,000	170,691	110%	\$241	\$1,080	\$952	88%
Total Residential		172,412	178,227	191,690	108%	\$2,030	\$15,753	\$9,073	58%
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	3	25	9	36%	\$424	\$2,117	\$1,108	52%
Energy Solutions for Business	Prescriptive/Custom* ³	3	1,372	8	1%	\$113	\$1,674	\$521	31%
	Energy Management	0	1	0	0	\$8	\$122	\$35	28%
	Engineered Solutions	0	0	0	N/A	\$14	\$0	\$63	N/A
Total Business		6	1,398	17	1%	\$560	\$3,913	\$1,727	44%
Multi-Family*	HPwES	44		352		\$83		\$859	
	Direct Install	386		617		\$60		\$126	
	Prescriptive/Custom*	0		0		\$1		\$3	
	Engineered Solutions	0		0		\$51		\$221	
	Subtotal Multi-Family	430	913	969	106%	\$195	\$1,903	\$1,210	64%
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Supportive Costs Outside Portfolio									
Portfolio Total		172,848	180,538	192,676	107%	\$2,785	\$21,569	\$12,010	56%

Energy Efficiency and PDR Savings Summary

Elizabethtown Gas Annual Report - Appendix B

For Period Ending PY23Q4

		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 (DT) ⁴	YTD Lifetime Retail Savings (DT) ⁴
Residential Programs	Sub Program or Category¹								
Efficient Products*	HVAC	4,336		16,553		16,794		83,727	316,930
	Appliance Rebates	142		630		639		1,667	7,375
	Marketplace Efficient Products	3,803		70,408		71,429		28,753	532,620
	EE Giveaway Kits	42		2,409		2,444		403	23,659
	Subtotal Efficient Products	8,323	84,853	90,001	106%	91,306	N/A	114,550	880,584
Existing Homes	Home Performance with Energy Star*	167	4,949	908	18%	922		4,595	20,992
	Quick Home Energy Check-Up	190	3,392	594	17%	602		1,903	5,953
	Moderate Income Weatherization	599	4,110	2,464	60%	2,499		14,520	57,800
Behavioral	Behavioral	18,848	58,317	85,349	146%	86,587		18,848	85,349
Total Residential		28,127	155,620	179,315	115%	181,916	N/A	154,415	1,050,677
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	899	3,452	1,986	58%	2,015		12,888	27,538
Energy Solutions for Business	Prescriptive/Custom* ²	1,201	17,264	8,440	49%	8,563		8,518	152,420
	Energy Management	0	242	0	0%	0		0	0
	Engineered Solutions	0	0	0	N/A	0		0	0
Total Business		2,101	20,958	10,427	50%	10,578	N/A	21,405	179,958
Multi-Family*	HPwES	347		3,418		3,468		5,902	58,113
	Direct Install	2,243		3,248		3,295		22,431	32,472
	Prescriptive/Custom*	0		0		0		0	0
	Engineered Solutions	0		0		0		0	0
	Subtotal Multi-Family	2,590	3,848	6,666	173%	6,763	N/A	28,334	90,585
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Supportive Costs Outside Portfolio									
Portfolio Total		32,818	180,426	196,407	109%	199,257	N/A	204,154	1,321,220

Energy Efficiency and PDR Savings Summary

Elizabethtown Gas Annual Report - Appendix C

For Period Ending PY23Q4

		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	57	1,014	\$184	\$2,721	831	15,722
	Appliance Rebates	0	1,537	\$0	\$209	0	630
	Marketplace Efficient Products	0	17,601	\$0	\$1,689	0	70,408
	Efficient Products Kits	0	331	\$0	\$9	0	2,409
	Subtotal Efficient Products	57	20,483	\$184	\$4,628	831	89,169
Existing Homes	Home Performance with Energy Star ¹	0	24	\$0	\$378	0	908
	Quick Home Energy Check-Up	0	256	\$0	\$69	0	594
	Moderate Income Weatherization	179	0	\$1,032	\$0	2,464	0
Behavioral	Behavioral	0	170,691	\$0	\$879	0	85,349
Total Residential		236	191,454	\$1,216	\$5,955	3,295	176,020
 							
Multi-Family	HPwES	0	352	\$0	\$752	0	3,418
	Direct Installation/MF QHEC	0	617	\$0	\$78	0	3,248
Total Multifamily		0	969	\$0	\$830	0	6,666
Home Optimization & Peak Demand Reduction							
Total Other		0	0	\$0	\$0	0	0
 							
