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November 29, 2023

VIA ELECTRONIC MAIL ONLY

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

**Re: Quarterly Progress Report of South Jersey Gas Company – 1st Quarter Program
Year 2024
DOCKET NOS. QO19010040 & GO20090618**

Dear Secretary Golden:

Pursuant to the Board's current filing procedures, herein is the Quarterly Progress Report for the first quarter ("Q1") of Program Year 2024¹ ("PY24") of South Jersey Gas ("SJG" or "Company") with respect to its Clean Energy Act of 2018 ("CEA") 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 of the first 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.

¹ For the purposes of these quarterly reports, the numbering of the quarters align to these dates: **Q1** (7/1/23-9/30/23); **Q2** (10/1/23 - 12/31/23); **Q3** (1/1/24 - 3/31/24); **Q4** (4/1/24 - 6/30/24).

The utilities continue 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 collaborations, 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 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.

SJG programs delivered 43,938 DTh of savings in the first quarter, or approximately 17% of the annual target.

Residential Sector

- 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 330 DTh in energy savings or approximately 3% of the program's PY24 target. The Home Performance with ENERGY STAR Program saw 22 projects completed.
- The Behavioral program reported 11,115 DTh in energy savings or approximately 24% of the program's PY24 target. The Behavioral Program had 159,699 customers in this quarter's treatment group.
- The Efficient Products program reported 25,469 DTh in energy savings or approximately 16% of the program's PY24 target. The Company has been providing financing for HVAC upgrades through its Board-approved energy efficiency programs since 2009 and has established a robust trade ally network that promotes SJG's programs to customers. Since the inception of the current on-bill repayment program, as offered through the Efficient Products Program, the Company has experienced greater participation than originally forecasted.
 - The Marketplace Program saw 2,167 participants in this quarter.
 - The Appliance Rebates Program saw 460 participants in this quarter.
 - SJG offers appliance rebates at 60 retail outlets including large and independently-owned stores.

- The HVAC Program saw 1,613 participants in this quarter.
 - In this quarter, 36 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.
- The Quick Home Energy Check Up Program had 104 completed projects.
- The Moderate Income Weatherization Program had 160 completed projects.

Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- The Small Business Direct Install Program had 7 projects completed and an additional 2 audits were completed during the reporting period.
- The Prescriptive and Custom Program had 1 completed project in this quarter.
- 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.

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
- The Multi-Family: Direct Install program saw 181 participants this quarter.
- The Multi-Family: Prescriptive and Custom program saw 1 participant this quarter.
- Year to date, the Multi-Family sector has reported 1,085 DTh in energy savings or approximately 25% of the sector's PY24 target.

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 107 participants for this quarter resulting in 271 DTh annual savings. NJ Comfort Partners savings is under-stated due to recently transitioning the data system of record. A savings true-up will be necessary in a future report.

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 South Jersey Gas and the other investor-owned electric and gas utility companies.

Table 1 – Program Year 2024 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	43,938	271	N/A	44,209				
YTD	43,938	271	N/A	44,209	50,906,112	0.51%	259,621	17%

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 17% of the PY24 annual savings goal, and program year to date spending is 17% of the PY24 expenditure target.

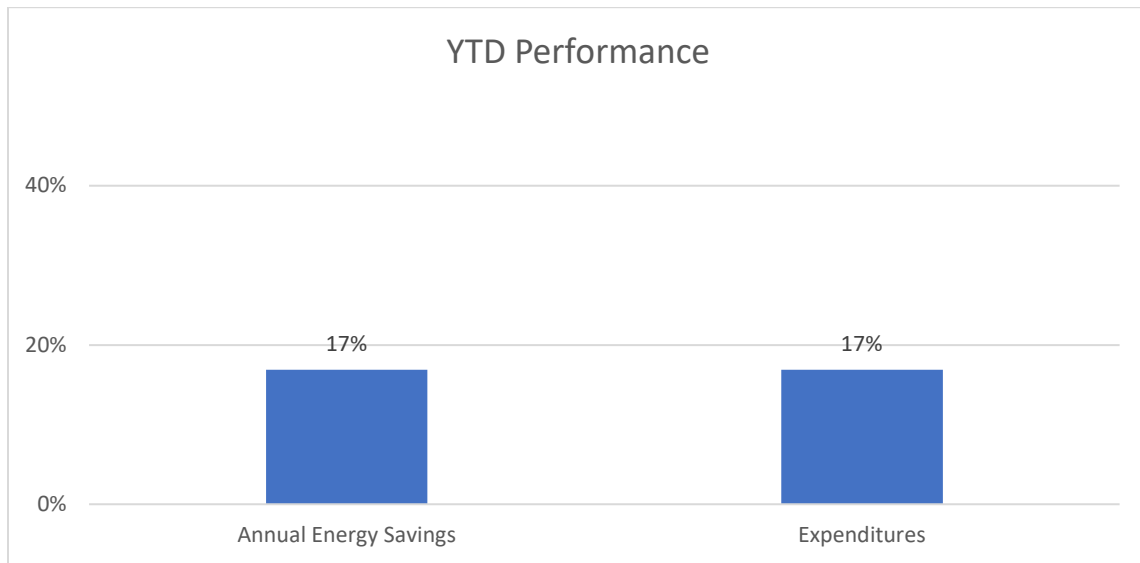


Figure 1: YTD performance of Annual Energy Savings and Budget

The Residential sector has represented 15% of the annual target savings. Low to Moderate-Income Savings was driven by the Moderate-Income Weatherization Program at 2,499 DTh in annual savings and 47,636 DTh in lifetime savings. This quarter, 7 Small Commercial projects in the C&I Direct Install program were completed for 2,826 DTh in annual savings.

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 SJG that were authorized or funded by or through a prior filing or authorization.

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)	43,938	271	N/A	44,209	43,938	271	N/A	44,209	260,231	17%
Lifetime Savings (Dth)	511,889	4,819	N/A	516,708	511,889	4,819	N/A	516,708	2,489,060	21%
Annual Demand Savings (Dth Peak Day)										
Low/Moderate-Income Lifetime Savings (Dth) ²	54,164	4,819	N/A	58,983	54,164	4,819	N/A	58,983		
Small Commercial Lifetime Savings (Dth) ³	45,541		N/A	45,541	45,541		N/A	45,541		

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 164,225 participants and delivered 39,995 DTh of energy savings during the reporting period, amounting to 15% of the overall PY24 target. The savings were driven by the Efficient Products program, especially the Marketplace Program and its smart thermostats sales delivering 5,549 DTh of energy savings. The Efficient Products programs had 4,240 participants and delivered 25,469 DTh of energy savings. The Behavioral program had 159,699 participants and delivered 11,115 DTh of energy savings. The Multi-Family Programs

had 182 participants and delivered 1,085 DTh of energy savings. To date, the utility administered programs delivered 43,938 DTh in savings or 17% of the PY24 annual target.

Expenditures during the quarter are approximately 17% of the budget for PY24 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 – Quarterly Sector-Level Participation

Sector ¹	Current Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	164,225	164,225	193,016	85%
Multi-Family	182	182	1,353	13%
C&I	8	8	1,164	1%
Reported Totals for Utility Administered Programs	164,415	164,415	195,533	84%
Comfort Partners ²	107	107	4,420	N/A
Utility Total	164,522	164,522	195,533	84%

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 South Jersey Gas and the other investor-owned electric and gas utility companies.

Quarterly Level Expenditures

The following table provides quarterly level expenditures by sector. South Jersey Gas’s expenses for this quarter were 17% of the PY24 budget.

Table 4 – Quarterly Sector-Level Expenditures

Expenditures ¹	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$6,974	\$6,974	\$38,931	18%
Multi-Family	\$142	\$142	\$3,130	5%
C&I	\$1,054	\$1,054	\$6,334	17%
Reported Totals for Utility Administered Programs	\$8,170	\$8,170	\$48,395	17%
Comfort Partners	\$619	\$619	\$4,290	14%
Utility Total	\$8,789	\$8,789	\$48,395	18%

¹ 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 43,938 DTh of energy savings, or 17% of the PY24 annual target. This is attributed to the increased activity in the HVAC Program. As outreach efforts continue, we expect increased activity, and energy savings, for the Commercial and Multi-Family Sectors.

Table 5 – Quarterly 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	39,995	39,995	236,271	17%
Multi-Family	1,085	1,085	4,277	25%
C&I	2,858	2,858	19,684	15%
Reported Totals for Utility Administered Programs	43,938	43,938	260,231	17%
Comfort Partners ^{2,3}	271	271	25,527	N/A
Utility Total	44,209	44,209	260,231	17%

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.