Portfolio Total		236	192,423	\$1,216	\$6,785	3,295	182,686
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

Elizabethtown Gas Annual Report - Appendix D

For Period Ending PY23Q4

		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	9	N/A	\$605	N/A	1,986	N/A
Energy Solutions for Business	Prescriptive/Custom	1	7	\$1	\$125	11	8,429
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Business		10	7	\$606	\$125	1,997	8,429
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		10	7	\$606	\$125	1,997	8,429
Supportive Costs Outside Portfolio							

**Appendix E Annual Report Baseline Calculation
For Period Ending PY23Q4**

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)
Elizabethtown Gas	2019	7/1/18 - 6/30/19	514,447,498	40,069	514,407,429							
	2020	7/1/19 - 6/30/20	485,443,069	75,903	485,367,166							
	2021	7/1/20 - 6/30/21	501,043,439	-2,442	501,045,881							
	2022	7/1/21 - 6/30/22	503,022,491	880	503,021,611	496,478,219	0.50%	2,482,391	0.16%	794,365	0.34%	1,688,026

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 and Cogeneration. Negative values in year 2021 reflect billing adjustments.

Appendix F – Energy Savings with FY2022 TRM Addendum

For compliance purposes throughout the first triennium, the utilities calculate program savings (collectively, "Primary Metrics") based on a mix of protocols from the FY20 NJCEP Protocols, FY21 NJCEP Protocols Addendum, and TRMs from other states when no applicable NJ-specific measure calculation is available. This mix of protocols is cataloged in the Joint Utility Coordinated Measures List. The EM&V Working Group created the 2022 TRM Addendum to address key non-NJ specific and dated assumptions in the Coordinated Measures List. Program Energy Savings Metrics calculated with the 2022 TRM Addendum are called the "Secondary Metrics". The Secondary Metric values are informational for stakeholders to assess program performance under a more current and NJ-specific measure calculation approach and to inform future program design.

Table F-1 – Sector-Level Energy Savings: Primary Metrics from 2020/21 TRM

Annual Energy Savings ¹	Annual Retail (Dth)	Annual Target Retail Savings (Dth)	Percent of Annual Target
Residential	179,315	155,620	115%
Multi-Family	6,666	3,848	173%
C&I	10,427	20,958	50%
Reported Totals for Utility Administered Programs	196,408	180,426	109%

Table F-2 – Sector-Level Energy Savings: Secondary Metrics from 2022 TRM Addendum

Annual Energy Savings ¹	Annual Retail (Dth)	Annual Target Retail Savings (Dth)	Percent of Annual Target
Residential	175,383	155,620	113%
Multi-Family	4,786	3,848	124%
C&I	10,532	20,958	50%
Reported Totals for Utility Administered Programs	190,701	180,426	106%

¹ Annual energy savings represent the total expected annual savings from all energy efficiency measures within each sector, and not only those measures affected by the FY2022 TRM Addendum.

	Primary Metrics - 2020/21 TRM	Secondary Metrics - 2022 TRM
Annual Savings	196,408	190,701
Lifetime Savings	1,321,220	1,273,463

Figure A-1 - Program Year [2022] Portfolio-Level Annual Energy Savings – Primary vs. Secondary Metrics

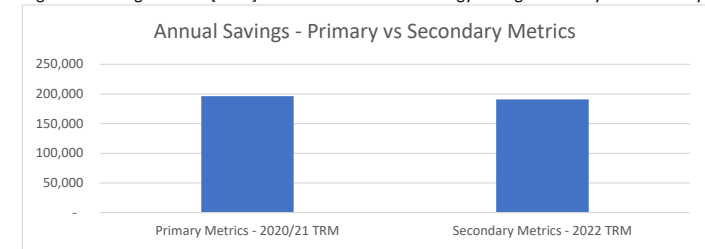
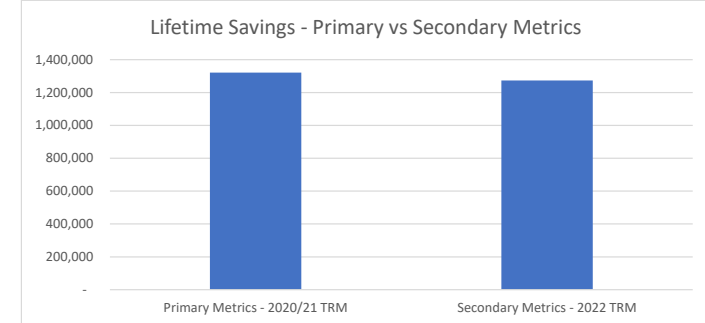