³ Comfort Partners Annual Energy Savings is under-stated due to recently transitioning the data system of record.

Portfolio Expenditures Breakdown

Program expenditures reflect South Jersey Gas expenditures for the first quarter as 17% of the PY24 budget.

Table 6 – Quarterly Costs and Budget Variances by Category ¹

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Budget Spent
Capital Costs	\$0	\$0	\$0	0%
Utility Administration	\$260	\$260	\$1,749	15%
Marketing	\$288	\$288	\$1,108	26%
Outside Services	\$310	\$310	\$5,261	6%
Rebates ²	\$3,258	\$3,258	\$19,570	17%
No- or Low-Interest Loans	\$3,817	\$3,817	\$18,778	20%
Evaluation, Measurement & Verification (“EM&V”)	\$206	\$206	\$1,592	13%
Inspections & Quality Control	\$31	\$31	\$336	9%
Utility EE/PDR Total	\$8,170	\$8,170	\$48,395	17%

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

² 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. South Jersey 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 – Quarterly Equity Performance

Territory-Level Benchmarks	Overburdened ¹	Non-Overburdened	%OBC ²
# of Household Accounts ³	75,092	294,981	20%
# of Business Accounts ³	8,655	18,467	32%
Total Annual Energy (Dth) ⁴	13,315,218	25,643,619	34%

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	197	1,416	12%	197	1,416	12%
	Appliance Rebates	Core	56	404	12%	56	404	12%
	Online Marketplace	Core	372	1,795	17%	372	1,795	17%
	EE Giveaway Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	0	22	0%	0	22	0%
	Quick Home Energy Checkup	Additional	39	65	38%	39	65	38%
	Moderate Income Weatherization	Additional	20	140	13%	20	140	13%
Behavioral	Behavioral	Additional	23,908	135,791	15%	23,908	135,791	15%
C&I Direct Install	Direct Install	Core	5	2	71%	5	2	71%
Energy Solutions for Business	Prescriptive/Custom	Core	0	1	0%	0	1	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 Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Direct Install	Core	5	176	3%	5	176	3%
	Multi-Family Prescriptive / Custom	Core	1	0	100%	1	0	100%
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Participation		636	3,816	14%	636	3,816	14%
Total Additional Participation			23,967	135,996	15%	23,967	135,996	15%
Total Participation			24,603	139,812	15%	24,603	139,812	15%
Annual Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	2,168	14,554	13%	2,168	14,554	13%
	Appliance Rebates	Core	24	173	12%	24	173	12%
	Online Marketplace	Core	1,458	7,091	17%	1,458	7,091	17%
	EE Giveaway Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	0	330	0%	0	330	0%
	Quick Home Energy Check-Up	Additional	317	265	54%	317	265	54%
	Moderate Income Weatherization	Additional	347	2,151	14%	347	2,151	14%
Behavioral	Behavioral	Additional	1,664	9,451	15%	1,664	9,451	15%
C&I Direct Install	Direct Install	Core	1,562	1,264	55%	1,562	1,264	55%
Energy Solutions for Business	Prescriptive/Custom	Core	0	31	0%	0	31	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 Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Direct Install	Core	32	924	3%	32	924	3%
	Multi-Family Prescriptive / Custom	Core	129	0	100%	129	0	100%
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Annual Energy Savings		5,374	24,368	18%	5,374	24,368	18%
Total Additional Annual Energy Savings			2,328	11,868	16%	2,328	11,868	16%
Total Annual Energy Savings			7,702	36,236	18%	7,702	36,236	18%
Lifetime Energy Savings (dth)								
Residential - Efficient Products	HVAC	Core	40,680	273,391	13%	40,680	273,391	13%
	Appliance Rebates	Core	282	2,037	12%	282	2,037	12%
	Online Marketplace	Core	11,014	53,413	17%	11,014	53,413	17%
	EE Giveaway Kits	Core	0	0	N/A	0	0	N/A
Residential - Existing Homes	Home Performance with Energy Star	Core	0	8,820	0%	0	8,820	0%
	Quick Home Energy Checkup	Additional	3,172	2,659	54%	3,172	2,659	54%
	Moderate Income Weatherization	Additional	7,732	39,904	16%	7,732	39,904	16%
Behavioral	Behavioral	Additional	1,664	9,451	15%	1,664	9,451	15%
C&I Direct Install	Direct Install	Core	24,342	21,199	53%	24,342	21,199	53%
Energy Solutions for Business	Prescriptive/Custom	Core	0	629	0%	0	629	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 Home Performance with Energy Star	Core	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Direct Install	Core	323	9,237	3%	323	9,237	3%
	Multi-Family Prescriptive / Custom	Core	1,940	0	100%	1,940	0	100%
	Multi-Family Engineered Solutions	Core	0	0	N/A	0	0	N/A
	Total Core Lifetime Energy Savings		78,581	368,727	18%	78,581	368,727	18%
Total Additional Participation			12,568	52,014	19%	12,568	52,014	19%
Total Lifetime Energy Savings			91,149	420,741	18%	91,149	420,741	18%

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).

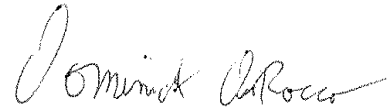
² The Ratio column shows the ratio of the overburdened metric over the non-overburdened metric. Comparing the territory-level benchmark ratios versus the program ratios shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program ratio 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.

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

Respectfully,

A handwritten signature in black ink that reads "Dominick DiRocco". The signature is written in a cursive style with a large initial 'D'.

Dominick DiRocco

DD/caj

cc: Brian Lipman
Maura Caroselli
Mamie Purnell
Carlena Morrison
Stacy Richardson
Phillip Chao
Ed McFadden
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

SJG Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix B

For Period Ending PY24Q1

		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	1,613		1,613		\$4,707		\$4,707	
	Appliance Rebates	460		460		\$107		\$107	
	Marketplace Efficient Products	2,167		2,167		\$304		\$304	
	EE Giveaway Kits	0		0		\$0		\$0	
	Subtotal Efficient Products	4,240	40,456	4,240	10%	\$5,118	\$23,828	\$5,118	21%
Existing Homes	Home Performance with Energy Star*	22	360	22	6%	\$516	\$5,276	\$516	10%
	Quick Home Energy Check-Up	104	1,500	104	7%	\$76	\$1,067	\$76	7%
	Moderate Income Weatherization	160	700	160	23%	\$1,011	\$7,716	\$1,011	13%
Behavioral	Behavioral	159,699	150,000	159,699	106%	\$253	\$1,044	\$253	24%
Total Residential		164,225	193,016	164,225	85%	\$6,974	\$38,931	\$6,974	18%
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	7	25	7	28%	\$934	\$2,087	\$934	45%
Energy Solutions for Business	Prescriptive/Custom* ³	1	1,133	1	0%	\$83	\$1,244	\$83	7%
	Energy Management	0	5	0	N/A	\$12	\$600	\$12	N/A
	Engineered Solutions	0	1	0	N/A	\$24	\$2,403	\$24	N/A
Total Business		8	1,164	8	1%	\$1,054	\$6,334	\$1,054	17%
Multi-Family*	HPwES	0		0		\$8		\$8	
	Direct Install	181		181		\$40		\$40	
	Prescriptive/Custom*	1		1		\$4		\$4	
	Engineered Solutions	0		0		\$90		\$90	
	Subtotal Multi-Family	182	1,353	182	13%	\$142	\$3,130	\$142	5%
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		164,415	195,533	164,415	84%	\$8,170	\$48,395	\$8,170	17%

¹ 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.

² 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.

³ Prescriptive/Custom Participation Number is reported on a Measure level.