Figure A-2 - Program Year [2022] Portfolio-Level Lifetime Energy Savings – Primary vs Secondary Metrics



Appendix G - Ex-ante Energy Savings held by ETG for Transfer

The following data are presented to provide Board Staff visibility into the full picture of statewide annual ex-ante energy projects in progress, with these energy savings being excluded from data presented in the body of the report. These data are based upon coordinated program projects completed by a lead utility and awaiting transfer to a partner utility. The data presented are estimates and are subject to change during transfer to and verification by partner utilities. Transferred savings and associated costs will be included in partner utility results once allocated by the Statewide Coordination platform.

Estimated Annual Energy Savings Held by ETG	
Program	MWh held for transfer
Efficient Products	2,713
Existing Homes	89
C&I Direct Install	56
Energy Solutions for Business	0
Multi-Family	6
Total	2,864

Appendix H - Cost Effectiveness Test Details

	Residential (\$)	C&I (\$)	Multi-Family (\$)	Other (Portfolio Admin Costs) (\$)	Total Portfolio (\$)
Total Resource Cost Test (TRC)					
1 Lifetime Avoided Electric Supply Costs	\$ 82,069	\$ 391,845	\$ 3,805	\$ -	\$ 477,719
2 Lifetime Avoided Electric Capacity Costs	\$ 12,621	\$ 67,140	\$ 658	\$ -	\$ 80,419
3 Lifetime Avoided Natural Gas Supply Costs	\$ 3,229,917	\$ 222,144	\$ 58,327	\$ -	\$ 3,510,388
4 Lifetime Merit Order (DRIPE) Benefits	\$ 81,688	\$ 400,811	\$ 3,686	\$ -	\$ 486,185
5 Lifetime REC Avoided Purchases	\$ 35,248	\$ 142,174	\$ 1,374	\$ -	\$ 178,795
6 Lifetime Wholesale Volatility Value	\$ 332,461	\$ 68,113	\$ 6,279	\$ -	\$ 406,853
7 Lifetime Avoided Replacement	\$ -	\$ -	\$ -	\$ -	\$ -
8 Lifetime Avoided T&D Costs	\$ 3,499,686	\$ 545,725	\$ 43,505	\$ -	\$ 4,088,916
Total Benefit = 1+2+3+4+5+6+7+8	\$ 7,273,689	\$ 1,837,953	\$ 117,634	\$ -	\$ 9,229,276
9 Lifetime Participant Costs	\$ 1,922,650	\$ (332,446)	\$ (360,759)	\$ -	\$ 1,229,445
10 Lifetime Administration Costs	\$ 2,777,489	\$ 163,946	\$ 43,333	\$ -	\$ 2,984,769
11 Lifetime Program Investment Costs	\$ 4,363,524	\$ 609,363	\$ 554,242	\$ -	\$ 5,527,129
Total Costs (9+10+11)	\$ 9,063,664	\$ 440,863	\$ 236,816	\$ -	\$ 9,741,343
Benefit Cost Ratio = (1+2+3+4+5+6+7+8)/(9+10+11)	0.8	4.2	0.5	\$ -	0.9
Participant Cost Test (PCT)					
12 Lifetime Participant Benefits	\$ 8,350,323	\$ 1,946,379	\$ 135,798	\$ -	\$ 10,432,500
13 Lifetime Repayment Benefits	\$ 391,980	\$ 6,883	\$ 26,960	\$ -	\$ 425,822
Benefit Cost Ratio = (11+12+13)/9	2.1	9.3	3.7	\$ -	2.4
Program Administrator Cost Test (PAC)					
Benefit Cost Ratio = (1+2+3+4+5+6+7+8)/(10+11+13)	1.0	2.4	0.2	\$ -	1.0
Ratepayer Impact Measure Test (RIM)					
14 Lifetime utility Revenue Gained	\$ -	\$ -	\$ -	\$ -	\$ -
15 Lifetime Utility Cost	\$ 3,499,686	\$ 545,725	\$ 43,505	\$ -	\$ 4,088,916
Benefit Cost ratio = (1+2+3+4+5+6+7+8+14)/(10+11+13+15)	0.3	1.1	0.1	\$ -	0.4
Societal Cost Test (SC)					
16 Lifetime Avoided Electric Supply Costs	\$ 109,059	\$ 524,633	\$ 5,041	\$ -	\$ 638,733
17 Lifetime Avoided Electric Capacity Costs	\$ 17,875	\$ 95,330	\$ 1,052	\$ -	\$ 114,258
18 Lifetime Avoided Natural Gas Supply Costs	\$ 4,070,721	\$ 302,203	\$ 81,215	\$ -	\$ 4,454,139
19 Lifetime (DRIPE) Energy Benefits	\$ 111,488	\$ 552,138	\$ 5,420	\$ -	\$ 669,046
20 Natural Gas Demand Reduction Induced Price Effects (DRIPE) ¹	\$ -	\$ 1	\$ 2	\$ 3	\$ 4
21 Avoided RPS REC Purchase Costs	\$ 45,285	\$ 187,858	\$ 1,776	\$ -	\$ 234,919
22 Avoided Wholesale Volatility Costs	\$ 419,765	\$ 92,217	\$ 8,731	\$ -	\$ 520,713
23 Lifetime Avoided Wholesale T&D Costs	\$ 42,583	\$ 269,463	\$ 3,004	\$ -	\$ 315,050
24 Lifetime Emission Savings	\$ 3,757,460	\$ 1,147,990	\$ 83,139	\$ -	\$ 4,988,590
25 Avoided SO ₂ + NO _x Emissions Damages ²	\$ -	\$ 1	\$ 2	\$ 3	\$ 4
26 Job and Energy Savings Economic Value-Added Multiplier Benefits	\$ 14,138,415	\$ 2,527,610	\$ 225,898	\$ -	\$ 16,891,923
Total Benefit = (16+17+18+19+20+21+22+23+24+25+26)	\$ 22,712,652	\$ 5,699,444	\$ 415,281	\$ 6	\$ 28,827,378
27 Lifetime Participant Costs	\$ 6,629,923	\$ 292,615	\$ 208,993	\$ -	\$ 7,131,531
28 Lifetime Administration Costs	\$ 2,932,899	\$ 173,119	\$ 45,758	\$ -	\$ 3,151,776
Total Costs = (27+28)	\$ 9,562,822	\$ 465,735	\$ 254,750	\$ -	\$ 10,283,307
Benefit Cost Ratio = (16+17+18+19+20+21+22+23+24+25+26)/(27+28)	2.4	12.2	1.6	\$ -	2.8
New Jersey Cost Test (NJCT)					
29 Lifetime Merit Order (DRIPE) Capacity Benefits	\$ 111,198	\$ 552,084	\$ 5,392	\$ -	\$ 668,675
30 Lifetime Avoided Ancillary Services Costs ³	\$ -	\$ 1	\$ 2	\$ 3	\$ 4
31 Lifetime Avoided T&D Costs	\$ 4,413,409	\$ 999,537	\$ 62,536	\$ -	\$ 5,475,482
32 Lifetime Non Energy Benefits	\$ 436,113	\$ 123,689	\$ 7,762	\$ -	\$ 567,564
33 Lifetime Avoided Emissions Damages	\$ 2,899,142	\$ 633,574	\$ 62,986	\$ -	\$ 3,595,702
34 Low-Income Adder	\$ 65,050	\$ -	\$ -	\$ -	\$ 65,050
Total Benefit = 16+17+18+29+30+31+32+33+34	\$ 12,122,567	\$ 3,231,051	\$ 225,988	\$ 3	\$ 15,579,607
Benefit Cost Ratio = (116+17+18+29+30+31+32+33+34)/(27+28)	1.3	6.9	0.9	\$ -	1.5

¹ Included in item 19

² Included in item 24

³ Included in item 16

Appendix I – Program Changes

Program	Summary of Program Changes
Efficient Products	1) Expanded our third-party trade ally network 2) Implemented Spanish-language customer care call center on the Elizabethtown Gas Marketplace
Existing Homes	1) Expanded both our direct subcontractor network and our third-party trade ally network 2) Added new technologies to the Quick Home Energy Check-Up program to address savings opportunities and support improved savings
Multi-Family	N/A
C&I Direct Install	N/A
Energy Solutions for Business	N/A
Behavioral	1) Launched Spanish-language Instant Home Energy Analysis online audit tool