* 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 B

For Period Ending PY24Q1

		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 (DTh) ⁴	YTD Lifetime Retail Savings (DTh) ⁴
Residential Programs	Sub Program or Category¹								
	HVAC	16,722		16,722		16,965		314,070	314,070
Efficient Products*	Appliance Rebates	197		0		0		2,319	2,319
	Marketplace Efficient Products	8,549		8,549		8,673		64,427	64,427
	EE Giveaway Kits	0		197		200		0	0
	Subtotal Efficient Products	25,469	161,982	25,469	16%	25,838	0	380,817	380,817
Existing Homes	Home Performance with Energy Star*	330	11,877	330	3%	335		8,820	8,820
	Quick Home Energy Check-Up	582	4,240	582	14%	591		5,831	5,831
	Moderate Income Weatherization	2,499	11,507	2,499	22%	2,535		47,636	47,636
Behavioral	Behavioral	11,115	46,664	11,115	24%	11,276		11,115	11,115
Total Residential		39,995	236,271	39,995	17%	40,575	0	454,219	454,219
Business Programs	Sub-Program								
C&I Direct Install	Direct Install*	2,826	3,452	2,826	82%	2,867		45,541	45,541
Energy Solutions for Business	Prescriptive/Custom* ²	31	10,631	31	0%	32		629	629
	Energy Management	0	1,209	0	N/A	0		0	0
	Engineered Solutions	0	4,392	0	N/A	0		0	0
Total Business		2,858	19,684	2,858	15%	2,899	0	46,170	46,170
Multi-Family*	HPWES	0		0		0		0	0
	Direct Install	956		956		0		9,560	9,560
	Prescriptive/Custom*	129		129		0		1,940	1,940
	Engineered Solutions	0		0		0		0	0
	Subtotal Multi-Family	1,085	4,277	1,085	25%	0	0	11,500	11,500
Other Programs									
Home Optimization & Peak Demand Reduction									
Total Other									
Portfolio Total		43,938	260,231	43,938	17%	43,474	0	511,889	511,889

¹ 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.

² Prescriptive/Custom Participation Number is reported on a Measure level

³ 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.

⁴ Quarter Lifetime Retail Savings and YTD Lifetime Retail Savings for Behavioral is calculated based on a 1 year Measure Life

* 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.

Energy Efficiency and PDR Savings Summary

South Jersey Gas Quarterly Report - Appendix C

For Period Ending PY24Q1

		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	36	1,577	\$114	\$4,338	359	16,363
	Appliance Rebates	0	460	\$0	\$66	0	197
	Marketplace Efficient Products	0	2,167	\$0	\$209	0	8,549
	Efficient Products Kits	0	0	\$0	\$0	0	0
	Subtotal Efficient Products	36	4,204	\$114	\$4,613	359	25,109
Existing Homes	Home Performance with Energy Star ¹	0	22	\$0	\$358	0	330
	Quick Home Energy Check-Up	0	104	\$0	\$32	0	582
	Moderate Income Weatherization	160	0	\$835	\$0	2,499	0
Behavioral	Behavioral	0	159,699	\$0	\$225	0	11,115
Total Residential		196	164,029	\$950	\$5,228	2,858	37,137
Multi-Family	HPwES	0	0	\$0	\$0	0	0
	Direct Installation/MF QHEC	0	181	\$0	\$21	0	956
Total Multifamily							
Home Optimization & Peak Demand Reduction							
Total Other		0	181	\$0	\$21	0	956
Portfolio Total		196	164,210	\$950	\$5,250	2,858	38,093
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

South Jersey Gas Quarterly Report - Appendix D

For Period Ending PY24Q1

		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	7	0	\$873	\$0	2,826	0
Energy Solutions for Business	Prescriptive/Custom	0	1	\$0	\$1	0	31
	Energy Management	0	0	\$0	\$0	0	0
	Engineered Solutions	0	0	\$0	\$0	0	0
Total Business		7	1	\$873	\$1	2,826	31
Multi-Family	Prescriptive/Custom	0	0	\$0	\$0	0	0
	Engineered Solutions	0	1	\$0	\$1	0	129
Other Programs		0	0	\$0	\$0	0	0
Home Optimization & Peak Demand Reduction							
Total Other		0	1	\$0	\$1	0	129
Portfolio Total		7	2	\$873	\$2	2,826	161
Supportive Costs Outside Portfolio							

**Appendix E Quarterly Report Baseline Calculation
For Period Ending PY24Q1**

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)
South Jersey Gas	2019	7/1/18 - 6/30/19	574,069,243	45,731,813	528,337,431							
	2020	7/1/19 - 6/30/20	529,105,554	42,406,214	486,699,341							
	2021	7/1/20 - 6/30/21	551,325,543	36,813,250	514,512,294							
	2022	7/1/21 - 6/30/22	544,182,719	32,515,574	511,667,145							
	2023	7/1/22 - 6/30/23	533,374,478	32,370,547	501,003,931	509,061,123	0.75%	3,817,958	0.24%	1,221,747	0.51%	2,596,212

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.